



SYSPRO INFORMATION SHEET

Overview

Since its inception in 1978, SYSPRO has been delivering state of the art business software solutions to a broad range of customers that include some of the world's most prestigious companies. Today, SYSPRO with offices worldwide has sold its software to over 12,000 companies in more than 50 countries. In 2002 SYSPRO announced a new global brand, representing the culmination of more than a year-and-one-half of extensive market research and preparation. To optimize brand awareness and increase market penetration the company, "SYSPRO" and its product, IMPACT Encore, are now branded under the unified SYSPRO name, capitalizing on the company's 25-year heritage and world-class reputation.

Company Structure

SYSPRO is a privately held company. SYSPRO units around the globe cater to geographically defined regions, serving a wide variety of manufacturing and distribution entities within numerous vertical market segments. SYSPRO software is offered through networks of SYSPRO business partners, consultants and directly to larger entities. SYSPRO's annual license fee policy promotes the financial stability of the company and enhances the investment of customers through regular software upgrades.

Global Revenues

2004 – US \$49.40 million
2003 – US \$44.00 million
2002 – US \$45.80 million
2001 – US \$47.34 million
2000 – US \$52.02 million
1999 – US \$50.50 million
1998 – US \$45.70 million
1997 – US \$34.80 million

SYSPRO business partners extend the overall enterprise, adding thousands of industry specialists in sales, support, development and on-site services. This equates to hundreds of millions of dollars that supplement SYSPRO solutions worldwide.

Target Markets

SYSPRO software is targeted at manufacturers, distributors and wholesalers as well as divisions of larger companies and multi-national organizations. The following are indicative of the range of industries served by SYSPRO software:

- Equipment Manufacturing & Distribution
- Industrial and Commercial Machinery Manufacturing & Distribution
- Plastics Injection Mold & Extrusion Manufacturing; Plastics Distributors
- Primary/Fabricated Metals Manufacturing
- Automotive and Auto Parts Manufacturing & Distribution
- High Technology Manufacturing & Distribution



- Electronics Manufacturing & Distribution
- Furniture Manufacturing & Distribution
- Consumer Packaged Goods Manufacturing & Distribution
- Food & Beverage Manufacturing & Distribution
- Chemicals Manufacturing & Distribution
- Outside Processing
- Wood Products & Paper Manufacturing & Distribution
- Medical Instrumentation Manufacturing & Distribution
- Pharmaceuticals Manufacturing
- Aerospace Products Manufacturing & Distribution

Pricing Policy

SYSPRO software is priced according to module and number of users. An annual license fee covers product upgrades.

SYSPRO Differentiators

SYSPRO's best-of-breed software is renowned for outstanding price/performance. The software is characterized by ease-of-use and full functionality, encompassing strong accounting, manufacturing, distribution and supply chain capabilities. SYSPRO's proprietary implementation methodology is an industry standard, helping to speed software implementation, modernize business processes, reduce cost of ownership and produce a more rapid ROI.

Overall Pluses

- More than 45 modules are available to tailor solutions specific to business needs Comprehensive, cost-effective enterprise wide End-to-End Supply Chain Solution, that includes: ERP, CRM, E-Commerce, APS, SYSPRO Analytics, Trade Promotions and Deductions Management and Warehouse Management.
- Events and Triggers facilitate the tailoring of solutions without source code modifications
- Fast implementation cycle
- Software comes to grips with everyday problems and also lays foundation for long-term growth
- Regular upgrades assure customer of continual, leading edge solution as well as investment protection
- True, real-time interface to information
- Choice of operating systems and database structure
- Highly scalable solution
- SYSPRO leads in the implementation of Microsoft's .NET strategy to facilitate supply chain integration as well as wireless access to real-time data
- Security is provided at numerous levels, including operator group level, operator level, program level, data level, and function level. Rules defined passwords are assignable to all operators

Accounting

- Outstanding accounting functionality
- Adheres to exacting standards, including IAS, FASB, XBRL



- SYSPRO accounting has consistently received top level ratings in CPA The Software News
- SYSPRO Accounting Software was Rated Best in Midrange Market by Accountancy SA Software Review (2002)
- Included in K2 Enterprises Top Ten rankings for Beginning ERP and Middle-Market Accounting Software
- Supports: General Business, Service Operations; Manufacturing entities.
- Multi-period General Ledger report with drill down

