

When We Breathe Soul into a Warehouse

With the right software, the same team and the same mechanics can achieve more

The LCD screen in a meeting room at the Epilog company shows a computer animation of operations in an automated warehouse. Robotic hands move the goods to and fro. “What we are looking at is a real-time operation. This is exactly what is going on now in a warehouse with our IT system for warehouse management, AtlasWMS (Warehouse Management System),” explains Damjan Širca, the Director of Epilog, a company that generates more than 90% of its revenue from sales in foreign markets. AtlasWMS is the product of Slovenian knowledge and expertise, and it places Epilog amongst the top Slovenian exporters in the field of own IT solutions.

For more than 20 years, Epilog’s experts have been working on the management of complex processes in warehouses. “We are controlling warehouse processes from both the aspect of information technology and of logistics; we co-operate with those who introduce ERP systems such as SAP, BaaN, Navision, and others. AtlasWMS is a standardised solution, although its numerous functionalities allow it to be adapted and tailored to our customers’ specific needs. Only a few ERP system providers have enough staff skilled in the field of logistics, and that is why we work together and complement each other,” Širca stresses.

Epilog ensures its employees maintain a high level of knowledge and expertise by offering them a wide range of professional training courses at home and abroad. They co-operate closely with two faculties – the Faculty of Computer and Information Science, and the Faculty of Organisational Sciences, while students revealing strong potential are offered scholarships and practical training in the company and are thus practically educated by it. The company virtually does not know what staff turnover means. Inter-cultural training and education is seen as particularly important as the company is present in numerous European countries. “Things that are sacred to the Spanish, Germans or Swedes might not seem so important to us, and vice versa. That is why we need to learn about other cultures, so that it facilitates our co-operation with them and also makes it easier for us to enter new markets,” Širca explains.

Due to the mass transfer of production facilities to Asia, automated distribution warehouses are shooting up like mushrooms after the rain in

Europe. Distributors cannot afford any delays; that is why stocks are stored in Europe. Yet having one's own warehouse also enables a company to have more room for manoeuvre in the market, i.e., buying when the market offers products cheaply, and selling them when they are expensive. "Lately, we have been fully booked, and this year we are also working at capacity. We are now specialised in automated distribution warehouses and, as far as sectors are concerned, we specialise in metal, pharmaceuticals, and food-processing industries – that is for those fields where clients demand references. And we have plenty of them because we do not provide cheap solutions, but a highly capable, available and reliable system. We do not offer mere software – together with process engineering we set up a WMS from A to Z. We can only survive in this world out there of tough competition by being good and fast. For this reason, our internal processes also have to be the best possible. It is therefore necessary to constantly fine-tune our internal processes. A lot of our energy is focused on our quality management system," adds Damjan Širca, the Director of Epilog.

AtlasWMS

The Slovenian warehouse management software package is successfully managing more than 50 large warehouses across Europe.

- Multi-language support
- 100% traceability
- 24/7 support
- Reliable data protection
- SAP, BaaN, Navision connectivity
- Stock management in various units of measurement simultaneously
- Advanced inventory support
- Zone management
- Batch management
- Owner and consignment management (3 PL)
- Automated transport systems support (MFCS)
- Automated scales support