



STEDOSOFT®

COMPANY PROFILE 2022

<http://stedosoft.com/>

QUICK FACTS

- We offer sophisticated software solution for warehouse logistics
- Our developers and consultants have more than 15 years of working experience in WMS development and implementation
- More than 40 projects were completed successfully
- We are growing with 30% each year
- More than 200 customization were made for our clients



MANAGEMENT TEAM



Stephan Tomov
Co-Founder

Stefan has more than 10 years experience in WMS software development and implementation.

University of national and world economy – bachelor degree in “Economic Informatics”

University of national and world economy – master's degree in Business Administration



Dobri Demirev
Co-Founder and CEO

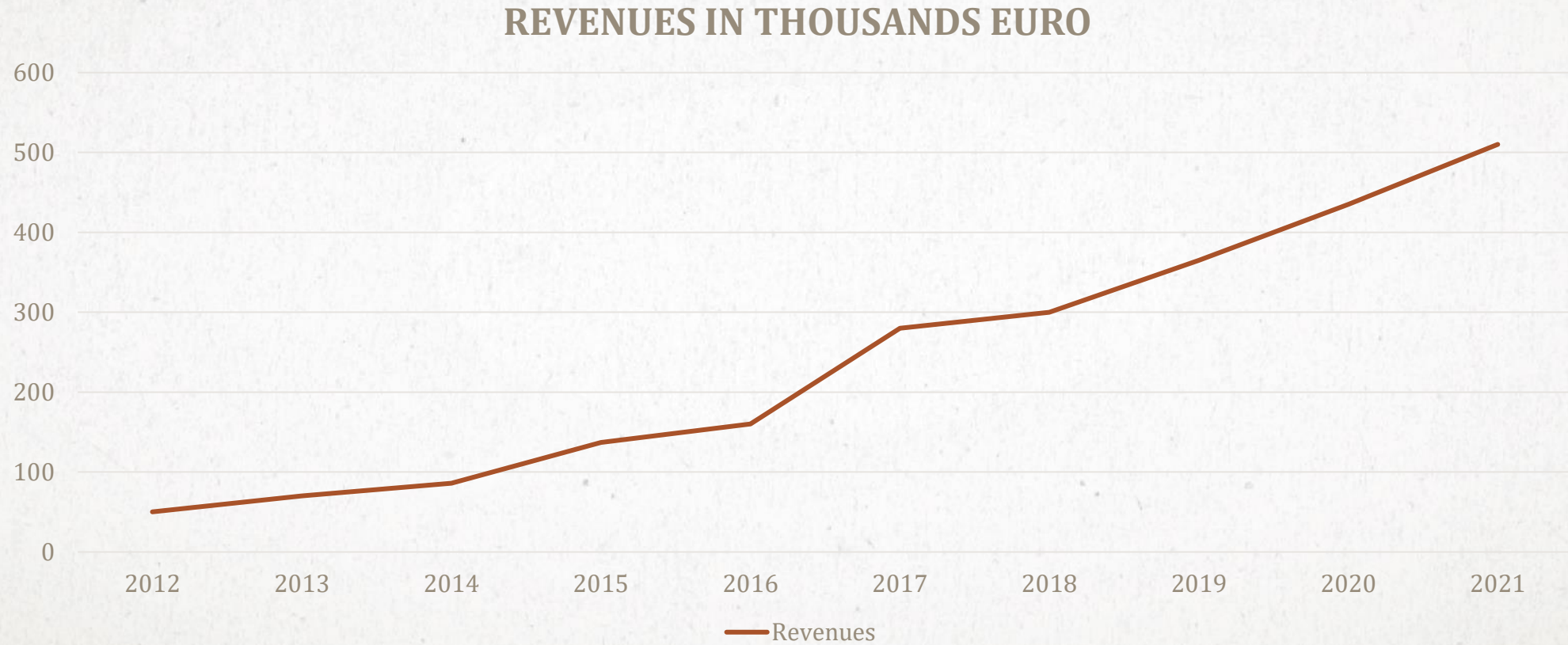
Dobri has more than 15 years experience in company management and more than 20 years experience in computer science.

