

Logistics

2008 - Issue 03



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...about Mantis...

>> **Improve Competitiveness through Supply Chain Optimization**

Mantis, founded in 1996 in Athens, Greece (www.mantis-international.com), is a leading supplier of extended Supply Chain Execution (SCE) software and solutions in Eastern Europe and Russia/CIS.

>> **Logistics markets take off in Eastern Europe and Russia/CIS**

We are currently witnessing an explosion of business activity in the logistics markets of Eastern Europe and Russia/CIS. Massive investments from the private and public sectors are being directed towards logistics development. All countries (some with support of the EU) are drastically improving their transportation and logistics infrastructure, assigning a key role to logistics parks and port/train-based container terminals that are usually outsourced to specialized private investors & operators. Private business led by Logistics Service Providers (LSPs), are rushing to invest in logistics development in order to quickly claim a larger share of such promising markets.

Russia leads the investment race in logistics. Among the highlights of this race are the development of extensive chains of huge and modern distribution centers through out Russia by major LSPs as well as the expansion and modernization of a plethora of container terminals combining road and train transportation. The explosion of logistics in Russia positively affects other countries in the region such as the **Kazakhstan, Belarus & Ukraine**. Recent investments in the Ukraine, by major LSPs and distributors, have demonstrated the great potential of the local market.

Poland is accelerating its already high pace of logistics development through investments in state-of-the-art logistics parks and systems.

Romania has maintained its steady growth in logistics and is closely being followed by **Bulgaria**.

Serbia, led by its major distributors' and retailers' investments, is gradually joining the Eastern European Logistics Fiesta, demonstrating its great potential for future development.

In **Greece**, high levels of EU and National funding has allowed a plethora of businesses to invest in modern logistics infrastructure. Furthermore, key Greek ports are expected, in conjunction with their recent privatization, to play a more significant role as regional logistics hubs.

The **Cypriot** logistics market, following a couple of slow years, is experiencing a dramatic increase in growth that is expected to continue in the future.



The political issues in **Turkey** have not adversely affected the development of its logistics market that is also led by LSPs. Furthermore we expect that other countries in the region such as **Azerbaijan & Turkmenistan** will begin investing in logistics very soon.

Mantis always firmly believed in the strength and vitality of the logistics markets of Eastern Europe. This belief led Mantis to promptly invest in the region (2003), dedicating a major portion of its resources to create a strong network of high quality partners to distribute, implement and support Mantis' state-of-the-art Logistics Vision software product suite (LVS). The result is that hundreds of customers in 11 countries selected LVS, thus establishing Mantis as a leading supplier of logistics software and solutions in the region.



>> New Projects

Logistics Service Providers (LSPs)

Frakapor Logistics (Greece)

Provider of logistics services with over 70,000m² in 2 DCs supporting among else GOODYEAR and GRIGORIS (www.frakapor.gr).

Tirsan Lojistik (Turkey)

A major provider of warehousing and transportation services in Turkey servicing customers like TESA and CANON (www.daftirsan.com.tr).

Logistics Plus (Ukraine)

It is the logistics (LSP) arm of the largest distributor in Central Ukraine of brand-name domestic chemicals, perfumeries, cosmetics and food products, including those manufactured by UNILEVER, FLORENA, NIVEA, L'OREAL, SC JOHNSON, RECKIT BENCKISER and GLAXO-SMITH-KLINE (www.logisticplus.com.ua).

Trans Logistic Consult (Russia)

A provider of warehousing, customs clearance and forwarding services with a wide network of branches both in Moscow and in the industrial regions of the Russian Federation (www.tlconsult.ru).

Industrial - Wholesales - Distribution

Bake Art (Cyprus)

A significant importer and distributor of frozen bakery products (www.bakeart.com.cy).

CBL (Greece)

Chemicals and pharmaceutical products distributor (www.cblpatras.gr).

Chrymaris House (Cyprus)

Importer and distributor of gardening and florist items with a 4,000m² distribution center.

