



Canadian VAR OTI Partners with PRONTO ERP

TR Cutler, Inc., April 14, 2005

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OTI, Optimization Technology Inc., located in Mississauga Canada, has been developing and implementing ERP (Enterprise Resource Planning) systems since 1984. The Canadian VARs (Value Added Reseller) customer base appreciates the features built into their legacy systems which focused on individual manufacturing and distribution requirements. With the advent of GUI (Graphical User Interface) it became too difficult to add some of the new productivity features OTI and their clients wanted.

PR9.NET April 14, 2005 - According to Dave Airey, VP of Sales and Marketing at OTI, "We started looking for a way to move our application to a GUI "look and feel," but after two years of investigation it became obvious that it was not a practical goal. As an alternative we investigated upgrading our legacy application to a new product."

OTI's requirements for a new system revolved around their customers. After many years of custom changes, the legacy system was geared to client requirements.

Airey noted, "OTI's initial search took us to the major ERP players, but none had the features we required to support our loyal customers."

Finding an ERP System with Strong Functionality:

The search for a new ERP system ended when OTI was introduced to PRONTO North America (www.PRONTOerp.com). According to Airey, "We were introduced to Pronto and were immediately impressed with the rich functionality. One important feature was that Pronto is fully integrated. We had engineered our legacy system to be fully integrated so this was of major importance."

The Rationale for PRONTO ERP:

- o Fully integrated
- o User definable options to tune the systems functionality
- o A support system to back up our customers
- o Functionality
- o GUI look and feel built using a 4 GL tool
- o Equipment rentals and tracking
- o Service maintenance
- o Both Manufacturing and Distribution in one package
- o Email & Fax capability
- o Multiple SQL platforms including MS SQL

Additional integrated features OTI customers' are now showing interest include:

- o CRM (Customer Relationship Management)
- o Advanced Warehousing
- o Scan Pack
- o Plant Maintenance

PRONTO North America, (www.prontoerp.com) based in Eden Prairie, Minnesota, is the North American Master Distributor of PRONTO-Xi, a comprehensive software system allowing manufacturers, distributors, and retailers to effectively manage all phases of the supply chain. Far beyond just another Enterprise Resource Planning (ERP) System, PRONTO-Xi's financial and distribution applications are unique and have provided maximum return on investment for a wide variety of organizations since 1976. From PRONTO Planning to PRONTO Production; from PRONTO Forecasting Management to PRONTO Distribution Requirements Planning (DRP); from PRONTO Advanced Warehousing to PRONTO Quality Management System (QMS), the cross-section and breadth of integrated elements addressed by PRONTO-Xi is unmatched in the marketplace and justifies the company's natural leadership role as the best fully integrated business software solution for more than a quarter century. PRONTO North America is quickly emerging as the distribution sector ERP leader.

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About TR Cutler, Inc.

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