Manufacturing/Distribution

- Fits needs of wholesale distributors, industrial distributors, over-the-counter operations, retailers
- Addresses all aspects of discrete manufacturing, as well as batch process
- Finite production scheduling in real-time
- Real-time shop floor control
- SYSPRO supports short/long production runs in the following environments:
 - **Custom Job Shop** - Quoting supports multi-level, roll-up estimating of materials and labor – A single entry automatically triggers related documents and work instructions, such as sales, purchasing, production work orders all in one shot.
 - **Engineer-to-Order** – Includes Engineering Change Control (ECC)
 - **Configure-to-Order** – Allows distributor or manufacturer to configure customer's order according to customer preference based on available options. Supports rules based configuration as well as dimensional specifications.
 - **Assemble-to-Order** – Supports the light manufacturing requirements of an assemble-to-order operation, specifically avoiding the necessity of creating work orders to relieve used inventory. All costs can be either recorded as standard or a combination of actual and standard.
 - **Made-to-Order** – At the time an order is taken, the system provides an immediate delivery date based on actual real-time available to capacity information. The delivery date is based not only on the actual available to capacity of top-level items, but also on the actual availability for all sub-assemblies.
 - **Make-to-Stock** – System supports full requirements of a make-to-stock environment, including forecasting, MRP, APS, BOM, ECC, EDI, Blanket Purchase and Sales Orders, Job Costing, Inventory Control, E-Commerce, Bar Coding and Labor Collection, Shop Floor Tracking, Multi-site Warehouse Control.
 - **Mixed-Mode** – System supports combination of all of the above

SYSPRO and E-Commerce

SYSPRO e.net solutions, based on Microsoft's .NET strategy, is a new component architecture that gives authorized individuals the ability to interact with SYSPRO software data over the Web as well as from remote devices, including palm pilots and cell phones, while maintaining the software's built-in business rules and security. SYSPRO e.net facilitates the integration of best-of-breed applications with SYSPRO software in addition to enabling such functions as remote purchase order entry and inventory status determination. SYSPRO e.net solutions delivers SYSPRO software functionality as discrete 'objects' of code, each object being a Microsoft COM (Component Object Model) component. Users can then access these objects using popular scripting languages, such as Visual Basic for Applications (VBA) or Active Server Pages (ASP). SYSPRO also offers full EDI capabilities.



SYSPRO Implementation Methodology

The SYSPRO proprietary Implementation Methodology, STARS, is rapidly becoming the industry standard. The highly structured, business-centric methodology guides the customer in all aspects of implementation, providing a framework by which business processes can be examined and reengineered to maximize overall operational efficiency. The CD-ROM-based methodology makes SYSPRO software the concentric framework by which a business can enhance flexibility and responsiveness, break down barriers between functional departments and eliminate duplication of efforts. It also helps the customer to speed ROI and maximize continuing utilization of SYSPRO software by providing an “audit trail” upon which additional functionality and procedures can be built.

Standards Supported

Microsoft .NET architecture; SQL; XBRL; XML and COM; ASP, XSLT, CSS
WAPI, MAPI, TAPI, FASB; GAAP

Certifications

ISO 9001
Microsoft Gold Certified Partner, Microsoft XP Certification
APICS, CTS Accounting Software, Accounting Library
Wide variety of CPA, CMA, CPE, CPIM, CPRM certifications
Microsoft Certified Engineers (MCSE, MCSA)

Memberships

AMR Research (United States)
IAPD (International Association of Plastics Distributors) (United States)
K2 Enterprises

Software Origins

The roots of SYSPRO software can be traced to a highly successful, multi-user financial distribution system originally developed by Intermark for Singer Corporation during the 1970's . When ICL purchased Singer, the company marketed the software as STARS, running on its proprietary hardware. ICL commissioned SYSPRO in 1982/3 to convert STARS to the SYSTEM-25 mini-computer. Subsequently, SYSPRO bought the rights to the STARS source code , combined the software with distribution and manufacturing software it had been developing for STARS, and IMPACT was born. Programming environments used in the development of SYSPRO software include: Microsoft Visual Studio, ASP.NET, Micro Focus Net Express and Magic Software.

In 2002 SYSPRO to optimize brand awareness and increase market penetration the company, “SYSPRO” and its product, IMPACT Encore, were branded under the unified SYSPRO name.

