To whom it may concern:

From experience, we understand the first thoughts that come into your head when considering the conversion to a new business operating system is the purchase cost of the system and the time and effort of working through the conversion. Will we be able to import our data, will our business practices and procedures be workable in the new system, what changes will be required once we do convert, what sort of man-hours will be required for the conversion process?

If you have gotten to where you are considering the expense, it can be assumed you have seen the features and benefits of the new system. You have seen ways in which it could bring improvements in practices and efficiencies to what you are doing today on your present system, and in that you’ve already committed to the thought that your present system while “good enough” it certainly isn’t the best that is available.

Toyota-Lift of Minnesota began this process in 2007 and went live on the Dysel ELC system in January of 2009. Working closely with the Dysel support staff and programmers we are enjoying the fruits of that decision today.

The process of change did take a large commitment of time by all parties involved, a commitment that insured that the vast majority of what we had been doing was carried forward, and that the features we had seen during the demonstration phase were implemented. This commitment of effort and time was requested of and given by everyone at all levels of our company. From upper management to the individual at the shipping table, each person spent vast amounts of time on training and on helping define the systems controls. The Dysel ELC system is wildly more flexible than the previous two business systems we have utilized, that flexibility required the attention to details in the set up to insure the system’s compatibility to our way of doing business.

With the tremendous support of the Dysel staff, which called on their experience in our industry we were guided through the set up process so that when we went live, we were cognizant of how the system would behave, and what it would be outputting.

Today at every turn, we are realizing the fruit of all that effort. Information is power, and so many have so much more information so quickly there is a measurable shift in the paradigm of how business is accomplished here. This combined with the flexibility allowed by Dysel’s ELC system allows us to discover and develop methods in which to expedite processes almost every day.

It was not an easy decision; but we will be proud to count it as a career accomplishment.

John Scheunemann – Vice President, COO