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# News Release

**FOR IMMEDIATE RELEASE**

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## **Edwards Group Int'l Joins TECSYS/TrackAbout in an Unmatched Offering to the Packaged Gas Industry**

**GAWDA Annual Convention, October 2<sup>nd</sup>, 2010 - TECSYS Inc. (TSX: TCS)**, an industry-leading supply chain management software company, announced today that Edwards Group Int'l, a multidisciplinary consulting firm focused on the Kaizen Methodology for the continuous improvement of customer-focused quality management, has joined TECSYS/TrackAbout's go-to-market initiative to enable packaged gas distributors across the U.S. leap forward into a new era of real-time measurable results and significantly improved competitive advantage.

For years, the packaged gas and welding distribution industry has been under-served, with virtually no methodology and with old supply chain execution technology; captive to a legacy system developed in the 1970s and running on outdated technology. The system is lacking distribution management functionality and does not provide users with access to data in real time. In essence, management and customer service personnel's access to vital business information is very limited and delayed by at least 24 hours, making it an ineffective customer service tool.

***"From a business perspective, experts estimate that duplicated and lost transactions, dispute reconciliations, human error and other inefficiencies result in about 35 to 40% degree of waste in the packaged gas industry supply chain. This is huge! ...and leaders of this industry must address these issues to be able to survive and become much more competitive," commented Bob Werner, President of Edwards Group International***

To strengthen their business processes, some distributors embarked on a continuous improvement program using the Kaizen methodology. The fundamental objective of Kaizen is the gradual, unending improvement, doing little things better that focus on the customer, process improvement, elimination of waste, and setting ever-higher standards. No standards, no improvement. By empowering people with Edwards Group methodology, and TECSYS/TrackAbout technology, distributors of packaged gas and welding supplies are able to eliminate step redundancies, increase production and effectiveness, and achieve higher levels of customer satisfaction.

***"After evaluating the current state of our business systems and processes and comparing that to where we need to be, it became obvious that our current system could no longer support our business objectives moving forward. We selected the TECSYS/TrackAbout solution because of its inherent support of "best practices" and the ability to extend the system to support our unique requirements. The solution's fit to our industry is "out of the box" as well as the ability to support the "Kaizen Philosophy"; in essence it is delivery and service quality at the lowest cost that was attractive to us. Our decision was very timely! The slower business climate allows us to focus on restructuring our business processes on a solid footing and deploy technology to get ready for the challenges ahead when the recovery takes full effect," stated Scott Chenoweth, President of TWSCO.***

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**Related Links:**

- <http://www.tecsys.com/company/news/TECSYS-Challenges-and-Remedies-of-the-Packaged-Gas-Industry.pdf>
- <http://www.tecsys.com/company/news/2009/nr200917.shtml>
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**About EG International**

For twenty five years, EG International has provided Enterprise-Wide Kaizen and Continuous Improvement services in North America to both the manufacturing and services sectors. EG International works with client organizations to address the entire value stream (every touch point, every facet of the business, from the time the customer places the order until you collect the cash), not just operations. We believe that unless Kaizen/Continuous Improvement is everywhere in an organization, it is nowhere. [www.edwardsgrp.com](http://www.edwardsgrp.com)

**About TrackAbout**

TrackAbout provides software-as-a-service for tracking and optimizing the use of portable physical assets. TrackAbout's best-in-class technology effectively meets the challenges of managing assets, such as compressed gas cylinders, durable medical equipment and chemical containers, in a shared environment. Smart logic technology filters and corrects data so only accurate tracking information is entered into enterprise business systems. As a result, many world-class organizations are using this information with confidence to make better business decisions and maximize revenue opportunities. [www.trackabout.com](http://www.trackabout.com)

**About TECSYS**

TECSYS is a leading supply chain management software provider that delivers powerful enterprise distribution, warehouse and transportation logistics software solutions. The company's customers include more than 500 mid-size and Fortune 1000 corporations in healthcare, heavy equipment, third-party logistics, and general wholesale high-volume distribution industries. TECSYS' shares are listed on the Toronto Stock Exchange under the ticker symbol TCS. [www.tecsys.com](http://www.tecsys.com)

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