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# Success Story

«The simple handling of the software tisoware.ZEIT and the user-friendly time recording with LEGIC chip key fobs convinced us.»

«From organizational and business perspectives, we are taking highly positive stock after the introduction of tisoware.ZEIT and tisoware.ZUTRITT in our company.»

**Torsten Woelm**  
Managing director

[www.kws-online.de](http://www.kws-online.de)

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ZEITWIRTSCHAFT

## KWS GmbH, Heiligenhaus

### Committed to progress by tradition

«Strategic starting points for SMEs are successful product models, modern technology and markets as well as the development and implementation of company structures that promote innovation», emphasizes Dr Otmar Franz as the Chairman of the «Rationalisierungs-Kuratorium der Deutschen Wirtschaft e.V.» (RKW; «Rationalization Board of German Industry»), Eschborn. A viewpoint that the management of Karl Woelm + Sohn KWS Baubeschläge GmbH in Heiligenhaus unreservedly shares. «In addition to the consistent adjustment and further development of the range of products, the focus at our company is also on the optimization of the company organization through the use of a modern time & attendance system», underlines managing director Torsten Woelm who is the third generation of the same family to run the company.

A structurally healthy company with 110 employees has developed in Heiligenhaus, the «town of locks and fittings», out of the master locksmith's company Karl Woelm, since 1925 under the leadership of the Woelm family. «Despite the tough competition in Europe and cheap goods from China and Taiwan, we are able not only to maintain our position on the market with our products but also expand», says Torsten Woelm, not without some satisfaction.

Primarily, door locking devices, door buffers, gate locking device and also shell handles and ring door handles, for example, for use in gymnasias, are produced. «We have also positioned ourselves with partitioning wall supports, hand rail supports and with our modular tubular system», says managing director Torsten Woelm. The door handles made of curved pipes that are produced by KWS Baubeschläge GmbH in a timeless design consisting of stainless steel, brass and aluminium, are also standing their ground in the face of competition from Asian importers.

### Modernization of the time management

«In the course of the further modernization of our company and in light of the growing number of employees, the introduction of an electronic time & attendance system was overdue», recalls Torsten Woelm. For up to 1998, the working time was still recorded at a classical clocking-in machine. The result: At the end of the working day, at around 2.45 p.m. there were considerable queues in front of the clocking-in machine and the employees had to spend their free time or working time in the queue. The company management, also wanted to tackle another organizational deficit, however.

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Clocking-in cards are only analyzed once a month. This firstly creates enormous manual recording effort in peak times and secondly it can no longer be traced at the end of the month why and how there are any irregularities in the time booking. «A lack of transparency which would have been intolerable for our employees», says managing director Woelm. It is therefore hardly surprising that just 14 days after the first contact in October 1998 KWS Baubeschläge GmbH opted to introduce the electronic time recording of the Reutlingen-based company tisoware Gesellschaft für Zeitwirtschaft mbH. «The easy handling of our software tisoware.ZEIT and the user-friendly time recording with LEGIC chip key fobs at the time recording terminals of our partner Kaba Benzing convinced us» - that was the opinion of the tisoware subsidiary in Dortmund. What convinced in the concept phase is also proving its worth in practice. Since the electronic time recording went into real operation on 1 February 1999, there have been no queues in front of the two time recording terminals. The administration effort in the processing of the error protocol has also been reduced to a minimum.

«Annette Korony, a member of our administration team, can now check the correctness of the time bookings of the previous day at the press of a button», says managing director Woelm. Irregularities such as a forgotten booking, a breach of the target time or an absence are indicated in the error log and can be discussed immediately with the employee. A transparency in the working time accounts that is highly appreciated by all employees. «The short daily processing of the error log - almost in passing - is clearly more cost-efficient than accounting at the end of the month.»

#### **Access secured against locker thieves**

The time recording system with tisoware.ZEIT has been supplemented with the software module tisoware.ZUTRITT at the company KWS Baubeschläge GmbH. The project lay in the fact that there are several access points to the employee changing rooms that cannot be constantly checked during working hours. The unpleasant result: Unknown persons entered the changing rooms several times and broke into lockers during the course of the day and stole valuables.

«Today, the doors to the employee changing rooms can now also only be opened electronically via a Kaba Benzing access terminal with the existing LEGIC chip key fob. Unauthorized persons can thus no longer get to the employees' lockers and the changing areas and all other access points to the company are secured», explains Torsten Woelm. «From organizational and business perspectives, we are taking extremely positive stock after the introduction of tisoware.ZEIT and tisoware.ZUTRITT in our company», confirms managing director Torsten Woelm who is also highly satisfied with the installation and the service offering. «If problems occur, I can rely on the hotline and the tisoware employees on site.»