



# Logistics

2007 - Issue 01

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### >> Mantis expands its solutions portfolio with new partnerships

(Vocollect)

### >> Mantis expands its leading position in Eastern Europe and Russia/CIS with many significant new projects in the first half of 2007

(RLS, Interbrew, Aquila, Vassiliko Cement Works, Delamode, Distributivnyi Center, Merlion, Frigoglass)

### >> Mantis announces the successful go live of new very important projects in the first half of 2007

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## ...about Mantis...

### >> Improve Competitiveness through Supply Chain Optimization

Mantis, founded in 1996 in Athens, Greece ([www.mantis-international.com](http://www.mantis-international.com)), is the leading supplier of extended Supply Chain Execution (SCE) software and solutions in South Eastern Europe, with a significant presence in many other countries of Central Europe, Russia/CIS & Middle East.

### >> Mantis expands its solutions portfolio with new partnerships

Vocollect®, the world leader in Voice-Directed Work®, and Mantis Informatics, announced recently that the two companies have formed a partnership to deliver advanced Voice Directed applications to Mantis' customers.



"The agreement with Mantis is the first step towards an increasingly marked geographical expansion of Vocollect in Countries with a high growth potential", explains Antonino Lanza, Vocollect's Regional Business Development Manager for Italy, East Mediterranean and Middle East. "With Vocollect's experience developed in over 30 countries on 5 Continents in the voice technology sector, the offering of innovative and market leading products and applications, and especially our ability to develop local business in partnership with 'best of breed' in-country partners, we are ready to face this new challenge with enthusiasm. We are confident that we will be able to respond strongly to the growing demand from these territories to adopt the voice technology that has already become the standard in so many other markets."



Mantis' Managing Director Yiannis Panagiotopoulos said, "Our customers are looking to further improve their productivity and Voice-Directed solutions could definitely play a key role towards that goal. After reviewing the technology and solutions available in the international market, it became clear that Vocollect® was the natural choice for Mantis. The primary reason is that Vocollect offers a feature-rich and proven technology that can satisfy the highly complex requirements of Mantis' customers."



## >> Mantis expands its leading position in Eastern Europe and Russia/CIS with many significant new projects in the first half of 2007

Mantis, is having an extremely good year in 2007 so far, expanding its position in many countries. Among the projects awarded to Mantis in the first half of 2007 are:



### RLS

(www.rls.ru), with headquarters in Moscow, owns a network of regional logistics companies in 20 cities in the Russian Federation and Kazakhstan. Services include freight forwarding by truck, rail, air, and sea, consolidated cargo services, as well as storage and handling of cargo at eleven company-operated DCs. Warehouse Vision was selected as the platform for RLS's information system.



### Interbrew,

is among the leaders in beer brewing and distribution in Romania and a subsidiary of the largest brewer in the world InBev (www.inbev.com). With a manufacturing unit in Ploiesti and a pan-Romanian distribution network, Interbrew, the leader in the local market is relying on Warehouse Vision to optimize their extended Supply Chain Execution.



### Aquila

(www.aquila.ro), Unilever's distributor in Romania, has also decided to invest in Mantis' Logistics Vision, in order to reduce its logistics costs and improve the quality of its customer service. Aquila, is one of the leading FMCG distributors in the Romanian market. Their main distribution center of over 30,000 square meters is the hub for the distribution of many FMCG products.



### Vassiliko Cement Works

(www.vassiliko.com), the major cement producer in Cyprus decided to expand its Logistics Vision Suite platform and implement Inventory Vision for the demand forecasting and replenishment planning of its spare parts and tools that are around 39,000 articles. Vassiliko Cement Work has been using successfully Mantis' Logistics Vision Suite-Warehouse Vision for the management and optimization of their spare parts warehouses in their production facilities.



### Delamode

(www.delamode.ro), the fastest growing provider of transportation and logistics services in Romania, with more than 5 distribution centres covering over 40,000 square meters, decided to optimize their supply chain management operations using Warehouse Vision. Delamode is working with many depositors like Metro, Debenhams, Dixons, Fujitsu, InBev, Honeywell, etc.



### Distributivniy Center

(www.ooo-dc.ru), headquartered in Moscow, an important Logistics Service Provider in Russian market with depositors like United Conditier (biscuits, cakes) will implement Warehouse Vision at the 12,000 square meters central distribution center in Moscow.



