



Say Yes to Next

Sales Kickoff
2022

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How SYSPRO Helps Ruprecht

Significantly Improve Operating Expenditure

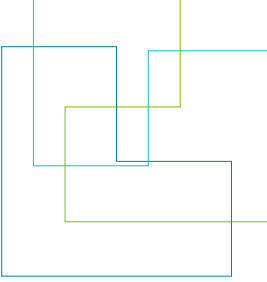


Welcoming Frank Patton

Chief Financial Officer, Ruprecht



Agenda

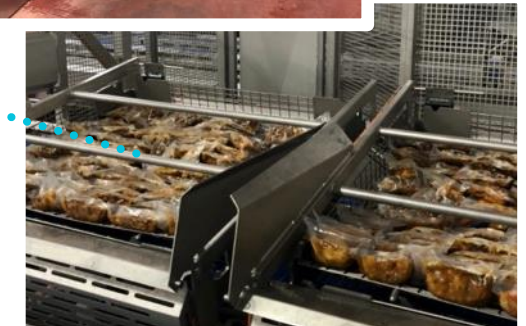


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- 2 Our business challenge
- 3 The ERP selection process
- 4 How did SYSPRO help Ruprecht Say Yes to Next?
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Introducing Ruprecht



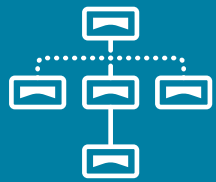
The Ruprecht Digital Transformation Story



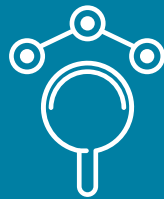
Our business challenge



The business challenge



Disparate
Systems



Lack
of visibility



Need for Industry
specialization



Need for
measurability



The ERP selection process



The pitch process



Selecting Criteria

- Questions around requirements or 'nice to haves.
- A solution that could integrate easily with other solutions. We couldn't opt for a closed environment
- Our ERP solution needed to play nicely in the sandbox with others – without the need to create customized code
- When we heard that SYSPRO allowed for a full API and business objects – we knew that you needed to be a part of the pitch process. That was the selling point for me personally



Selection process

- All those vendors had pros and cons, but SYSPRO stood out for a couple of reasons:
1. SYSPRO matched where we were according to our maturity
 2. Implementation costs – I didn't want to go out and spend billions of dollars to install something



