

# Dynamiki

## Case Study



### Objective

- ▲ The automation of the vital picking process to significantly increase productivity and efficiently support order execution.

### Facts

- ▲ 7.500 active SKUs
- ▲ 1,3 million boxes per year
- ▲ 1,55 million bottles per year
- ▲ 5.600 receipts per year
- ▲ 75.000 orders per year

### Solution

- ▲ The preferred choice addressing Dynamiki's specific requirements, is the Mantis WMS LVS Voice Picking

### Results

- ▲ 15,5% productivity increase
- ▲ 2,5 years ROI
- ▲ +10% daily deliveries
- ▲ -20% learning curve of users

## Dynamiki increases warehouse productivity with Mantis WMS LVS Voice-Picking



### The Company

Dynamiki S.A. is a major distribution network of spirits and wines, operating in Greece. Founded in 2013, Dynamiki has rapidly established itself as a premier representative of over 2,000 Greek and international brands. The company serves a wide range of channels, including supermarkets, local wholesalers and distributors, and the Ho.Re.Ca sector.

Having a private fleet, representation to all geographical regions and trustworthy collaborations with almost every wholesaler in Greece, the company succeeds national coverage. Dynamiki supplies 1,000 supermarket and cash-and-carry locations, 2,000 local wholesalers and bottle shops, and 8,000 Ho.Re.Ca customers.

## The challenge

Dynamiki tackles the challenge of efficiently serving multiple sales channels that have different requirements. In the HoReCa channel, the company regularly delivers thousands of sales points distributed throughout the country, handling mixed orders of small quantities.

**Due to the high rhythm of Dynamiki's commercial growth, the warehouse was facing several challenges:**

- ▲ Picking errors
- ▲ Ineffective task coordination
- ▲ Delays in order picking and shipment processes
- ▲ Long learning curve for employees of various nationalities to start using wireless (RF) mobile terminals

Dynamiki is also required to prepare and deliver mixed orders of larger quantities for the retail sector (including supermarkets and cash and carry) as well as for wholesalers and distributors.

The growth of Dynamiki leads to even more delivery points, as well as to more and bigger orders placed.

- ▲ 7.500 active SKU's
- ▲ 75.000 orders per year
- ▲ 5.600 receipts per year
- ▲ 60.000 deliveries per year
- ▲ 1,55 million bottles per year
- ▲ 1,3 million boxes picked every year
- ▲ 300 deliveries per day
- ▲ 80% of daily deliveries completed between 10:00 am – 12:30 pm

The nature of the wine and spirits products, their high value in many cases, as well as compliance and regulations requirements, generate challenges in the field of storage and order execution.



## Why Mantis

Dynamiki maintains a long-lasting partnership with Mantis. The award-winning WMS Logistics Vision Suite (LVS) has been implemented in the company's central warehouse in Attica - Greece, optimizing all inbound and outbound operations. Selecting Mantis WMS software LVS in the first place was an excellent decision, as its unmatched adaptability and flexibility enable Dynamiki to effectively support its current and new phase of business growth.

With the aim of further increasing its warehouse productivity, Dynamiki trusted for one more time Mantis to suggest, introduce and guide the most suitable for the company's needs, modern warehouse technology solution.

After a thorough needs analysis, data collection and analysis, comparison of different technological solutions, and ROI analysis, Mantis suggested the introduction of Voice-Picking solution, natively integrated by Mantis WMS LVS.

The company has leveraged Mantis' unparalleled expertise and proven track record in orchestrating smart and affordable warehouse automations. The team of the Mantis subject matter experts deployed LVS-WCS-Voice Directed Server (Warehouse Control Server) in a fast and effortless way, to drive the Voice Picking in the picking process.

Having developed innovative proprietary technology for native integration with smart and affordable automations like Voice-Picking, optimizes the product flows in real time, offering superior speed and flexibility in order execution.



## Mantis WMS LVS Voice-Picking

**LVS-WCS Voice Directed Server is part of the Mantis LVS – Warehouse Execution System (WES) that orchestrates automation with the rest of the manual warehouse processes, offering real-time visibility of order execution.**

## The Solution

Voice Picking by Honeywell was seamlessly introduced into the warehouse's picking operations with minimum training and an instant increase in productivity.

Voice picking uses voice instructions to enable hands-free and eyes-free picking. It offers speech recognition and interaction through Honeywell Voice Server that is fully integrated with LVS-WMS.

- ▲ Vocollect Voice Server fully Integrated with LVS-WMS
- ▲ Mantis Voice Picking Real-Time Client native integration with LVS-WMS
- ▲ A730 Talkman Devices with embedded scanner
- ▲ Bluetooth Wireless Headset



## Results

After completion of the project, Dynamiki achieved:

**15,5%** productivity increase

**2,5** years ROI

**+10%** daily deliveries

**-20%** learning curve of users



## Testimonial

“Partnering with Mantis again to optimize our warehouse productivity was one of the best decisions we made. With Mantis WMS Logistics Vision Suite, Dynamiki has reached new heights in customer service, efficiency, and growth. Mantis’s expert team quickly automated our processes and seamlessly integrated Voice-Picking technology, maximizing its benefits. Their guidance and support have been invaluable, and we’re excited to continue this successful partnership.”

Evaggelos Kohilas  
IT Manager  
Dynamiki

Mantis, established in 1996, is a leading international WMS / logistics software and solutions vendor with European origins. With 10 offices and many qualified partners, Mantis is present in 30+ countries in Europe, North + Latin America, Middle East + North Africa and Asia-Pacific.

At the beginning of 2022 Mantis merged with Logistics IT specialist ecovium, a leading provider of SCE software and hardware solutions for Supply Chain processes. German-headquartered ecovium and Mantis join forces to offer integrated, state-of-the-art Supply Chain Execution (SCE) solutions on an international level by combining platforms for TMS, shipping, customs and WMS. The transaction was supported by FSN Capital Partners, a leading Northern European private equity firm and advisor to the FSN Capital Funds.

Mantis' flagship Logistics Vision Suite (LVS) is probably the only WMS / logistics software suite in the world that can be easily adapted for companies with sophisticated warehousing + distribution operations and automations. Its design represents a great leap in WMS / logistics technology, offering unique adaptability + outstanding upgradeability. It enables professionals of Mantis and its partner network, to easily configure and roll-out it to multi-site operations (and multi-client in case of 3PLs) thus sharply decreasing the initial project time and costs. Furthermore, its state-of-the-art architecture and upgradeability allows painless upgrades and cost-effective on-going support. Finally, it allows 3PLs and other customers with internal IT resources to "self-serve" themselves covering even for the most complex of their warehousing + distribution processes, enabling them to respond fast to their continuously evolving needs while at the same time enjoying an unbeatable low multi-year TCO.

More than 900 enterprises, many of them leading multinationals, representing all major industries (3PL, Retail, Wholesale / Distribution + Manufacturing) and selling channels (traditional + multichannel e-commerce) rely on LVS to run and optimize their logistics operations. LVS customers spread across many vertical markets, such as Consumer Products, Food + Beverage, Fashion, Pharmaceuticals + H+B + Medical, Grocery Chains, ICT + Appliances + Electronics, Construction Materials, Home Improvement, Tools + Industrial Equipment, Tobacco, Spare Parts + Accessories, Books + Office Supplies, Electro-Technical + Cables, etc.

LVS has been successfully integrated with most global ERPs (SAP, Microsoft Dynamics, Oracle) as well as with a plethora of local and regional ones (IFS, Iptor, etc.).

