

We know how to solve high-value supply chain planning problems for discrete manufactures.

You know everything else.



>> A MESSAGE FROM SYNQUEST TO THE IBM SALES TEAM

We know how to solve supply chain planning problems that maximize value for discrete manufacturers:

Customer

Irwin Seating
Atlantic Metals
Printpack*
PECOII*
Hayward*

Business

Theater and stadium seats
Sheet metal fabrication
Graphic packaging for consumer goods
Communications power systems
Pool pumps and equipment

IBM Content

Hardware and Services
Hardware and Services
Hardware and Software
Services
Hardware

*SynQuest was instrumental in winning back business for IBM or convincing these companies to include IBM content.

We have more than 300 customer installations worldwide, mostly in mid-market companies with annual revenues under \$1B. Our implementations happen fast and can drive significant ROI in as little as three months.

Over the last three years, we've worked closely with IBM to strengthen our partnership, and the results are evident -- **nearly 75% of our sales leverage an IBM purchase**. These purchases include:

- eServers: pSeries, xSeries or iSeries IXA
- IBM Global Services
- WebSphere Business Integrator
- IBM Global Financing

You know all of the things that a strategic systems and services partner should -- eBusiness, project management and integration. You also know how to bring these elements together into one seamless solution, and that makes IBM number one in the industry. You also know your customers and have long-standing relationships that bear fruit year after year. Combining IBM's solutions and customer relationships with SynQuest's significant value-add will yield additional joint accounts like the ones at the top of this page!

Who knows how to help you with a prospect? Call Scott McKenzie, SynQuest vice president of sales, at 770.325.2221

>> **Let's make some money together.**

