

# MONTENEGRO

We found josh to be a flexible and functional instrument to support processes that also involved partners outside the company. With josh, it was easy to build models, monitor the progress of tasks and share documents to support the process.



**Lorenzo Chiari**  
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## it Consult per Montenegro

Thanks to josh, the Montenegro Group was able to take control of the work processes, making them simple and saving time and resources. josh also allowed to limit the use of email, providing more efficient and widely shared collaborative tools.

Founded in 1885, the Montenegro Group is an Italian entrepreneurial market leader in the food and alcoholic beverages sectors that has always produced Italian household brands: Amaro Montenegro, Vecchia Romagna, Infusi Bonomelli, Tea Infrè, Olio Cuore, Spezie Cannamela, Polenta Valsugana, Pizza Catari. Iconic symbols of Made in Italy that best represent the constant search for excellence in respect of tradition and the particular attention to the quality of the products and their sustainability that have always distinguished the Montenegro Group.





*Eliminate slowdowns and the possibility of error: a constant guide to marketing strategies.*



## THE NEED

### **To bring efficiency to a manual and unstructured management of the work processes and related documents.**

One of Montenegro's needs was to manage the Marketing activities related to the development of new graphics for its products, from the creation of the first draft to the approval by the organisational areas within the company, passing through external agencies, suppliers and legal experts.

These activities brought slowdowns and the possibility of error, with serious damage to the overall marketing strategies, which is very important for the visibility of the company.

Montenegro also needed to manage the on-boarding of new employees in a more formal and shared way. The company had difficulties manually managing the entry of the different types of new staff into the company, each with different needs.

Another need expressed by Montenegro was to make the expensive management of the large amount of documents coming from agents (exclusivity contract, eventual termination, area of relevance, etc.) more efficient. Before using josh, these activities were managed through the simple exchanges of emails, which increased the possibility of losing evidence of important documents and difficulty in searching for these.

Montenegro also highlighted another need: the management of contracts with third parties, from the documentation related to the deadlines of the terms of the numerous contracts to be managed. Even in this last scenario, the processes were unstructured and managed by several people, thus creating difficulties for efficient management.

### **The needs at a glance**

1. Manage the complete process of creating and editing graphics;
2. Manage the on boarding of new employees within the company;
3. Manage the large amount of documentation coming from the agents;
4. Manage contracts with third parties to the company and the reminders connected to them.



Software used:

*josh has made it possible to synchronise the departments and centralise the management of documents, saving time and facilitating access to contracts and their attachments.*



## THE SOLUTION

### josh and the ability to organise and collaborate.

Montenegro Group has applied josh to numerous processes involving almost the entire company. The process that gave rise to the use of josh was that of creating new graphics for the packaging and advertising of the group's numerous products (just to name a few: Olio Cuore, Spezie Cannamela, Vecchia Romagna). Assessing the particular market conditions, the Marketing office requires the modification of the graphics by involving the R&D and Packaging departments, which provide the technical specifications through josh. josh also synchronises the activities of the graphic design studio outside the company, channelling the product of their work into the SharePoint document system and thus promoting collaboration with the outside world as if it were internal to the Organisation. josh also manages the entire review and approval phase of the new concepts.

### The solution at a glance:

1. Complete management of the collaboration both internal and external to the company;
2. Management of approval and review cycles, contractual reminders and automatic archiving.

In the wake of the excellent results obtained from the implementation of the process mentioned above, Montenegro has extended the use of josh to numerous other processes:

- **Onboarding of new employees:** the complete management of the entry of a new employee is entrusted to josh that, in a collaborative and transversal way, takes care of assigning the access accounts to the IT systems, assigning the company devices and benefits based on the function of the new employee, thus saving time and simplifying the work of the HR department which, before, was completely manual;
- **Management of agent documents:** each document requested during the collaboration with the area agents is provided through the josh tasks (these documents include ENASARCO, areas of relevance, clauses and exclusivity contracts), which can automatically archive them;
- **Management of contracts:** all contracts held by the Montenegro Group's legal department are uploaded to josh, which is responsible for providing the reminder on the key dates of the contracts (renewal or tacit renewal, expiry, revision) and organising the various access permits.



*Montenegro is a wise company that is applying josh in diverse areas, making people work without downtime and unnecessary complexity. This is an “organized flexibility” model that is also interesting for other sectors.*

Giovanni Marrè  
it Consult CEO



## THE BENEFITS

### Integration and openness to the outside world in a collaborative and familiar environment.

Thanks to the use of josh, Montenegro has obtained important and immediately noticeable benefits:

- Complete management of the huge amount of documents generated by the many area agents (mandates, areas, commissions), relieving users of the complexities related to positions, names of documents, permits;
- Organisation and efficiency in carrying out the activities;
- Radical reduction of the completion times of the procedures and those relating to the management and search of documents;
- Centralisation of the document archive, finally accessible 24/7 from any device and from anywhere in the world;
- Safety and peace of mind in the management of the deadlines of contracts and related fulfilments charged to the legal department;
- Greater speed and reduction of costs in the procedures of entry into the company of a new employee and related work materials, benefits and personal accounts;
- Integration between external consultants and internal operators of the company who collaborate on aspects related to product marketing;
- Streamlining and automation of the document review and approval cycle (whether they are graphic concepts, commercial documents or contracts).

**In short**, josh created efficiency and synchrony between the company functions, allowing a considerable saving of time and improvement of the quality of the results. Montenegro is constantly developing new processes (and evolving existing ones) through josh.