University of national and world economy – bachelor degree in “Economic Informatics”

Bulgarian Academy of Science – Economics faculty – masters degree in “Banking”



FINANCIAL PERFORMANCE



SOME OF OUR PROJECTS



FANTASTICO CENTRAL WAREHOUSE

- Fantastico is one of the biggest food retailers in Bulgaria with more than 45 shops around the country
- More than 10 000 storage locations
- Crossdocking of 600 orders per day with more than 7000 order lines
- Picking from storage area and crossdocking in the same time
- Transport management of deliveries with own and rented vehicles



UNIVEG CROSSDOCKING CENTRE

- Univeg is doing cross dock services for some of the biggest food retailers in Bulgaria like Metro cash and carry, T-Market and Billa.
- More than 3000 pallets are distributed every day from 200 suppliers to 150 shops
- Warehouse activities in 3 temperature controlled zones
- Pick by line and picked by pallet operations
- 24/7 working schedule and IT support during all the time



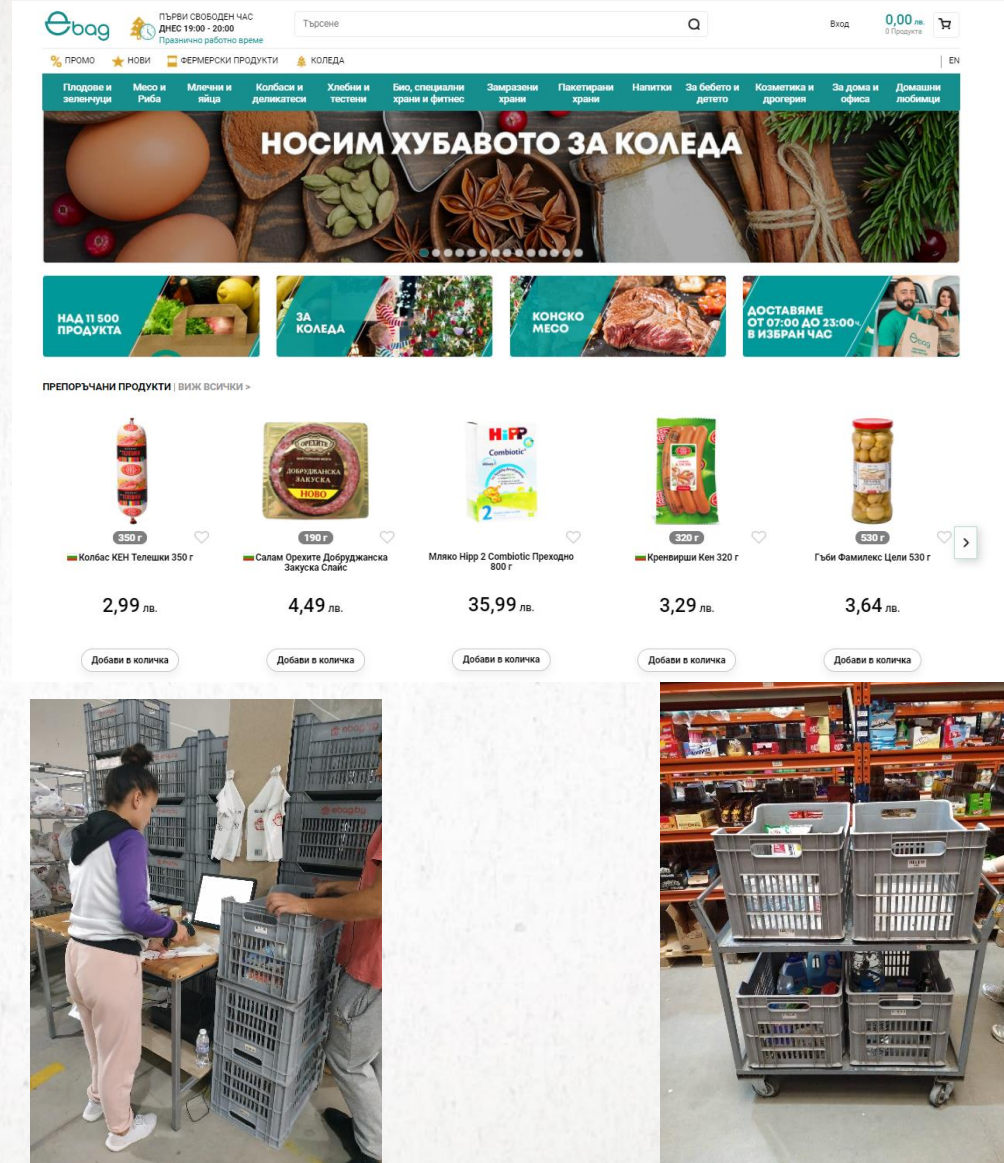
MOVIO LOGISTICS

- Movio is 3PL company with more than 100 clients
- It operates 4 warehouse with more than 15 000 storage locations
- More than 100 customizations were made during WMS implementation
- More than 10 000 order lines are picked per day with RF scanners
- We developed new modules for Movio such as: added value services module, TMS, Freight forwarding module and customs clearance module



E-BAG

- E-bag is the biggest e-commerce retailer in Bulgaria. During the Covid-19 pandemic their business grew with more than 60%
- 24/7 Working shifts
- More than 1200 customer orders per day
- More 120 warehouse employees
- Orders are picked from 4 different zones: dry storage, chilled and frozen products ; fresh zone – fruits and vegetables
- Special functionality for order checking and packaging was implemented
- Fast data integrations was established with the web-site of the company through API
- Working simultaneously with two units of measure



CIMA

- CIMA is the biggest jam producer in Bulgaria. They export their products in more than 30 countries around the world, including Israel and Japan.
- We took care about supplying the production lines with different materials just in time when it's needed
