

# **SICK, Inc. Launches Requisite Technology B2B eCommerce Solution**

## *Successful European Implementation Leads to U.S. Launch*

**Chicago, Aug. 22, 2006** - Requisite Technology Inc., a leading provider of channel management, eCommerce and master data management solutions, and SICK, a leading manufacturer of sensors, safety systems and automatic identification products for industrial applications, announced the successful implementation of the Requisite Technology channel management solution for SICK, Inc., the North American subsidiary of SICK AG. SICK launched the Requisite Technology B2B eCommerce software to its 85,000 European partners last year. With the success of the European implementation, SICK rolled out the software to its U.S.-based partners.

"We were looking for a solution that could efficiently tie together disparate systems from our 43 subsidiaries and give us global visibility into partner sales activities," said SICK Global eBusiness Manager Joe Griep. "With the Requisite Technology solution, we now have all SICK partners accessing one, central portal."

"Global transparency into partner activities and collaborative partner relationships have become a necessity," said Nancy Koenig, executive vice president of operations for Requisite Technology. "Our eCommerce software enables companies like SICK to effectively manage a large, worldwide partner base so that they can shorten sales cycles and drive revenue."

With the Requisite Technology e-commerce solution, SICK now has one central portal for its worldwide partner community. The portal connects SICK's order and quote processes to its internal product catalog, which holds information for more than 100,000 products. Through the portal, partners order products 24/7 and obtain real-time visibility into an order's status; SICK streamlines operations by gaining visibility into its 85,000 strong partner base, providing self-service capabilities, and delivering targeted marketing programs.

### **About SICK**

SICK is one of the world's leading manufacturers of sensors, safety systems and automatic identification products for industrial applications. With nearly 450 patents, SICK continues to lead the industry in new product innovations. The diversity of its product line allows SICK to offer solutions at every phase of production in the robotics, automotive, packaging, electronics, food and beverage, and material handling markets. SICK was founded in 1946 and has operations or representation in 65 countries worldwide.

### **About Requisite Technology Inc.**

Requisite Technology Inc. is a provider of industry-leading Channel Management and eCommerce solutions that enable companies to effectively market, sell and service their products to end customers via their channel partners. Requisite Technology enables industry-defining enterprises such as Kawasaki, Lexmark, Motorola and Nortel Networks to drive revenue throughout their entire channel. More information can be found at [www.requisite.com](http://www.requisite.com).

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