



We don't just fix supply chains. **We transform them.**

Become a partner.



# Extending our reach with partners to equip **customers' supply chain greatness**

Tecsys brings together disparate points of the supply chain to provide end-to-end visibility, generating the data needed for leaders to make key decisions at the transactional, operational and strategic levels.

With massive disruptions, uncertainty and the evident changes in customers' demographics, the need for partners has never been as great as it is in today's business world — particularly in supply chains where the value of the entire chain is greater than the sum of its parts. Tecsys engages with strategic partners such as consultants, systems integrators, independent software vendors, and value-added resellers to help customers with their supply chain challenges, and to overcome complexity, create value, innovate, and thrive in their competitive arena.

## Who We Serve

From leading health systems, hospitals and pharmacy operations, to complex distributors, retailers and 3PLs, Tecsys works with industry leaders to transform their supply chains through innovative technology and expert advice. We incorporate the unique challenges a customer's business is facing along with best practice industry expertise and powerful software to give them solutions that will define and bring their supply chain vision to life.





As a national consulting firm born in technology and built for business, we know the healthcare ecosystem is complex and ever-evolving. We collaborate with healthcare organizations to stay ahead of the curve by capitalizing on the opportunities that exist in a dynamic marketplace.

Partnering with Tecsys allows us to bring that expertise to bear on business complexities across the supply chain, from strategy through execution, as we help our clients realize the benefits of technology, process and organizational change by driving real, sustainable adoption.

Dan Howell  
Director, Healthcare and Life Sciences  
West-Monroe Partners





## Why Partner with Tecsys?

### Experience

- **35+ years delivering market-leading supply chain management solutions.**
- **1,000+ customers in more than 15 countries.**
- **Collaborative Sales and Marketing teams to strengthen go-to-market opportunities.**
- **Experienced Partner Enablement team and Support team to speed your time to market with Tecsys solutions.**

### Leadership

- **Nine consecutive times as visionary in Gartner's WMS Magic Quadrant.**
- **Tecsys customers are top three in Gartner's Healthcare Supply Chain Top 25.**
- **Winner of Frost & Sullivan's Technology Innovation Leadership Award for its WMS.**

### Growth

- **More than \$100M in global revenue.**
- **500+ experienced and passionate employees focused on customer success.**
- **Strong year-over-year growth in healthcare.**
- **Consistent growth and success in retail (OrderDynamics acquisition).**

<sup>1</sup> See Key Performance Indicators in Management's Discussion and Analysis of the 2020 Financial Statements.

<sup>2</sup> See Non-IFRS Performance Measure in Management's Discussion and Analysis of the 2020 Financial Statements.

# Extending our Reach

Tecsys is cultivating a network of carefully chosen industry players and innovators to build a strategic partnership ecosystem committed to advancing the science of supply chains in the modern era. We want to partner with like-minded organizations and offer contiguous and seamless solutions that will empower good companies to cross the threshold into greatness through supply chain transformation.

With our partners, we are sharing solutions and expertise, extending our reach with one seamless offering. The result is an integrated, consistent and collaborative approach that delivers powerful customer outcomes. By integrating our partners' solutions with our platform, we can together deliver a more complete customer experience well ahead of the competitive landscape.



**As a trusted system integrator and digital transformation company, we take a comprehensive approach to delivering commerce solutions to brands worldwide. Our collaboration with Tecsys allows us to offer the most advanced OMS technology to our customers, thus improving their order fulfillment processes, connecting their store and ecommerce data, obtaining a unified view of their inventory, and helping them succeed with their omnichannel commerce strategy.**

Gerard (Gerry) Szatvanyi  
CEO at OSF Digital

# Our Solutions

Built on an enterprise platform, Tecsys solutions include warehouse management, distribution and transportation management, supply management at point of use, retail order management, as well as complete financial management and analytics solutions. Our customers reduce operating costs, improve customer service and uncover optimization opportunities.

## Supply Chain Solutions

The Tecsys supply chain platform is the industry's most dynamic and powerful engine for a distribution organization's supply chain business, connecting customers and suppliers as one borderless enterprise.

## Warehouse & Logistics

The Tecsys warehouse management system (WMS) innovations help customers reduce costs while improving customer service.

## Distribution Management

Tecsys' distribution management system is designed to meet the unique requirements of commercial and internal distribution organizations. It enables distribution organizations to meet the desired service levels and promotes customer loyalty through value-added services by helping provide a superb customer experience.

## Transportation Management

Empowers customers to achieve scalability and dependability for their transportation needs.

## Demand Planning

Successful customers look to the Tecsys demand planning system to right-size inventories and reduce procurement costs.

## Retail Order Management

The Tecsys distributed order management system (DOM), one of the top DOM solutions on IDC's MarketScape, makes unified commerce and omnichannel retail a reality. This powerful solution combines order routing, inventory visibility, order fulfillment, and full returns capabilities while combining the customer experience of physical and digital retail.

## Financial Management

Tecsys' financial management system provides the tools and data required to assess the overall health of distribution organizations using robust financial and supply chain metrics.

## Point of Use

The Tecsys supply management and point of use solutions for hospitals were created to address each department's needs, combined with a centralized approach to consolidate inventory management and supply chain activities.





# Services

In the customer journey to supply chain greatness, our seasoned professionals will guide customers through each phase of the supply chain transformation to achieve success.

From implementation to optimization, along with our partners, we make sure customers' staff — and the advanced technologies they use — are set in motion with a winning strategy.

# About **Tecsys**

Since our founding in 1983, so much has changed in supply chain technology. But one thing has remained consistent across industries, geographies and decades – by transforming their supply chains, good organizations can become great.

Our solutions and services create clarity from operational complexity with end-to-end supply chain visibility. Our customers reduce operating costs, improve customer service and uncover optimization opportunities.

We believe that visionary organizations should have the opportunity to thrive. And they should not have to sacrifice their core values and principles as they grow. Our approach to supply chain transformation enables growing organizations to realize their aspirations.

BECOME **A PARTNER**



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