- We control material consumption on three production levels – production ; semi-finished goods and finished goods
- Full lot traceability according BRC and HACCP standards
- Automatic generation of orders to suppliers based on production schedule - MRP
- Post production control of quarantine finished products



SOME OF OUR INTEGRATIONS WITH EXTERNAL IT SYSTEMS

-  SAP – Univeg and Metro cash and carry ; Kaufland Bulgaria
-  Microsoft Dynamics Navision – Movio Logistics ; CIMA ; Lorreli ; Parapir; Auto Plus
-  Microsoft Axapta -Fresh and Food Logistics
-  Ajur L – Frigo Stock, Meggle Bulgaria
-  Atlantis – Bers Logistics
-  Интегра ERP – Compass
-  Atlas ERP – ZORA Central Warehouse, SFK
-  SYS Techology – Fantastiko
-  ZERON ERP – Ganchev baby food
-  Microinvest – Vertex
-  1C – Auto Plus
-  Data Plus – Opakovka BG



BASIC FUNCTIONALITY OF OUR WMS



OUTBOUND LOGISTICS (PICKING)

- Automatic allocation of picking tasks to warehouse employees according order priorities and equipment
- Optimizing pickers' movement distance in the warehouse
- Option for picking goods with minimum days of shelf life according customers' requirements (food chains like Kaufland, LIDL, etc.)
- Optimizing of storage places during picking process
- Special task creation according type of racking system – drive in location, conventional racking system, flow rack system, etc.
- Automatic ABC classification of products for storage and picking optimization



INBOUND LOGISTICS (RECEIVING)

- Option for receiving of more than one purchasing order simultaneously - group receiving
- Minimum product shelf life checking during the reception process
- Products can be put in quarantine for certain time during reception.
- GS1-128 barcode standard is implemented
- Automatic e-mail notification for completed inbound orders



ADDED VALUE SERVICES

- Variety of production order can be created according customer needs and production specifications
- Goods, materials and production operations are calculated automatically
- Different picking and replenishment tasks are created according product specifications
- Variety of different reports for employees' productivity and material consumption are design in the system

