

# Press Kit

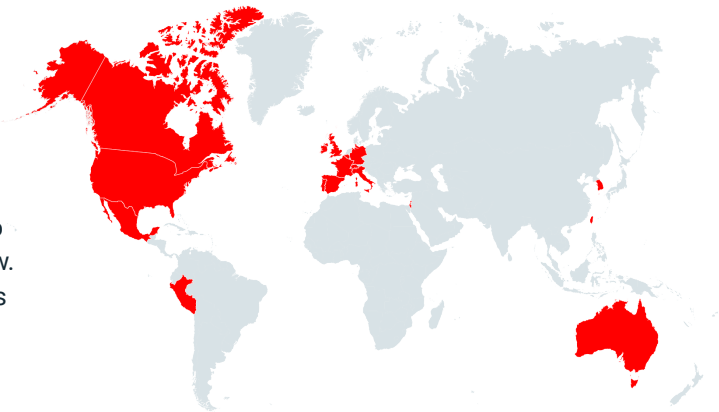
## About Tecsys

Since our founding in 1983, so much has changed in the realm of 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 out of 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.

Tecsys is publicly traded on the Toronto Stock Exchange (TSX:TCS).



**1,500**

Number of major sites running Tecsys applications

**1,000+**

Number of Tecsys customers

**15+**

Number of countries where Tecsys is active

## Recent Awards



EY Entrepreneur Of The Year® 2019  
Quebec for Technology



2019 Best 100 Supply Chain Transformations & Projects



2019 Top 100 Logistics IT Providers



2019 Supply & Demand Chain Pro to Know



2018 Green Supply Chain Awards



2018 Software 500



2018 Best 100 Supply Chain Transformations & Projects



2018 Top 100 Logistics IT Providers



**Peter Brereton**  
President and CEO

Peter joined Tecsys at its inception and initially led the company's software development, product management, sales and marketing. In 1995, he was appointed president. In 1998, Peter was appointed CEO and was largely responsible for the company's Initial Public Offering. He led a number of acquisitions, taking a foothold in other vertical markets including retail, third-party logistics, healthcare and general wholesale high-volume distribution. In 2019, Peter was recognized with an EY Entrepreneur Of The Year® award in Quebec.

**Attributable quotes:**

- “ There is a lot of noise in the industry about blockchain, but this technology is the most inefficient method of securing data ever devised. Most of the current projects will just die under their own weight. The technology has value in certain niche applications, but it's nowhere close to the level of hype that many would have you believe.”
- “ There is little doubt in my mind that the complexity of global supply chains will continue to grow and the rate of change will only accelerate. The world is no longer flat. I can say with great conviction that companies today are increasingly in need of technologies that battle supply chain complexity and support agility.”
- “ The era of the challenger brand is here. Today's technology and infrastructure lets a small brand compete against any brand anywhere. If the major brands don't adapt to this new landscape, they will find themselves to be the Blockbuster of their industry rather than the Netflix in future business case studies.”



**John Reichert**  
Senior Director, Supply Chain Execution Solutions  
Executive Director, MHI Solutions Group

Over 30 years ago, John Reichert started making waves in the supply chain world at Frito-Lay in corporate engineering, where he led the introduction of the first RF-based WMS and overall warehouse design/implementation for a near lights out facility, introducing first installs of more than five emerging technologies. John is an industry titan credited with a vast achievement across a global supply chain execution landscape. He holds a patent that revolutionized WMS capabilities for graphically and visually directing operators with local personalization and extensions without need for direct coding.

**Attributable quotes:**

- “ Organizations need to tackle the labor thing head on. We need to pursue creative, advanced technology solutions to systematize tribal knowledge, ease onboarding, and reduce learning curves for temporary and new employees.”
- “ Historically expensive and inflexible automation systems are too rigid for the volatility of modern supply chains. Today's supply chain operators have a growing need for flexible automation that can be relocated, repurposed and reconfigured.”
- “ The purest challenge in supply chain is charting truly collaborative multi-vendor implementations and solutions to maximize end customer success versus individual vendor short-term profits.”

**Expert Contributions and Guest Authorship**

Entrepreneur

CEC SUPPLY & DEMAND CHAIN EXECUTIVE

innovation enterprise.

Logistics MANAGEMENT

HEALTHCARE PURCHASING NEWS

GlobalTrade

retail TouchPoints

CMO. by Adobe

BECKER'S HOSPITAL REVIEW

BOSS MAGAZINE

**Media Coverage**

MODERN MATERIALS HANDLING

inbound logistics

DC VELOCITY

CSCMP'S Supply Chain [QUARTERLY]

SUPPLYCHAIN MANAGEMENT REVIEW



news & media



**Bill Denbigh**  
Director of Product Marketing

Bill Denbigh started working in supply chain software some 30 years ago; his entire career has been laser-focused on designing and building pragmatic supply chain solutions that address the real problems that customers are facing in their supply chain operations. Bill has worked on virtually every aspect of software in the supply chain, gaining insight into the innerworkings of some of the industry's most complex challenges; Bill, however, tackles those challenges with a no-nonsense levelheadedness that has earned him great reputation both internally and among customers.

**Attributable quotes:**

- “ The move from traditional B2B models to models where supply chains are forced to contend with B2B operations all the way to direct-to-consumer (DTC) will greatly challenge organizations that have not planned for this type of adaptation.”
- “ The supply chain is a vehicle for predictable, timely performance at the lowest cost while retaining the ability to innovate. Pursuing that predictability requires maintaining a clear and consistent supply chain business strategy.”
- “ Linking workflows and lateral connections between departments ensures information and essential work doesn't fall between the cracks and allows analytics for the entire process to drive cross-functional strategies to success. When the source, make, and deliver teams all report to a common leader, goals are aligned, and cross functional roadblocks eliminated.”



**Sarah McMullin**  
Director of Product

Sarah focuses on building next generation supply chain management platforms for retailers. With over a decade of experience in emerging technologies, Sarah's work has taken her around the world – from innovating with global luxury retailers, to crowdsourcing DNA to fight food fraud, to creating new things and making them speak. Her constant focus has been on launching new products that solve real world problems.

**Attributable quotes:**

- “ To drive consistent omnichannel customer experiences, you need your WMS to work seamlessly with your OMS. Whereas your WMS controls everything inside the four walls, your OMS streamlines all the processes outside of them. Any kink in that chain disrupts customer fulfillment.”
- “ There are plenty of opportunities to 'go green' in the supply chain. Optimized routing, consolidated orders, streamlined packaging, click-and-collect... Not only does this thinking benefit the environment, it positively impacts your brand's reputation and customer loyalty.”
- “ Machine learning gives us the opportunity to optimize efficiency; to free up workers from mundane, repetitive tasks. When you look at supply chain, particularly in the warehouse, there are a lot of those types of tasks. So yes, machine learning will take our jobs. However, it will also bring about new jobs that didn't exist before. Jobs that require creativity or oversight, but with reduced physical labor and improved quality of work for all.”

**Recent Publications**



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