



Tyler Equipment Corporation Live with e-Emphasys eXtend Software To Improve Distribution and Rental Operations.

Tyler Equipment Corporation deploys industry-specific eXtend solution for Volvo equipment operations.

CARY, NC, March 8, 2012 – e-Emphasys Technologies and Tyler Equipment Corporation announced the successful completion of a project significantly upgrading Tyler’s business management capabilities. e-Emphasys’ eXtend solution now supports Tyler’s full range of dealership activities, including rental, in Connecticut and Massachusetts.

Tyler’s senior management were aware that their legacy business system was unable to properly support the needs of their business. The lack of comprehensive functionality necessitated workarounds that put a drag on the company’s operational efficiency and detracted from customer service.

Knowing that technology can be leveraged to help staff feel informed and involved and support their corporate commitment to quality and timeliness, Tyler reasoned that modern and effective business system solutions available in the market today should be capable of supporting improved business processes that would enable the company to become more efficient in daily operations.

Tyler’s search for the best business system solution began over 18 months ago. Vendor-selection criteria included stability of the vendor, a proven track record within the equipment distribution and rental industry and how closely the vendor’s off-the-shelf software package met Tyler’s documented requirements. Tyler’s evaluation process entailed the consistent application of their evaluation criteria to all vendors. The result: Tyler selected eXtend, an enterprise software solution for the Equipment Service Management and Rental industries.

President Brooke Tyler, III commented, “Tyler Equipment performed a rigorous process of selection to ensure the selected system provided a perfect fit for our operations. We found the e-Emphasys Technologies’ eXtend solution to be the clear leader in business system functionality. With the flexibility to adapt to business changes, advanced business intelligence and analytics pre-built for our requirements, eXtend’s unique capabilities enable Tyler to leverage improved business practices to step up our game and improve our level of customer service.”

“One of the major factors for choosing e-Emphasys was how they are consistently on the cutting edge of technology, while the competitors we looked at are scrambling to catch up,” said Brooke Tyler IV, Tyler VP Customer Support. “eXtend’s pre-defined industry best practices provided a solid and proven foundation to help Tyler improve our business. Combined with the e-Emphasys consultants’ deep knowledge of the equipment dealership industry and project management expertise, the result was an extremely effective implementation.”

Clearly identifying the benefits of the new system to those who will use it and providing adequate training and hands-on practice ahead of the go-live ensured the acceptance of the new system by Tyler staff. Tyler also

appreciated the ability to use eXtend's graphical business process menus as a well-documented training system, enabling them to train users quickly and reduce IT support and help desk costs.

"The eXtend system is key to improving our efficiency," said Manager of Information Technologies Rich Bousquet. "and improved business processes will enhance our customer satisfaction. Together, the Tyler and e-Emphasys team members delivered a solution that will help support our business now and well into the foreseeable future."

"We are pleased with the value Tyler found in eXtend's industry-specific best practices," said Milind Bagade, CEO of e-Emphasys. "With eXtend, e-Emphasys aims to deliver the most functionally complete and flexible solution to help equipment distribution and rental companies improve their operations and develop a sustainable competitive advantage."

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About Tyler Equipment Corporation

Tyler Equipment Corporation has been fulfilling the needs of the construction industry in Southern New England since 1922. Representing Volvo Construction Equipment, Bandit Industries, Carlton Stump Grinders, Dynapac Rollers, Rogers Trailers, Allied/Rammer Hammers, Rawson Screening Plants and Sennebogen (a German manufacturer of specialized scrap material handling equipment company) Woodsman Chipper and Genesis Shears, Tyler's territory includes all of Connecticut and the four western counties of Massachusetts.

Providing sales, service, rentals and parts for all manufacturers they represent, Tyler Equipment Corporation is a proud member of the Associated Equipment Distributors organization, the Connecticut Construction Industries Association as well as the Institute of Scrap Recycling Industries, Inc.

About e-Emphasys Technologies Inc.

e-Emphasys Technologies Inc., a global enterprise software provider for the equipment and rental industries with locations in Cary, NC, Tokyo, Japan, Mumbai, India and Apeldoorn, Netherlands, recently celebrated its 10th year in business. e-Emphasys is the exclusive Infor strategic partner providing specific vertical capabilities for this critical segment of the Industrial Machinery and Equipment (IM&E) domain. e-Emphasys has been a Microsoft Gold Business Partner for the past 5 years. The company is part of the Associated Equipment Distributors (AED), Material Handling Equipment Distributors Association (MHEDA), American Rental Association (ARA) and European Rental Association (ERA) organizations. For more information on e-Emphasys and its comprehensive software designed specifically for the equipment dealer and rental company market, visit www.e-emphasys.com.