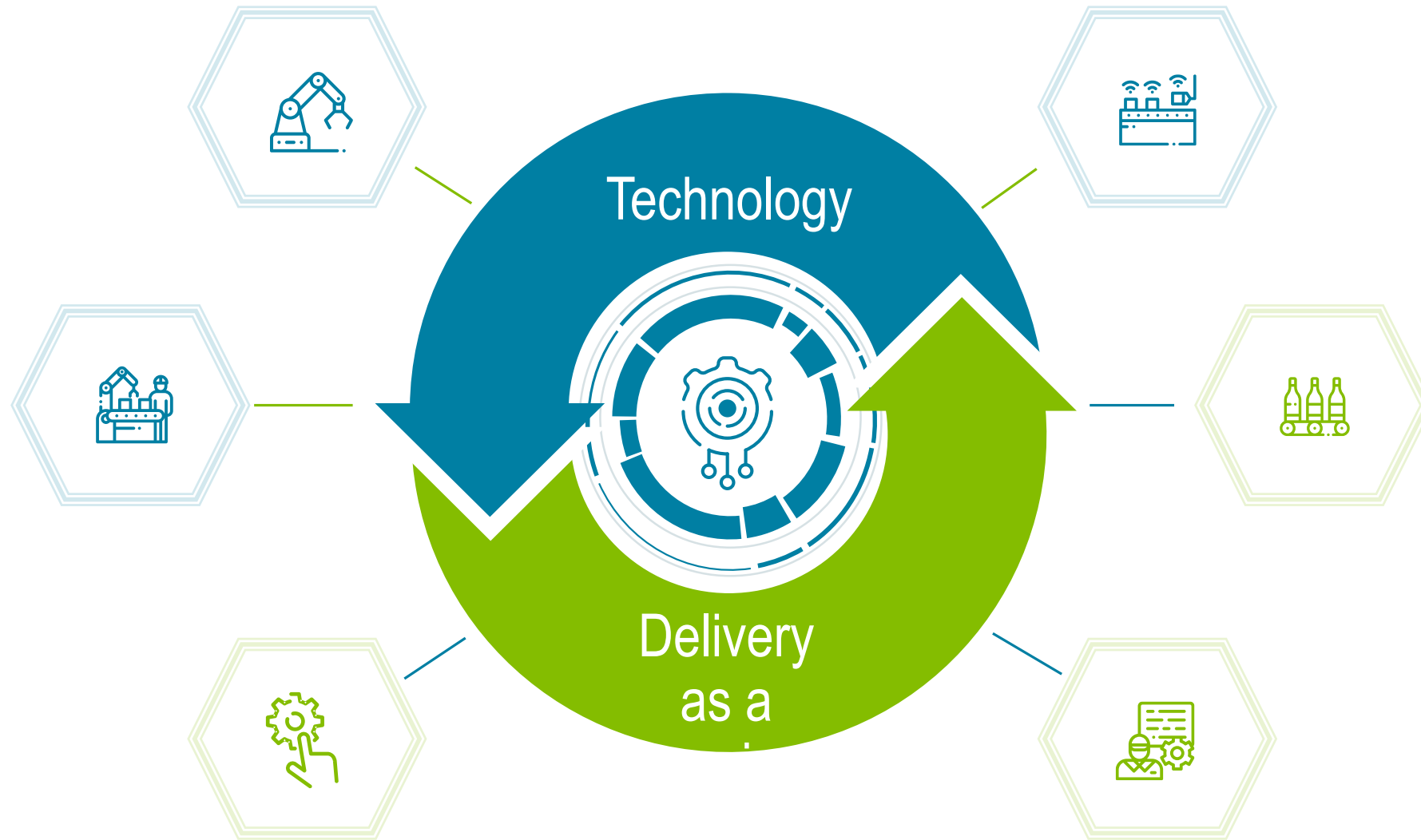
Direct relationship

Our relationship with SYSPRO is direct and we did not go through a third-party channel partner

How SYSPRO helped Ruprecht say Yes to Next



Why the SYSPRO eco-system is a better bet



Achieving real ROI



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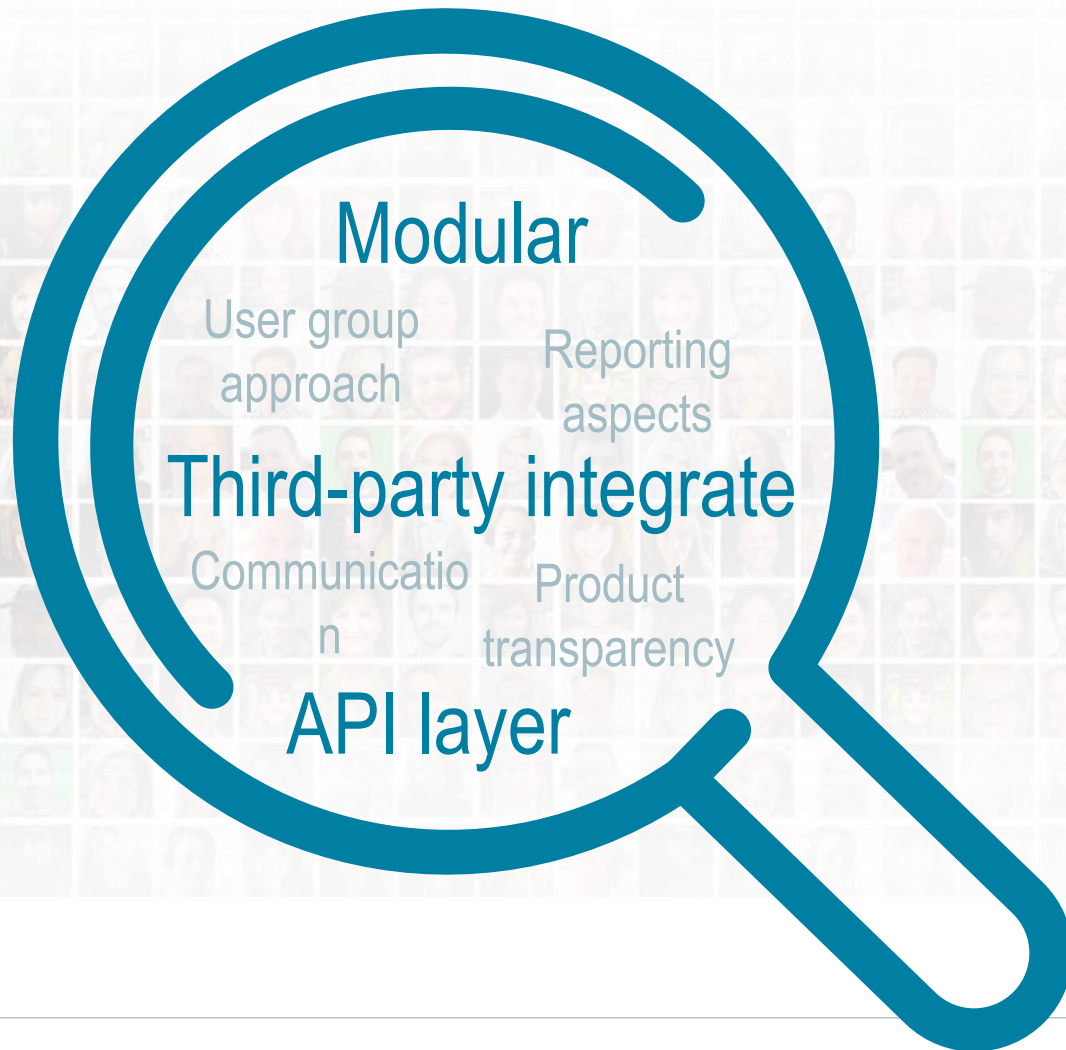
We expect the cost benefits generated by the scheduling and labor modelling components alone to realize improved operating expenditure of around \$1.5 million to \$2 million each year.

– Frank Patton, Chief Financial Officer, Ruprecht

Key learnings



The Good. The Bad. & The Ugly



“

I am a believer in the SYSPRO product line, but please make sure that you are using the customer's voice as much as possible!

It's also not about throwing the keys to the car and saying, 'see you whenever'. We don't want to do a massive implementation every 5 years! It's all about building a long-term ongoing relationship



Questions



Thank You

syspro.com



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