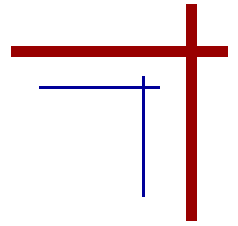




Minotaur Software Ltd.

Reliable Software Solutions



Customer Name: Forsythe Lubrication Associates Ltd.
Customer Type: Lubricants Manufacturer
Website: www.forsythe.on.ca

The Client's Situation

Forsythe Lubrication Associates Ltd. has been creating custom lubricants and blends for major oil companies, paper mills, steel companies, and the mining industry since 1911. Family owned and operated, Forsythe's expanding enterprise was run on a custom AS400 mainframe system that integrated their financial, manufacturing, and human resources departments. While the AS400 served many of their needs, Forsythe found the high cost of customization and the labour-intensive batch processing prohibitive. They started looking for a real-time client-server system that is extensible, efficient, and economical.

The Minotaur Solution

Forsythe met with Minotaur Software in June of 2000. Between July and October, managers from Minotaur and Forsythe worked together on a needs analysis. The implementation had to meet strict criteria:

- Transactions must be tracked and adjusted in real time
- Manufacturing, inventory, and accounting must be integrated
- Reports must be easily customizable
- The system must be extensible to handle the integration of new divisions

Minotaur met all of Forsythe's needs, providing an effective enterprise system that is designed to handle all of their current and future business integration and reporting requirements.

The Benefit

The implementation of the Minotaur Business System at Forsythe has transformed the way Forsythe's employees do business. A server was purchased and all of the staff put on the same network. This allowed Forsythe employee's access to company e-mail, the internet and to the Minotaur Business System. Forsythe now saves a great deal of time as they can now pull up any transaction required and make necessary edits; the Minotaur Business System is fully integrated with real time posting, they no longer have to deal with the inconvenience of batch posting.

Forsythe has been running the Minotaur Business System for over a year now and their staff find it more efficient and easier to use than the system they were once running. The simplicity of the Minotaur system has allowed Forsythe to painlessly train new employees and the learning curve for their existing employees was surprisingly brief. Significant cost savings have been realized with the reduction in consulting fees that were being incurred maintaining the previous system.

"Minotaur's customer service is second to none. Their representatives worked closely with our management team throughout the system implementation, and their recommendations were a key factor in the success of the project." Christine Chartier, Controller, Forsythe Lubrication Associates Ltd., Hamilton, Ontario.

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