



## A european furniture solutions leader continually chooses WEBCON BPS to digitalize business processes

**Nowy Styl** is a European leader in comprehensive furniture solutions for office and public spaces, Nowy Styl offers a state-of-the-art interior furnishing service based on in-depth analysis of client needs, efficiency, work organization, ergonomics and acoustics.

**Nowy Styl** solutions are on display in 35 showrooms located, e.g. in Warsaw, London, Paris, Düsseldorf, Munich, Prague, Bratislava and Moscow. Operations are distributed among independent structures, facilities and offices across 19 countries throughout Europe and the Middle East.

It's the IT department at Nowy Styl that act as change instigators, adapting Industry 4.0 technologies to automate manufacturing activities and deliver applications that standardize and automate business processes – both within and beyond the shop floor. Their role is to make sure that best business practices are replicated throughout the company's entire complex international organization. It's not enough to be efficient; Nowy Styl strives to create synergies and provide clients with genuinely exceptional value.

### About Nowy Styl:

**Industry:**  
Manufacturing, Furniture

**Website:**  
[nowystyl.com/en/](https://nowystyl.com/en/)

**Implementation region:**  
Europe

DIGITAL TRANSFORMATION AT NOWY STYL

# The dawn of low-code

It was as early as 2009 when it became obvious that in order to support further development of the company, Nowy Styl would need to implement a business process management solution. While they could rely on IFS to serve as their enterprise resource planning (ERP) global standard, there were entire categories of functionality that were outside of IFS' feature set. Of particular and immediate interest at the time was optimizing their procure-to-pay and supplier authorization processes.

Nowy Styl regarded both the complexity and the ever-changing nature of these business processes as their biggest challenges. In the past, anything complex or ever-changing guaranteed scope creep. In order to mitigate risk, the company decided to set aside the then-usual practice of building custom-coded solutions around their ERP system. Nowy Styl pivoted to a low-code approach, placing their bets on WEBCON BPS. WEBCON's low-code platform didn't only allow them to quickly create business applications; its InstantChange™ technology also allowed them to quickly and easily evolve those solutions, so they could even embrace scope creep when it took place.

The project was a success. It significantly improved cost accounting, increased process transparency and auditability, and lowered the cost of running accounts payable. But it didn't stop there, because it appeared to be tailor-made for their shared services center that covers the entire group and its European subsidiaries, which allows Nowy Styl to shift workloads to countries where the cost of qualified accountants was lower. The ability to quickly expand the accounts payable solution to include newly acquired businesses gave the CFO insight into costs and more tools to control them.

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*WEBCON BPS helps us automate business processes important to the company in a way that creates synergy among the operations performed by the group. The solution streamlines decision making, speeds up processes, enhances their quality, and reduces costs across the whole enterprise.*

**Mariusz Sobociński**

IT & Business Analyst Director at Nowy Styl



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# Unified application platform

The success of the initial project encouraged the IT department to challenge WEBCON BPS with more projects and more complex requirements.

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*What made us dig deeper into the capabilities of WEBCON BPS was the exceptional time to business that could have never been achieved otherwise. That was true for simple applications and, surprisingly, remained true for complex scenarios that interfaced with our ERP system and required high level of enterprise governance. And so it simply became more convenient for us to build applications the users demanded all by ourselves, rather than waste time investigating and procuring off-the-shelf software products.*

**Mariusz Sobociński**

IT & Business Analyst Director at Nowy Styl



The ability to build dozens of applications on a single platform allowed Nowy Styl to keep the total cost of ownership down since the same infrastructure was being shared between all applications. More importantly, it allowed them to use the same skillset and the same people to maintain each and every one of the applications built with WEBCON BPS. With the effort spent on ongoing maintenance of the platform reduced to nearly zero, IT could finally focus on building new applications and fine-tuning them shoulder to shoulder with business stakeholders. Delivering applications on a single platform also turned out to be a way to achieve sky-high user adoption rates, as every new application IT prepared used a consistent and instantly familiar user interface

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# From waterfall to agile

It is typical for low-code platforms to promise cutting on time and cost of building solutions. What proved to be a game changer for Nowy Styl was the change-friendly nature of the WEBCON BPS platform.

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*We could finally deliver applications in weeks, rather than months. But then it became obvious that we can shorten the time of delivery even further, by moving from a waterfall to an agile approach that focused on building and going live with minimum viable prototypes designed to be evolved as the feedback from users arrived. That, in fact, allowed us to deliver applications in hours or days, and then fine-tune them together with business users. Suddenly we stopped being afraid of future change requests – and that was a game-changer.*

**Andrzej Bara**

Software Development Manager at Nowy Styl



The capabilities of WEBCON BPS encouraged the in-house IT department to evolve applications and deal with change requests. It also helped them identify and handle business scenarios that became obvious once the initially-delivered solutions yielded feedback and quantitative data they could analyze. Quickly reacting to change requests was at the same time a source of satisfaction for the IT team and a way to improve cooperation between them and the business. It truly changed the image of the IT department from defensive to proactive. And a steady string of successes with the technology promoted the growth of a culture of continuous process improvement across the company.

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*WEBCON BPS helped build a process consciousness across the company. Employees started looking at their day-to-day reality in a different way, identifying areas that can be improved by the use of business applications.*

**Mariusz Sobociński**

IT & Business Analyst Director at Nowy Styl



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# Low-code's place within Nowy Styl's enterprise architecture

## Change requests don't meet brick walls

Twelve years later, the WEBCON BPS platform has earned its strong position within Nowy Styl's enterprise architecture. Firstly, it became a process backbone of the company and is being used to create simple-to-complex supportive applications requested by business users. Secondly, building applications within WEBCON BPS became a viable alternative to many of the off-the-shelf line of business software products that were built specifically for manufacturing industry by their respective vendors.

