

!! Congratulations !!

元智工管畢業系友 Horacio Lovo(羅亞明)，
自創之公司 Millenium 排名其國內前 3 大顛覆科技公司；
自行開發之物流軟體已被其國內重要公司所購置，
其他公司亦有意相繼引進。

因貢獻極大，被國家報紙媒體訪問及報導。

恭喜梁韵嘉系主任(其指導教授)，
本系也與有榮焉
共賀共勉！

Horacio Lovo started a new company named Millenium, which goal is to develop optimization tools for Nicaraguan companies. His first product is a software for cargo consolidation and vehicle routing (a very important application in logistics). His start up was positioned as top 3 disruptive tech companies in Nicaragua. He has already sold the software to one of the most important enterprises in Nicaragua, and has many other companies interested in acquiring it.

Emprendedores

“Nicaragua necesita jóvenes que quieran explotar sus ideas”



Horacio Lovo. El joven que creó una plataforma, para disminuir los costos de las grandes empresas de distribución, señala que los emprendedores necesitan oportunidades de confianza de parte de las compañías.

Erika Moreno



Foto: Alejandro Sánchez
Horacio Lovo, fundador de Millenium.

Ampliar

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Horacio Lovo se desarrolló desde su adolescencia en un ambiente que lo alentaba a ser positivo, perseverante y sobre todo, crear proyectos que brindaran valor al país y a él como persona.

Para Lovo el emprendimiento “es una responsabilidad social de devolver un poco de lo que hemos recibido, la ayuda, los espacios brindados, el conocimiento adquirido, en fin, todo lo que contribuye a forjarnos como individuos autónomos y de bien para la sociedad”.

En 2016 concretó un proyecto que había ideado desde hace algunos años. Se trata de Millenium una plataforma para optimizar los procesos logísticos de las empresas de distribución masiva. Desde entonces ha encontrado muchos retos en el camino pero ha salido adelante gracias a su espíritu positivo y ganas de salir adelante.

<http://www.elnuevodiario.com.ni/economia/418838-nicaragua-necesita-jovenes-que-quieran-explotar-su/>

The followings are:

1. News report English translation (其報導及訪問之英文翻譯) &
2. Mr. Lovo's expression of gratitude to IEM, YZU (Mr. Lovo 透過電子郵件對本系之感言)

1. News report & interview English translation (報導之英文翻譯):

“Nicaragua needs more young people who exploit their ideas”

Horacio Lovo has developed his career in an environment that encouraged him to be positive, persevering and above all, to create projects that would bring value to Nicaragua.

For Lovo, a venture "is a social responsibility to give back a little of what we have received, the help, the spaces provided, the knowledge acquired, in short, everything that contributes to forging us as good individuals for society."

In 2016, he completed a project that he had devised for some years:

Millennium, a platform that optimizes the distribution processes of mass distribution companies. Since then, he has encountered many challenges along the way, but has moved forward thanks to his positive spirit and desire to succeed.

Interviewer: What is the service you provide?

H: “We are looking to automate different logistics processes of Nicaraguan companies. The first product we are launching is a routing software solution. This software solution is oriented to companies in the area of mass consumption and distribution. The platform provides a distribution plan for the company’s truck fleet. This distribution plan is developed so that traveling distances are minimized (therefore, fuel costs are reduced), staff overtime is reduced, needs for subcontracting external trucks is mitigated and truck capacity utilization is maximized. The cost savings in distribution range from 10 to 30 %. The software solution is based on world class metaheuristic algorithms which help to efficiently find a balance between the different objectives that we deal with.”

I: How and when did the idea of this startup come about?

H: “The idea started when I came back from Taiwan, where I studied a master program in industrial engineering and management. I have always been passionate about logistics and I keep in touch with people in this area. We noticed a lack of access of Nicaraguan companies to world class routing solutions. There was not a local offer and the prices offered by international suppliers were prohibitive for many companies. This problem is related to the lack of technological development we have in the country. Therefore, looking at those needs made us look for ways to help and strengthen the logistic processes of Nicaraguan companies. So, we said "this work has to be done" and so we developed the platform a few months ago and we have gained a lot of traction and good reviews. It could be said that since July 2016 we are fully immersed working on this type of solutions.”

I: Besides reducing operating costs, what other benefits do the software platform offers?

H: “The traditional way of coordinating distribution in Nicaragua is manual and very time consuming. For example, a company that distributes products nationwide in super markets and grocery stores could take up to eight hours to develop a distribution plan while using our software solution it only takes a couple of minutes tops.”

I: What did it mean to you being part of the Nica Tech Summit 2017? How did this experience help you?

H: “It was a great honor, great news to know that we were finalists, since the area of technology is quite competitive. The most important benefit was to be able to share our vision, which is to contribute and create value to Nicaraguan companies. It helped us a lot to introduce our platform to companies in the area of massive consumption and distribution. It has significantly facilitated our sales process, in fact we already have several prospects that we will be working on gradually.”

I: How do you see entrepreneurship in the country?

H: “In recent years, entrepreneurship has taken a turn for the better, projects that have emerged have been significantly supported. However, we need more young people with courage to implement their ideas. Entrepreneurship has many challenges and vulnerabilities, but if you want to achieve something, you have to go for it with all your heart.”

2. Mr. Lovo’s expression of gratitude to IEM, YZU (透過電子郵件對本系之感言):

From: Horacio Lovo

Sent: Friday, February 17, 2017 9:22 AM

To: 王瑞綦

Subject: Greetings from Nicaragua

Dear Peggy,

I am writing this e-mail to express my deepest gratitude to IEM department and YZU. Studying in Taiwan was a cornerstone in my professional development. IEM professors were always supportive and committed valuable time making sure their students developed skills for creating value in society. Also, I would like to acknowledge the staff of IEM who were always kind and supportive.

I would like to mention the important insight I derived from my labmates and other Taiwanese students regarding Taiwanese culture. I always felt welcome and part of a community. It made the learning process significantly special. I consider the efforts of the IEM department to promote the exchange between international and local students played an essential role in the learning experience of my generation.

Taiwan and YZU IEM department had a positive influence on my values and vision. I take all of you with me on the different experiences I face.

Best Regards,

Yamil