

EPG Launches Route Optimization Product and Appoints New CEO for Americas

EPG targets Americas expansion with ambitious investment rollout and new senior hires

Globally transformative supply chain software innovator EPG is to embark on an ambitious investment program across the Americas. The technology leader has made two significant hires to achieve its goals, naming industry veteran Larry Klimczyk as new CEO Americas and Allen Rivet as VP Sales for the region.

EPG has built a global reputation by empowering customers to optimize their warehouse processes quickly and cost-effectively without disruption to existing operations. Underpinned by German software engineering expertise, its unrivalled record of technological innovation is enabling customers to meet the twin challenges posed by labor market volatility and sustainability demands. LYDIA Voice is the world's number one voice picking solution on Android devices, while Greenplan is set to revolutionize the route planning sector, thanks in part to its groundbreaking 'overlapping districts' capability. EPG sees industry-defining futures ahead for both products, which are available independently in the region as well as alongside the company's highly popular Gartner-recognized LFS Warehouse Management System within the EPG ONE Supply Chain Execution Suite.

Fast, pain-free process optimization

The German-founded innovator has hired respected supply chain and transportation veteran Larry Klimczyk as CEO Americas. He will be supported by fellow well-known industry executive Allen Rivet as VP Sales Americas. They bring to the EPG mix a combined total of nearly 70 years experience in transportation logistics and IT solutions.

With a four-decade global career in transportation logistics, the last 22 years of those leading tech solutions across Europe, Asia and the Americas, Larry Klimczyk is perfectly placed to lead EPG's team in North and South America.

“This is a hugely exciting moment to join EPG because there is an enormous market waiting to be tapped across the Americas,” he commented. “The logistics sector is looking for cutting-edge solutions that can be implemented quickly and painlessly, saving costs, and making efficiencies from day one onwards. Our customers have told us that they need to find ways to improve performance and service levels quickly while meeting labor market challenges at the same time – and they are telling us that LYDIA Voice, Greenplan and LFS do just that.”

Al Rivet has a 25+ year record in sales for a range of mobile and IT providers. “EPG’s solution set is uniquely positioned to drive immediate ROI and value for a Supply Chain challenged with driving cost out while increasing worker efficiency and adoption,” he commented. “LYDIA Voice, LFS, and Greenplan address those areas like no other offering in the US market. We look forward to expanding EPG’s solution set to the market and partner community.”

Americas Launch for Award-Winning Greenplan

Thanks to the unstoppable rise of ecommerce, the ability to ensure direct, fast, accurate, cost-effective delivery to consumer and business addresses has become a key requirement for logistics providers and their partners. The plotting and execution of routes to meet both demanding schedules and emissions targets is thus increasingly reliant on sophisticated software planning systems.

EPG’s launch of Greenplan into the Americas forms an exciting and important ingredient of the company’s investment plan. Already making big waves in Europe, Greenplan comes to the North and South American market laden with global awards, including first prize in the Amazon Last Mile Challenge, finishing significantly ahead of runner-up MIT in a field comprising 220 participants from 22 countries.

With further awards confirming it among the most innovative developments in delivery planning software in recent years, Greenplan provides a unique algorithm which enables previously relatively fixed driver ‘routes’ or districts to overlap, beyond the traditional route boundaries and zip codes. This dramatically improves quality in terms of delivery times and optimizes costs and efficiencies for the provider, because significant savings in mileage and

time management can be achieved. Further capabilities particularly suited to the North American market include a 'multi-break' option, which is particularly relevant for operators and drivers on single tours allocated over several days.

Faster, more accurate picking with LYDIA Voice

EPG's LYDIA Voice picking solution has been at the heart of the automation revolution in global warehouse logistics over the past decade, with customer numbers showing consistent upward growth and reporting productivity increases of 7-15% after switching from other voice systems to LYDIA Voice. The world's number one pick-by-voice solution on Android devices, LYDIA Voice speeds up and optimizes picking processes while slashing picking error numbers. It is easy to use, recognizes over 50 languages (including dialects) and requires no voice template training, which enables new workers – such as those employed at temporary seasonal peaks – to be fully productive from their first shift onwards.

Consistently ahead of the pack, the latest LYDIA Voice 9 release is now capable of recognizing multiple languages in parallel – a unique first in the voice market and a real game changer for multinational teams. Completely hands-free and eyes-free, it gives manual pickers more freedom to pick quickly and accurately without the constant interruption, and potential distraction, of a hand scanner. Customers include some of the world's biggest and best-known names in retail, warehouse logistics and parcel delivery.

EPG President Marco Ehrhardt says he expects Greenplan to impact positively on the route planning sector in the same way as LYDIA Voice has in the picking field.

"We are absolutely delighted to welcome Larry and AI to the EPG team, and we are excited about our future in the Americas," he added. "The innovation and proven performance enhancement of our product portfolio give us great confidence that we have the answers to the questions our customers in the Americas are asking."

Connect with EPG at Gartner Symposium

Providing still more evidence of EPG's established reputation as a global force in supply chain execution solutions, the highly successful LFS WMS has won 'Challenger' recognition from

the coveted Gartner Magic Quadrant. EPG will be attending the Gartner Supply Chain Symposium on May 8-10 and look forward to connecting with customers and prospects in Orlando, Florida.

Meanwhile, [Larry](#) and [Al](#) have begun their new roles with EPG and can be contacted via LinkedIn.

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Caption 1:

With Greenplan, companies have been proven to increase their route planning efficiency by up to 20%. Contact the EPG team to find out how the analysis of traffic flow speeds at different times of the day can help to increase adherence to agreed delivery times (ETAs) to over 97%.

Caption 2

EPG welcomes Larry Klimczyk as CEO Americas and Allen Rivet as VP Sales Americas, leveraging their nearly 70 years of combined expertise in transportation logistics and IT solutions.

EPG – Smarter Connected Logistics

EPG is a leading international provider for a comprehensive Supply Chain Execution Suite (EPG ONE™) and employs 900 people at 22 locations around the world. The company group provides its more than 1,600 customers with WMS, WCS, WFM, TMS and voice solutions to optimize logistics processes – from manual to fully automated logistics environments. EPG solutions cover the entire supply chain: From warehouse and road to ground and cargo handling solutions at airports. Logistics consulting, cloud services, managed services and logistics training courses at the company's own academy round out the comprehensive list of solutions from EPG.

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