### Merlion

(www.merlion.ru), headquartered in Moscow, is Russia's largest distributor of computer equipment and digital devices. Merlion has a main Distribution Center of 7,000 square meters in Moscow and 4 regional warehouses. The project is currently focusing on the main Distribution Center and will be deployed to the rest of distribution centers at a later stage.

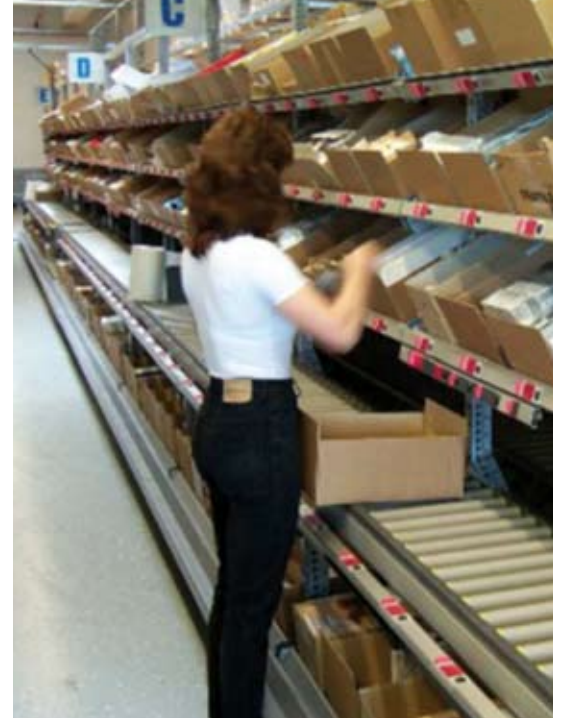


### Frigoglass

(www.frigoglass.com), the world leader in commercial refrigeration, initiated a project using Inventory Vision - Strategic Inventory Diagnosis Service focusing on optimizing the spare parts inventory in 3 logistics hubs of the group.

Finally, among the new projects in Greece are the following:

- Avax** ([www.avaxdeco.gr](http://www.avaxdeco.gr)) - Furniture retailer
- Ionia** ([www.ionia.gr](http://www.ionia.gr)) - Producer and distributor of porcelain and tableware
- Polykem** ([www.polykem.gr](http://www.polykem.gr)) - Distributor of DOW and other producers of building and construction insulation materials
- Interattica** ([www.interattica.gr](http://www.interattica.gr)) - Courier services and LSP
- Staff** ([www.staff.gr](http://www.staff.gr)) - Clothing and accessories
- Kitchen Equipment Center** ([www.kek.gr](http://www.kek.gr)) - Kitchen furniture and equipment
- Paco** ([www.pentel.gr](http://www.pentel.gr)) - Distributor of office supplies
- Kliafa** - Kitchen furniture and equipment
- Saturn** ([www.saturn.gr](http://www.saturn.gr)) - Central heating and air condition distributor
- Sparos** ([www.sparos.gr](http://www.sparos.gr)) - Food distributor
- Katsamakos Group** ([www.ifestos.net](http://www.ifestos.net)) - Tiles and bathroom items distributor
- Mihas Meat** - Meat processing and distribution
- Prepac** ([www.prepac.gr](http://www.prepac.gr)) - Distribution of packaging machinery and consumables
- Chryssafidis** ([www.chryssafidis.com](http://www.chryssafidis.com)) - Distribution of plumbing and industrial items
- Aphrodit** - Super-market chain



>> **Mantis announces the successful go live of new very important projects in the first half of 2007**



#### BSB

([www.bsbfashion.com](http://www.bsbfashion.com)), the leader in value-clothing fashion retailer in Greece with a significant multi-national presence optimized their supply chain execution with Mantis Warehouse Vision supporting all retail operations from the central distribution centre in Athens. Among the benefits BSB enjoys today is the capability to dynamically evaluate alternative order fulfillment strategies and select the best possible one according to the ever changing market needs.



#### Alumil

([www.alumil.com](http://www.alumil.com)), the largest Greek industry and among the top European production groups for integrated aluminum profile systems and industrial profiles, with presence in 45 countries covering 4 continents, has started using Warehouse Vision from Mantis for the optimization of their Supply Chain. Warehouse Vision, implemented taking into account the new procedures following a recent business re-engineering process, provides improved order accuracy, error minimization in shipments (at the level of items, quantities and weight), increased productivity in the rod warehouse of their largest production facility in Northern Greece, and improved customer service for special treatment products.



