



*The Competitive Edge Since 1986.*

**RTE Wins SYSPRO ERP Contract with Electrical Products Supplier**  
*Engineered Products Company Selects SYSPRO to Boost Sales, Productivity;*  
*SYSPRO Chosen Over Epicor, Infor, SAP*

**Waite Park, MN** --SYSPRO, a provider of visionary [ERP](#) for the manufacturing pragmatist, has today announced it has won a new contract with Engineered Products Company (EPCO), a Minnetonka, MN-based supplier of specialty lighting and wiring products for the commercial construction market and power distribution cable assemblies for data centers. SYSPRO prevailed in a direct compete against Epicor, Infor and SAP via **SYSPRO reseller RTE of St. Cloud, MN**. In addition to superior SYSPRO software functionality, the SYSPRO/RTE total team approach was a primary factor in the selection of [SYSPRO ERP](#).

According to Jack Schuster, EPCO president, SYSPRO was chosen from a pool of eight ERP software companies. "We never felt the winning team was trying to sell us something. Instead, SYSPRO and RTE invested their time learning about our business and our business goals..." Schuster was also impressed that SYSPRO USA CEO Brian Stein attended various evaluation sessions.

EPCO anticipates that SYSPRO software functionality will result in annual savings of nearly \$300,000. Among the projected SYSPRO software benefits:

- ▶ Overall productivity increase of 7%
- ▶ Increased sales
- ▶ Better inventory management & visibility
- ▶ Purchased material cost savings
- ▶ Scrap-rework/obsolescence reduction

Bruce Hagberg, President of RTE, knows EPCO will be successful with SYSPRO. "As we worked with EPCO in their due diligence process for selecting an ERP, it became very clear how well they understand their current business and how truly customer-focused they are. They also have a team of leaders with great vision for their need to continue investing in technology and information that will even better serve their customers and allow them to expand into additional solutions and markets in the future. We are excited about being selected as their business partner to position EPCO to continue to successfully grow their company."

SYSPRO's more thoughtful approach to adopting new technology, such as web services and [SOA](#) platforms, also reflects the desires of its buyers who are driven by business needs and not by the latest headlines. This exemplifies SYSPRO's ongoing strategy of helping to simplify the success of its customers. SYSPRO calls its buyer landscape "PragmaVision™," consisting of pragmatic, visionary [ERP](#) executives that are driven by a desire for smart, but aggressive market growth.

**About Engineered Products Company (EPCO) & its PDU Cables Division**

Engineered Products Company (EPCO), supplies electrical distributors with specialty lighting, lighting accessories and wiring solutions that address a wide range of standard and unique applications. EPCO's durable, reliable products, inventory fulfillment, and no-risk purchase terms optimize distributor cash flow and profit margins on the consumables electricians use for commercial, agricultural, industrial, and residential buildings. Known for its consistently reliable delivery and service and sales representatives who are the most knowledgeable in the electrical industry, the Minneapolis-based company offers multiple configurations of products to meet a variety of building applications.

PDU Cables is the leading supplier of power distribution cable assemblies to data centers in North America and the sole supplier of the AirGuard™ Cable Seal product line. PDU Cables is the first cable assembly company to introduce colored conduit into the power distribution market, the first to get UL478 listing, and the first to introduce the Power Cable and Equipment Configurator software tool. For additional information on EPCO, call: 952-767-8780; 800-336-1976 or go to: [www.engproducts.com](http://www.engproducts.com)

**About RTE**

RTE is an established value added reseller (VAR) of software products and a developer of commercial and custom software for small and medium-sized business (SMB) manufacturers and distributors. RTE has been providing solutions to SMBs since 1986. For information, call: 320/252-6830 or go to: [www.rte-inc.com](http://www.rte-inc.com) or [www.rite-soft.com](http://www.rite-soft.com)

**About SYSPRO**

Since its inception in 1978, SYSPRO has been delivering state-of-the-art business solutions to some of the world's leading companies. As a global leader in the production of world-class [ERP](#) software, the company now caters to the specialized needs of 14,000 licensed companies in more than 60 countries worldwide. SYSPRO is marketed globally through regional territory distribution centers and a global reseller network in the US, Canada, Africa, Asia Pacific, Australia and the UK.

SYSPRO is a fully integrated business software solution that provides complete control over the planning and management of all facets of business including accounting, manufacturing and distribution operations in a variety of industries.

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