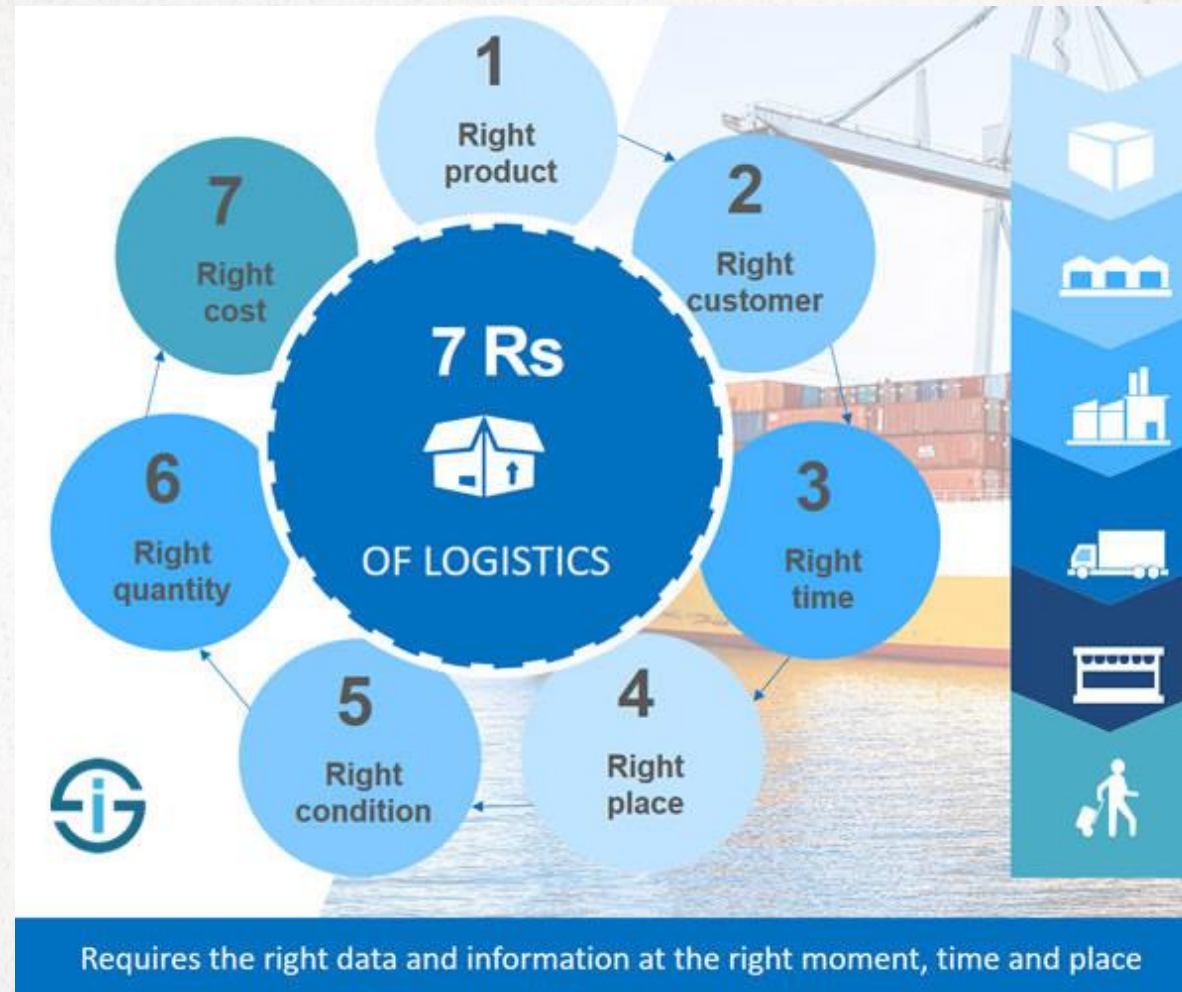


TRANSPORT MODULE – GATE MANAGEMENT

- All documents can be assigned to external carriers and in house fleet
- Priorities for loading can be created
- Orders can be automatically assigned to different vehicles according trip calculations
- Gate management is implemented in the system
- Calculations about number of pallets, volume and weight of goods per each vehicle are created
- Reports for fleet capacity optimization are designed in the system
- Option for grouping the picking tasks for each vehicle
- Option for creations of routing schedules