#### Cadbury

([www.cadbury.gr](http://www.cadbury.gr)), the well-known multinational in chocolate based confectionaries and a current user of Warehouse Vision, has extended the platform by incorporating Pick-to-Light solution by Mantis for their collection and packing operations.



#### Altex

([www.altex.ro](http://www.altex.ro)), a leading retailer in Romania, with more than 150 retail outlets distributing all the well known brands of electrical and electronic appliances such as Philips, Panasonic, Sony, Whirlpool, Bosch, Siemens, Electrolux, etc. started also using Warehouse Vision.



#### Unitrans

([www.utlogistic.ru](http://www.utlogistic.ru)), a young and dynamic Logistics service provider in Russia with customers like Eldorado, Mitsui-Ricoh, Gallina Blanca, DC Avalon, TestRide Rus, Amway, Happy Land, etc. started using Warehouse Vision, to optimize their state-of-the-art DC of 35.000 square meters near Moscow. The project was implemented by Mantis's partner in Russia ant Technologies.

## >> Veridix Serbia is the latest addition to the Partner Network of Mantis

Mantis announced the appointment of Veridix ([www.veridix.co.yu](http://www.veridix.co.yu)) as a Value Added Reseller in Serbia.

Zivan Savic, President of Veridix, said "Serbia has moved forward economically in the last two or three years, particularly in terms of distribution networks and retail logistics. We see a major opportunity here for Mantis' Logistics Solutions."

With the appointment of Veridix, Mantis is now covering the entire broader Balkan region with local presence everywhere and highly skilled consultants that serve the local markets.

## >> Transport & Logistics Exhibition, Athens - Greece, Apr. 27th - 30th

Mantis participated at the Fifth International Transport and Logistics Exhibition that was organized on April 27th - 30th in Athens, Greece. This exhibition is already established as an institution in the Greek Logistics market and is currently expanding towards an international focus. The organizers announced that this was a very successful exhibition not only in space but also in participants.

Among the highlights of this exhibition and particularly of the hosted "International Logistics Forum 2007" was the presentation on the Russian logistics market delivered by Mr. Alexander Usov, General Manager of ant Technologies ([www.ant-tech.ru](http://www.ant-tech.ru)), one of the leading suppliers of logistics and auto-id solutions in the Russian Federation and a partner of Mantis from 2004 onwards. Also Mantis was pleased to host a delegation of executives from Unitrans Logistic, a Mantis / Ant customer in Russia, during the exhibition.

Finally in the "International Logistics Forum 2007", Mr. F. Daskopoulos, Mantis International Business Manager, presented the current trends of the Supply Chain Planning solutions.



## >> Supply Chain & Logistics Exhibition, Athens - Greece, Feb. 9th - 12th

Mantis participated at the First International Supply Chain and Logistics Exhibition that was organized on February 9th - 12th in Athens, Greece. Mantis was among the 111 exhibitors and contributed to this successful organization. The company presented the entire range of solutions and products it offers for the Supply Chain along with its new offerings like Pick by Light and Voice Logistics. Mantis's booth was indeed multinational hosting participants from partners like Vocollect ([www.vocollect.com](http://www.vocollect.com)) and Logistics Associates ([www.la.com.tr](http://www.la.com.tr)).

In the parallel workshops organized during the exhibition. Mr. T. Patsilinakos, Mantis Commercial Manager, presented his views on recent developments and future trends in Supply Chain Execution while Mr. E. Musaoglu, Logistics Associates General Manager, the partner of Mantis in Turkey, summarized the Logistics Market in Turkey and presented LA's activities.



## >> Cyprus Retail Forum Nicosia - Cyprus, May 16th

Mantis Cyprus sponsored and participated at the 4th Retail Forum in Cyprus. This is one of the largest events on the island of Cyprus. This year the event, held on May 16th, was very successful with an audience of around 150 people. Tassos Patsilinakos of Mantis greeted the event and summarized the challenges in SCM for Cypriot companies today.

### Forthcoming Event:

## >> 1st Mantis Bulgarian SCM Forum, Sofia - Bulgaria, June 28th

Mantis, together with their Bulgarian partner StoractLog ([www.storactlog.com](http://www.storactlog.com)), is currently working at organizing the First Mantis Bulgarian SCM Forum in Sofia focusing at "The Dawn of Logistics in South Eastern Europe, Challenges in the Food & Beverage, FMCG and LSP markets". The event is scheduled for June 28th, 2007 at the Hilton Sofia and is expected to gather a lot of attention. The full agenda for this event can be found at [www.mantis-international.com](http://www.mantis-international.com).