

30 **Requirements to logistics keep increasing**

31 These developments are due to increasing customer requirements and the strong
32 competition between the companies on the international market. In times of digital
33 orders, logistic processes are becoming faster: Products have to be delivered
34 reliably and punctually. Customers often expect just-in-time and express deliveries;
35 the motto is “faster, higher, further”. The logistics companies are trying to outdo
36 each other. Faster, more flexible, more punctual – that is Logistics 4.0. All processes
37 along the value added chain are connected. The interaction with the customer
38 results in a new, transparent type of logistics in which the customer can view the
39 shipment status at any time and, if required, intervene in the process chain, even
40 after having placed the order. Controlling all this requires a system that can connect
41 all the logistic processes of a company. “This requires a Supply Chain Execution
42 System (SES)”, Heinrich explains. “SES can be compared to ERP systems for
43 merchandise management. They provide the required transparency in logistics and
44 use the collected data to optimize the entire value added chain.”

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46 **Big Data in logistics**

47 Under the pressure of increasing requirements, companies are connecting their
48 logistics processes, creating an enormous amount of data. The consequence: Every
49 two years, the data volume of the digital world doubles. IT has become a supporting
50 pillar of logistics. Machines, trucks and all the electronic aids of the supply chain are
51 connected in the Internet of Things. Companies produce 85 % of the data volume,
52 with a high share of this volume being generated in logistics. Every movement in
53 logistics creates data that must be used efficiently. Here, many companies count on
54 SES to administer their data and optimize their processes.

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56 **Recognizing and using potentials**

57 Given the amount of data produced in logistics, predictive analytics will play a
58 central role in the future. With this method, history data are used to make predictions
59 for decision-makers. Here, only reliable analyses are suitable for optimizing
60 processes. With the help of appropriate tools, history data, for example from
61 warehouse occupancy, can be evaluated to improve the use of space and reduce

62 the picking efforts. This also helps to reliably predict the quantity assignment and
63 personnel request. The prerequisite for such an analysis is bundling relevant
64 information. “Without an integrated system, it is easy to lose the overview and
65 significant optimization potential”, Heinrich says. Incorporating experience into
66 processes requires smart solutions, as he reports: “Predictive analytics should be a
67 part of the SES. This way, the system can work with the history data to optimize the
68 processes.”

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70 **Smart solutions for a smart future**

71 Future-proof solutions are, for instance, systems that can be used flexibly and on a
72 mobile basis. Smart devices currently available at the market, like smartphones and
73 tables, also offer many fields of application in logistics – with the right software
74 package, they are optimally suited for being used inside and outside the warehouse.
75 “The SES providers must prepare for the future of logistics”, Jens Heinrich says.
76 “Software for mobile devices is a basic requirement of Logistics 4.0. Smart and
77 mobile devices play a decisive role”, Heinrich knows. “Currently, these devices are
78 often perceived as gadgets. But this technology might be the industry standard of
79 tomorrow. Some companies have already started pilot projects with smart glasses
80 and watches. These are the companies that will also be one step ahead in the
81 future”. Especially in the development of consumer hardware for the industry and
82 logistics, there are many advantages. This technology creates new solutions and
83 opportunities in many logistics applications. It is essential to find the most efficient
84 approach and use it for your own processes. One example for this are apps like the
85 E+P Truck Driver App, which supports truck drivers in processing their tours. The
86 drivers can view the order data, the optimum route and the order progress on their
87 mobile device at any time. The application runs on Android and iOS and can thus be
88 used on all common smartphones. This allows companies to save hardware
89 acquisition costs and time: Important information or changes can be easily sent to
90 the driver’s smartphone. But these systems can also be used in the warehouse,
91 where augmented reality solutions are becoming more and more important. Visual
92 support and displaying products and images can drastically reduce the error rate. All
93 these factors can, on the long term, secure a company’s investment security.

94 **Mastering challenges – Taking chances**

95 Integrating and connecting the different logistics areas is both a challenge and a
96 chance. Only the companies counting on specialists with the required know-how and
97 experience will be able to hold their ground against their competitors. “Companies
98 should not be afraid of these trends. Instead, they should recognize the potential for
99 a smart logistics world and use it. Experts can support them in doing that”, Jens
100 Heinrich says.

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107 **Ehrhardt + Partner**

Ehrhardt + Partner is one of the internationally leading experts for warehouse logistics. The Supply Chain Execution System (SES) LFS is currently successfully in use on five continents. Founded in 1987, E+P has developed into an international group of companies with more than 450 employees at 15 locations. The logistics solutions from the E+P Group include the LFS warehouse management system, the material flow computer LFS.mfc, the transportation management solution LFS.tms, the PickManager LFS.pm for efficient, voice controlled commissioning and radio frequency solutions, warehouse planning and consulting, hosting and cloud services, customer-specific customized solutions and warehouse seminars. Well-founded warehouse consultation, comprehensive expert know-how in warehouse logistics, professional project management, short project durations, on-schedule commissioning and reliable support round out the service portfolio. Currently, more than 2500 customers and more than 800 successfully established warehouse locations across all industries are on the group's list of references.

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