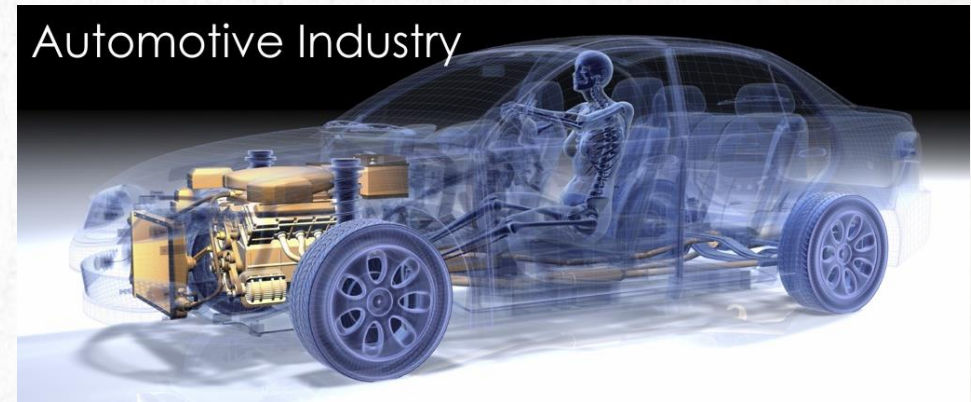


SPECIFIC SOLUTIONS FOR DIFFERENT INDUSTRIES



AUTOMOTIVE SPARE PARTS DISTRIBUTION

- Fast cross-docking which is done during the reception activity
- Products separation per storage zones during the reception activity
- Option for fast receipt (Good Faith Receiving) based on SSCC scanning
- Option for task assignments to different pickers working in different zones – mostly used for mezzanines
- The database and views are optimized to work with up to 1.5 million items.
- Automatic generation of tasks for items putway based on type of product and product group.
- Option for order consolidation if picking was performed in different zones by different workers.
- Option for automatic cluster picking generation for small orders



DISTRIBUTION OF SMALL AND MAJOR DOMESTIC APPLIANCES

- Option for task separation when heavy goods must be picked together
- Order picking can be determined by type of vehicle
- Order checking during loading the goods to vehicle
- Option for working simultaneously in different buildings
- Working with complex items (items which consists of other components like air conditioner)



3PL SERVICE PROVIDERS

- Possibility to accommodate goods of multiple depositors in one warehouse
- Evaluation of all warehouse activities including personal bonus rates for the operators
- Providing information and predefined reports which may assist warehouse managers in decision making
- Value added services
- Activity based costing
- Service level KPIs



PRODUCTION ENTERPRISES

- Production module where we can create bill of materials for finished and semi-finished goods.
- Pre-allocation of materials based on customer orders.
- Managing the just in time supplement of production lines
- Managing materials and finished warehouse in one module
- Controlling quarantine period if there is any



FAST MOVING CONSUMER GOODS SECTOR

- Option for full traceability about movement and availability of products on the lot number and expiry date level.
- Automatic putaway of products based of storage mode requirements
- Option for picking items based on customer requirements – minimal shelf life; delivery should be done juts in full cases/ pallets, etc..
- Facilitating rush orders – create minimum tasks
- Option to use lot mask on product level in order to improve traceability.
- Option to check the products for minimum shelf life in days during the reception.
- Option to assign maximum shelf life in days per each product



TRACK & TRACE (“T&T”) SYSTEM UNDER THE EU TPD AND IAS

- Special interface for exchanging delivery notes between producer (importer) and economic operator which consist of aggregate and detailed information about unique codes off all units of measure for each delivery
 - Possibility to trace aggregated coding from parent to child units by scanning pallet SSCC or master case during the receipt activities
 - All coding options will be defined in WMS (Unit Level Unique Identifier ; GS1-SGTIN complaint with ISO 15495-4; etc..)
 - Track and Trace all the codes during haulages between internal warehouses or order picking process
 - Sending all collected tracking information to first cloud storage
 - Verifying coding information for recalled items (reverse logistics)
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THANK YOU FOR YOUR ATTENTION!

Contact information:

Web site: stedosoft.com

E-mail: office@stedosoft.com

Phones: +359 (88) 7 79 13 40

+359 (88) 9 25 13 88

+359 (88) 9 47 15 36

Address: bul. Kniaz Aleksander Dondukov 5, fl.3 ;
Sofia 1000 ; Bulgaria

