

## **Delos has chosen to use PocketBiz Warehouse by SiEBEN to efficiently organize its storage facilities and automate its procedures for receiving and distributing their products**



### **Solution Summary**

#### **Profile:**

Since 1970, Delos Ltd has been operating in the fields of marketing and distribution of high quality labeled brands.

#### **Technology and Products utilized:**

SiEBEN® PocketBiz Warehouse:

- Picking
- Itinerary

Microsoft® Small Business Server 2003

- Windows 2003 Server, IIS 6.0
- SQL Server 2000 & CE
- Symbol PPT 8800

#### **Advantages:**

- Increase in productivity and efficiency for the storage employees
- Decrease in error occurrence in storage expenses
- Achieved an efficient logistic usage of storage sites
- Decrease in errors
- Easier tracking of products within storage facilities
- Achieved imports and exports of all items.

*Since 1970 the company Delos Ltd has been operating in the fields of marketing and distribution of high quality labeled product brands. The company's reseller network covers the entire Hellenic region, even at the most distant corners.*

### **The Company**

The company Delos LTD has been operating since 1970 in the fields of marketing and distribution of high quality products aimed at the DIY (Do It Yourself) and the professional market offering complete range of adhesives, lubricants, silicones, epoxy resins, fillers, marine and yacht paints, toilet accessories, padlocks, etc. the company is supplying the traditional market as well as all the modern distribution channels covering the whole country.

### **Business Challenges**

The company's head offices is one of the most up to date in the area of Keratsini, Piraeus. They distribute and sell several products from International big labeled companies. For the company's central management operation the KEFALAIO ERP is used. This software offers management the ability to fully control the receiving and distribution of goods.

The company's pickers faced problems during the delivery and receiving of products; during picking of goods for an order; during the process of organizing a client delivery. The recording of internal handling was full of errors and what's more it used up a long period of time so that it may be completed. Further more, the warehouse managers faced difficulties during the itinerary. Delos LTD conducted an extended market research in the mobile office market so to find an innovative IT solution to resolve the issues faced.

## **The Solution**

PocketBiz Warehouse was the only program that was able to meet the requirements of the company Delos LTD. The specific application gives the company's pickers the ability to deliver with a greater ease and error free the daily tasks, such as: receiving of stock, picking, organizing deliveries, internal handling records, itinerary etc.

The application has been designed with the primary criteria in mind being user friendly. Therefore, the 5 users of the company, after being trained by SiEBEN's personnel, got up to speed in the use of the application in a very short period of time. A significant advantage that PocketBiz Warehouse offers is the use of the PocketBiz Administration tool. This tool the administrator control and customization of the software, for the storage manager to organize in his best judgment for the better operation of the facility.

Further more, the company asked SiEBEN for the software to be installed and linked for the operation to be in unison with the company's central operation program KEFALAIO ERP for the automation of data entry in the system at any time from the storage facility. Another one of the application's primary function is to also enable the user to gather information for the creation of reports on goods, operation, etc. for the company's management.

The users of the application used the devices SYMBOL PPT 8800 that enable an on-line and wireless communication of data at any one point with the storage site.

## **Advantages**

PocketBiz Warehouse contributed significantly to the organization and automation off the company's storage facilities. The procedure for the product gather and preparation of client's orders automated itself at a momentous level, while the errors decreased at a 55%. Simultaneously the period for execution of orders and deliveries considerably improved and the return of goods by clients declined.

The product receiving and delivering are recorded automatically within the central information system error free, while the product tracking in the storage facilities is done by a simpler and faster way. Additionally, the software's design and operation does not require computer literacy by the user, this enables the use of software by any member of staff. Finally, the use of the mentioned software contributed significantly to the reduction of operational costs of the company and achieved an efficient logistic usage of storage sites.

## **Why did Delos LTD choose SiEBEN?**

Delos LTD completed a market research to find a suitable solution, for the organization and handling of imports, delivery and internal handling of distributed stored items that exist in the Greek market. The company chose SiEBEN due to the company's flag

*"Following an extended market research we concluded that PocketBiz, by SiEBEN, covers our company's demands better by any other product in the Hellenic market"*

**Elli Drakopoulou**  
General Manager of Delos Ltd



product platform PocketBiz represents the most modern mobile application which exists in the mobile business market and the best one able to cover their needs.

Additionally, the company's experienced personnel were at a position to provide solutions to every technical demand set out by the client, thus achieving a cost effective and efficient solution.

PocketBiz constitutes a pioneering mobile platform by SIEBEN. It was presented for the first time in May 2001, and ever since then numerous applications have been developed and presented for various industry fields. The PocketBiz platform is exclusively dependent on Microsoft® technologies.

***For Further Information:***

For further information concerning the products and services of SIEBEN, please contact the department of sales at the telephone number: +30 210 2725350 or by e-mailing at: [sales@sieben.gr](mailto:sales@sieben.gr). For information on products through the internet visit the site address: <http://www.sieben.gr/products> and for the services provided visit the site address: <http://www.sieben.gr/services>.

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