Delta Sport (Serbia)

A part of the Delta Group of Companies, the biggest group in Serbia. Delta Sport is the exclusive distributor of NIKE, ZARA and MEXX in Serbia. LVS will run at their main distribution center (www.delta-sport.co.yu).

Dimoulas (Greece)

Among the leaders in specialized cabling (www.dimoulas.gr).

Hydrometal (Greece)

One of the fastest growing commercial operations in Crete in the field of heating, air-condition and bathroom items with a distribution center of 13,000m².

Koutsikopoulos (Greece)

Trading and LSP activities in Corfu.

Manolikakis (Greece)

Trader of drinks and coffee in Crete.

MD International (Serbia)

A major FMCG distributor in Serbia with brands like HENKEL, SCHWARZKOPF, BIC, etc. (www.mdinternational.co.yu).

Metaixmio Publishing (Greece)

Book publisher and distributor (www.metaixmio.gr).

Navo PGD (Poland)

A leading FMCG distributor in Poland and a strategic partner of PROCTER & GAMBLE in the country. All three distribution centers of Navo PGD in Poland will run Mantis' LVS (www.navopgd.com).

Papaioannou (Greece)

Confectionary raw materials trading and LSP.

Romanel (Romania)

Romanel Electronics, a part of the Romanel Group of Companies, will run LVS at their new distribution center in Bucharest (www.romanel.ro).

Samaras Office Supplies (Greece)

A major distributor of office supplies and computer consumables with a 5,000m² DC.

Teleimpex (Greece)

Distributor of electrical and electronics with a modern distribution center (www.tele.gr).



Retail

Ergo Home Group (Cyprus)

The largest importer and retailer of furniture in Cyprus with over 20 retail shops and a 6,000m² DC (www.ergohomegroup.com).

Promitheftiki (Greece)

Well known super market chain with 29 shops and a distribution center of 8,000m² (www.promitheftiki.gr).

Real - Delamode (Romania)

real,- hypermarket Romania SRL, a member of the well known multinational retailer Metro Group outsourced its logistics operations to Delamode the fastest growing provider of transportation and logistics services in Romania. Mantis LVS will support Real/Delamode's new 10,000m² DC (www.delamode.ro).

RTL Holding - Arlon (Belarus)

The biggest super market chain in Belarus headquartered in Minsk.

Vlachou Bros (GREECE)

Importer and retailer of iron hardware.

>> Go-Live Highlights

ant Technologies (www.ant-tech.ru), Mantis' partner in Russia, completed the deployment of Logistic Vision Suite at the 85,000m² (100,000 rack-stored europallets) Warehouse Terminal of **Smart Logistics Group** (www.slg.ru) at Europe's largest manufacturing and logistics park North Domodedovo in the Moscow Region.

By the end of 2008, SLG plans to deploy LVS at another two of its warehouses, in St. Petersburg (30,000m²) and Yekaterinburg (22,000m²).

SLG offers the whole range of logistics and customs services (including customs clearance, safe custody, warehouse storage, electronic declaration, etc.) at Class A warehouse terminals in the Moscow Region and some of the largest cities in Russia.



novensys
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Delamode (www.delamode.ro) is the fastest growing provider of transportation and logistics services in Romania, with more than 5 distribution centres covering over 40,000m².

LVS went live in the first half of 2008 including WMS, TMS, WEB Track & Trace, etc. The project was implemented by a joint team of Mantis and **Novensys** (www.novensys.com), Mantis' partner in Romania.

The project was recently extended to new customers of Delamode such as **real- hypermarket**, a member of the well known multinational retailer **Metro Group**.

>> Technology News

Integrated Logistics Solutions

Mantis in response to the needs of its customers launched a series of Integrated Logistics Solutions (ILS), based on Logistics Vision Suite.

The ILS are vertical solutions encompassing the know-how and best practices of more than ten years in the market and are targeted to specific vertical markets.

