



Affordable warehouse automations

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Logistics
on-line week

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e-commerce landscape

E-commerce is playing an increasingly critical role in retail. **In 2017, e-commerce represented 10.2% of total retail sales and it is projected to grow to 17.5% by 2021.** Additionally, e-commerce accounted for **more than 20% of overall growth during the last two years.**

Supply chain leaders need to increase their focus on e-commerce-related operations.

With this significant growth opportunity, many consumer products companies have been developing their e-commerce strategy to determine the best way to capture their digital consumers.

Three Essential Supply Chain Capabilities Consumer Products
Supply Chains Need to Succeed With E-Commerce Retail

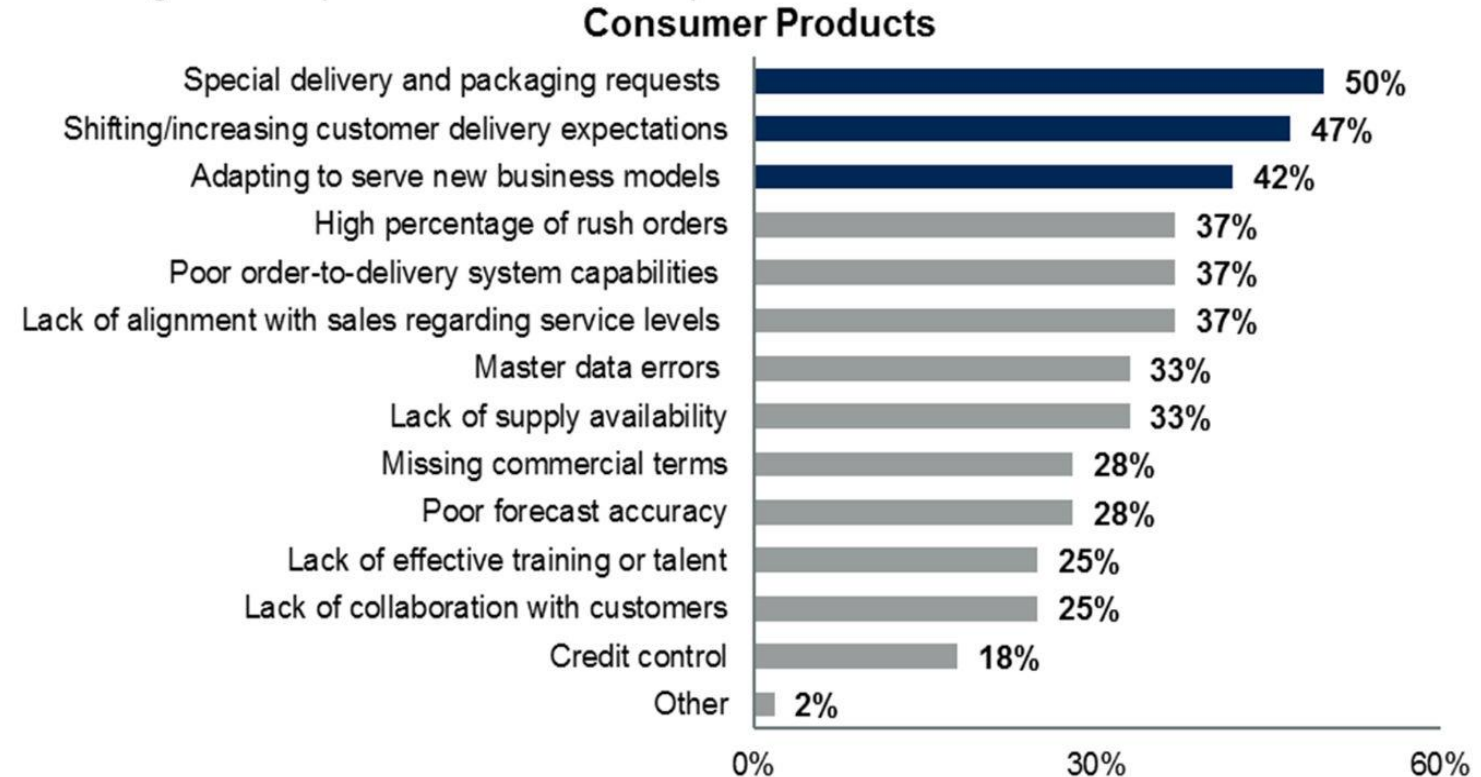
Gartner Survey 2018

Top Barriers to Delivering Optimal Customer Fulfillment

As e-commerce continues to grow, it's important that consumer products companies evaluate their capabilities to manage these requirements more effectively.

Top Barriers to Delivering Optimal Customer Fulfillment

Percentage of Respondents. Sum of Top 5 Rank.



Source: 2018 Customer Fulfillment and Collaboration Survey

Base: Consumer products respondents, n = 60

Q. What are the top barriers to delivering optimal customer fulfillment?

ID: 375535

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Unforeseeable challenges



Growth

In months, years or seasons



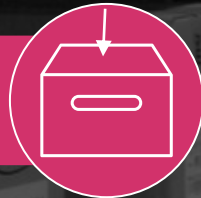
Costs

Shipping and Returns



SKUs Accuracy in stock

Knowledge is power



Order Fulfilment

Getting it right

The company



X-KOM (www.x-kom.pl) is currently one of the leading players on the IT market. It has one of the most recognizable chains of stores with electronic equipment and is the most popular online store of its kind in Poland. In addition to IT products such as computers, laptops, smartphones and accessories, the company also sells home appliances and toys under the al.to brand.