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*Stocktaking software is a good example. We were using an off-the-shelf product built to support this exact process. But then the organization of our production lines changed in a way that the product could no longer support. We could have waited months for the vendor to accommodate to our needs, or we could build the entire application from scratch in WEBCON BPS. We chose the latter, because we knew that whatever changes were waiting around the corner, we would be able to quickly reconfigure our WEBCON BPS-built application in no time. So far, we have yet to hit a brick wall – everything has been possible using WEBCON. That's highly reassuring.*

**Mariusz Sobociński**

IT & Business Analyst Director at Nowy Styl



## A low-code platform that works hand-in-hand with the ERP system

The low-code platform at Nowy Styl is tightly integrated with their IFS ERP systems used throughout the group. For one thing, the ease of reusing ERP-hosted data in WEBCON BPS applications (and vice versa) allowed the ERP to lose weight from the unnecessary fat of customizations produced around it. Instead of programming additional modules within the boundaries of IFS, applications are being built in WEBCON BPS. It's faster, cheaper, and much more portable in the sense that a single WEBCON BPS application can be connected with multiple instances of an ERP deployment, hence serving multiple countries and business entities.

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*We often take over furniture businesses across Europe, and not all of them use IFS at the time of acquisition. IFS is our corporate standard, and it's a no brainer for us to replace whatever they use with IFS. But that takes time. Connecting existing WEBCON BPS-built applications to these ERP systems is something we're able to accomplish in no time; it means we start reaping the benefits of each acquisition immediately.*

**Mariusz Sobociński**

IT & Business Analyst Director at Nowy Styl



With subsequent acquisitions, Nowy Styl gained experience with the IT side of a merger process. The IT team started to use WEBCON BPS to speed up and optimize the ERP replacement process itself.

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*Without getting into technical details, the intermediary applications we've built using WEBCON BPS help us shorten the time needed to switch each ERP system over to IFS from months to weeks. They also allow us to reduce the amount of effort our product engineers put into the process. These applications are valuable resources. It's safe to say that we became highly-skilled professionals in this area.*

**Andrzej Bara**

Software Development Manager at Nowy Styl



## Alternative for now, alternative for ever

In some situations, IT was indeed able to find an off-the-shelf solution to address the requirements, but either the software of choice was too expensive, the projected time to business was too long, or both.

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*Complex line of business software costs a lot, and nothing is wrong with that as long as we're able to fully utilize what comes in the package. It only becomes a problem when we realize that we're only planning to use 5 or 10% of the software's capabilities but still have to pay 100% of the monetary cost, plus a lot of effort to implement it. The business need is still there, but the calculation just doesn't add up. This is when we use WEBCON BPS to build the 10% we need for a fraction of a cost and with unmatched time to business. Later on, we'll simply add what we need when we need it.*

**Andrzej Bara**

Software Development Manager at Nowy Styl



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DIGITAL TRANSFORMATION AT NOWY STYL

# From back-office to shop floor processes

Ever since the initial deployment 12 years ago (at the time of this writing), Nowy Styl has used the WEBCON BPS low-code platform to create solutions that support both back-office processes (rallying around a common “paperless organization” theme) and shop floor activities. Being able to build all of these different solutions with a single software delivery platform certainly saves a lot of cost and reduces risk, but the biggest benefit comes from the IT department being able to deliver WEBCON BPS-based solutions and evolve them as needed, without any delays.

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*Our default is to build solutions in WEBCON BPS, instead of buying off-the-shelf applications, whenever possible. The overall time to business is usually better, our enterprise architecture remains neat, and when it works out to be initially more expensive, it actually proves to be a lot cheaper and more future-proof in the long run.*

**Andrzej Bara**

Software Development Manager at Nowy Styl



**Being able to build all of these different solutions with a single software delivery platform certainly saves a lot of cost and reduces risk.**

Applications built over 10 years ago are still being used to support the group's business processes today. Each has evolved a lot from its initial shape, which is what one would naturally expect from a company focused on growth and innovation. Not only have the processes and business logic evolved; subsequent upgrades to the WEBCON BPS platform automatically furnished updated technology, new features, and a refreshed user interface to the solutions built by Nowy Styl.

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*For a ten-year-old application, one would typically expect the end user interface to appear outdated unless a lot of work had been invested in keeping it looking modern. In case of the applications built with the platform, we see them become refreshed with WEBCON BPS upgrades without devoting any effort.*

**Andrzej Bara**

Software Development Manager at Nowy Styl



**Applications built over 10 years ago are still being used to support the group's business processes today.**



# ABOUT WEBCON BPS

**WEBCON** produces the WEBCON BPS platform - a comprehensive low-code solution for digitization, automation, and management of business processes.

Process solutions built with **WEBCON BPS** help companies work more efficiently, make better business decisions, and generate time and cost savings. The platform encourages organizations to continually optimize their processes, automate repetitive tasks, and get rid of paper – effectively

using IT technologies to support existing and implement new business models. These kinds of process automation and digitization tend to introduce a new level of quality into companies' operations and business management.

**WEBCON's** customers estimate that **WEBCON BPS** is able to address over 90% of their business needs and scenarios with a single platform; it fits needs ranging from simple activities supporting operations to complex processes critical to business continuity.

**WEBCON BPS** has already been chosen by over 650 companies and corporations around the world.



**Learn how we can help your company leverage digital transformation!**

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