Release History

2005--SYSPRO Analytics released
2004 –SYSPRO Forecasting released (cornerstone of coming Inventory Optimization Solution.)
2004 – SYSPRO Trade Promotion and Deductions Management Solution released
2002 – SYRPRO 6.0 released
2002 – SYSPRO e.net solutions released



- 2001 – Professional Services Group Launched
- 2001 – IMPACT Encore Version 5.1 is released
- 2000 – IMPACT Encore supports Microsoft SQL
- 2000 – IMPACT Encore Version 5.0 is released
- 1999 – IMPACT Encore Version 4.0 is released
- 1998 – IMPACT Encore and IMPACT Award become Year 2000 compliant
- 1995 – IMPACT Encore software is released
- 1991 – IMPACT Award software is released
- 1985 – IMPACT software is first released
- 1978 – SYSPRO formed

Major Honors

- 2005 –SYSPRO is awarded “ISV of the Year” for “stellar software” by VAR Business Magazine
- 2005 – SYSPRO named “Hot Company” by START Magazine for *sixth year in succession*.
- 2004 –SYSPRO named “2004 Supply Chain Innovator”
- 2004 – SYSPRO named Software Company of the Year (Software Council of Southern California.)
- 2004 – SYSPRO accounting software is ranked number one for the *third year in succession* in the 2004 K2 Enterprises Accounting Software Survey in the Small to Medium Enterprise Software category.
- 2003—SYSPRO Material Yield System receives Certificate of Recognition by State of California for contribution to environmental conservation.
- 2003– SYSPRO STARS Implementation Methodology is winner of K2 Quality Award for “Installation Channel/Methodology” for second consecutive year.
- 2003 –SYSPRO places in MSI Top 100 for *eighth consecutive year*.
- 2003 – SYSPRO is double winner a START Magazine Technology & Business Awards
- 2003 – SYSPRO named to ISource Magazine Top 100 list of organizations offering innovative enterprise wide solutions and services that lead the way in “helping traditional companies make their supply and demand chains more effective and efficient.”
- 2003 – SYSPRO Accounting Software voted tops for *second consecutive year* in the Middle Market Category in the 2003 K2 Enterprises Annual Reseller/Consultants Accounting Software Survey.
- 2002 –SYSPRO manufacturing software is given the highest rating (5 Stars) by The CPA Software News in the publication’s annual, hands-on review of selected manufacturing software solutions.
- 2002 – SYSRO 6.0 is certified by The Accounting Library to meet exacting financial standards.
- 2002 – SYSPRO [IMPACT Encore] Receives Number One Rating in 2002 Middle Market ERP Software Survey Conducted by Accounting Research/K2 Enterprises
- 2002 – SYSPRO is Finalist for American Electronics Association High-Tech Awards (Product/Technology Category)
- 2002 – Named “Hottest Company” by START Magazine, *Fourth Year So Honored*
- 2002 – Ranked Among World’s Top Software Companies by MSI Magazine, VAR Business Magazine, Logistics Management Magazine and Software Magazine



- 2002 - SYSPRO Accounting Software is Rated Best in Midrange Market by Accountancy SA Software Review
- 2002 – Developer of Year (2001) Finalist (Software Council of Southern California)
- 2002 – Computerweek Strategist Survey places SYSPRO in top three in Financial Software Category
- 2002 – Professional Management Review gives IMPACT Encore Ver. 5.0 highest ratings among companies in South Africa
- 2002 - 1993 – Appearances on Manufacturing Systems list of World's Most Successful Manufacturing Software companies.
- 2002 - 1992 – Highest Ratings in Accounting and Manufacturing Software Reviews featured in CPA Software News
- 2001 – Recipient of START Magazine's First Annual Vision Award (2001)
- 2001 – Computer Training Services (CTS) Survey Respondents Give IMPACT Encore a 100% Satisfaction Rating
- 2001 – Computerweek Strategist poll gives SYSPRO SA Most Admired Solution Provider Award in ERP Category
- 2000 – The Accounting Library Certifies IMPACT Encore
- 1997 -- SYSPRO SA chosen by Production Magazine as "Company of the Year"
- 1999 – SYSPRO nominated as Most Admired Manufacturer in First Annual Start Magazine competition
- 1995 – PC Magazine (Price Waterhouse Review) gives IMPACT Encore high marks for user-interface and inquiry capabilities and depth of accounting.

Languages, Currencies Supported

Languages: English, Spanish, French (SYSPRO has built-in functionality to configure multiple language templates based on user requirements.)

Currencies: Currencies supported are user defined