The facts

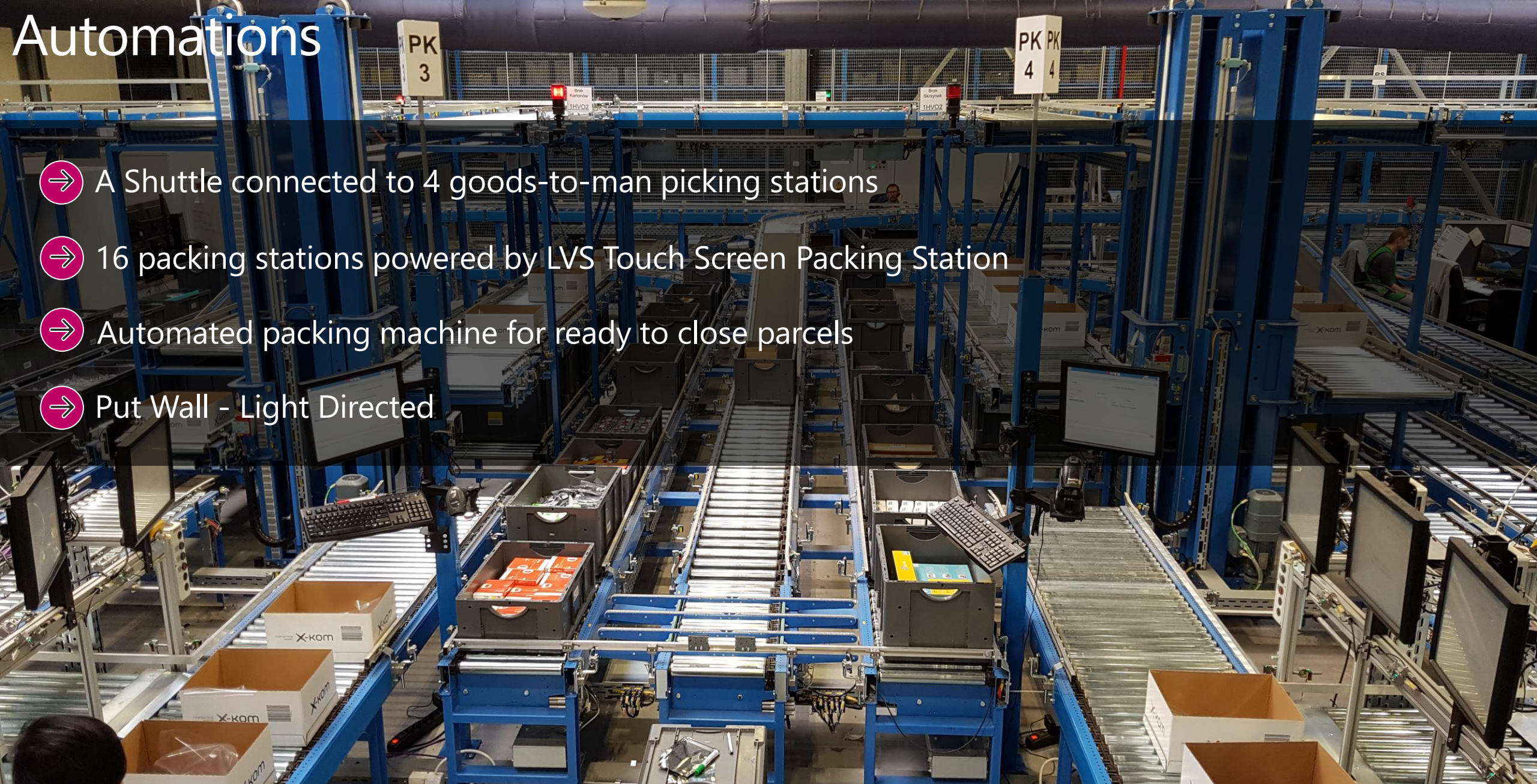


X-KOM

- Revenue ~400 M €
- 17-20% market share
- Growth 11% annual
- >26 shops
- 1,7 million orders
- 1.100+ employees
- >450.000 SKUs
- >400 suppliers
- 2 shifts
- 8.500 m²

Automations

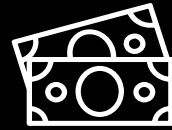
- ➔ A Shuttle connected to 4 goods-to-man picking stations
- ➔ 16 packing stations powered by LVS Touch Screen Packing Station
- ➔ Automated packing machine for ready to close parcels
- ➔ Put Wall - Light Directed



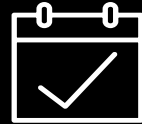
The Solution

- Soft allocation for e-commerce / web services
- Differentiation of order type handling for Customer **Single piece** and **Shop** orders
- Advanced algorithms for Picking and Putaway
- Pre-cubing calculation for picking and packing
- Sorting of **batched** orders with highly effective **Put Wall** technology – Light directed
- Packing & Smart palletizing per delivery zone

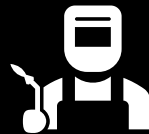
Benefits



28% more orders



30% increase in order processing productivity



105% increase of assembly pieces



99% inventory accuracy



99.9% quality levels obtained

[https://www.mantis.group/pressroom case studies.html](https://www.mantis.group/pressroom_case_studies.html)

<https://www.youtube.com/watch?v=KtQoXHEmyJo&feature=youtu.be>



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Thank you!