The solutions include predefined business work templates that are specific to the vertical market targeted and are aiming at providing a turn-key proven solution and at the same time minimize implementation time.

Current ILS available include, among others:

- Logistics Services Providers
- FMCG - Food - Bev Distributors / Wholesellers
- Super Markets
- Spare Parts and Accessories
- Books and Office Supplies
- Construction Materials, Tiles and Bathroom Items
- Pharmaceutical and Cosmetics
- Furniture and Home Equipment
- Clothing, Shoes and Sportswear



>> Mantis sponsors and participates in the Romanian Logistics forum

Mantis has sponsored the Romanian Logistics Forum held on July 3rd and 4th. The event was organized by the Supply Chain Institute of South Eastern and Central Europe with great success.

A Greek Delegation of approximately 50 businessmen and executives visited modern warehouses and Logistics Parks on the 3rd of July, having the opportunity to learn about the panorama of Romanian Logistics and the options available.

On the 4th of July, the members of the Greek delegation attended a focused conference entitled "Optimizing Logistics: from services to practice".

The congress was attended in total by more than 110 executives of Greek and Romanian enterprises

Mantis' Business Development Manager Fedon Daskopoulos presented in the conference the new trends in Logistics in the Romanian Market.

<http://www.scisce.eu/countries.php?cid=12>

>> Upcoming Events

Mantis, either directly or together with its partners, is planning to participate in a series of logistics exhibitions, conferences and other events until the end of the year.

"We are currently witnessing an explosion of logistics events (exhibitions, conferences, seminars, etc.) in the markets of Eastern Europe and Russia/CIS that is indicative of the great potential of these markets. Mantis, being a key player in the region, is participating (and often sponsoring) such activities", says Yiannis Panagiotopoulos, CEO of Mantis.

Transport and Logistics 2008

Exhibition
Kiev, Ukraine
October 1-3, 2008

Automotive Logistics

Conference
Istanbul, Turkey
October 21, 2008

2nd Logistics Exhibition 2008

Exhibition
Nicosia, Cyprus
October 23-26, 2008
Organized by: IMH

Storage - Transportation - Logistics 2008

Exhibition
Moscow, Russia
October 27-30, 2008

>> Israeli AGS is the latest addition to the Partner Network of Mantis

A.G.S.
Intra-Logistic Solutions

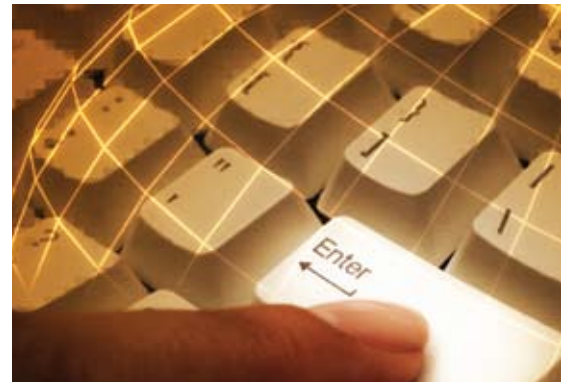
Mantis announced the appointment of AGS as a partner in Israel.

AGS is one of the fastest growing consulting companies in Israel with many years of experience in designing logistics advanced systems.

"We are thrilled to be in Israel, an important market for Mantis' international expansion, with AGS that has the experience and the know-how in logistics.

We are currently adding Hebrew as the new language of Logistics Vision and we expect to find in Israel a challenging but very interesting market for our products and services" says Fedon Daskopoulos, International Business Development Manager of Mantis.

www.ags.co.il



7th Israeli SCM Summit

Conference
Airport City, Israel
November 3, 2008

5th International Logistics & Supply Chain Conference

Conference
Bucharest, Romania
November 6-7, 2008

LSP and Distribution Logistics

Seminar
Belgrade, Serbia
November 13, 2008

Retail Logistics

Conference
Istanbul, Turkey
November 18, 2008