



# CUSTOMER SUCCESS

## Robert Boileau : A man of vision

### About Robert Boileau Inc.

Established in Quebec since 1981, Robert Boileau has been working in the arena and curling club businesses since 1986.

From its first day, the company has benefited from the precious expertise of its founder. Today, the involvement and experience of their employees enable them to offer products and services specifically adapted to each customer.

Robert Boileau Inc.'s mission is to be the leader in the arena line of activity in Quebec. Their main objective is to satisfy their customers, within their targeted market. Attentive to their clients, they aim at offering solutions through renowned quality products and unparalleled service.

They are the exclusive distributor for these brands, since 1993.

- **Zamboni** Ice Resurfacers and Ice Edgers
- **Crystaplex** Arena Accessories, Dasher Boards and Shielding Systems
- **Jet Ice** Ice Paints - White and Colors - Logo Reproduction - Water Treatment Systems
- **FuelMaker** Natural Gas Refueling Appliance for Zamboni Units

### Company Profile

Employees: 15

Founded in: 1981

Field of activity: Distribution and services

Location: Québec, Canada

### Solution Chosen

The Enterprise SQL solution

Custom add-on

### Challenge

Having used Dynacom products for over 10 years, Robert Boileau Inc. was one of the first companies to use Dynacom's Windows-based software. Following a strong business growth over the past several years, Robert Boileau was seeking a robust, stable, flexible and powerful solution to ensure better decision-making for sustainable growth.

### Solution

Built on Microsoft SQL Server database technology, architecture renowned for its unequalled efficiency and reliability, the Enterprise SQL Edition of Dynacom Accounting enhanced with a custom add-on developed by Services SIPD, a Dynacom authorized partner, allowed solid management practices for handling purchase orders and inventory management.

### Benefits

By using the Enterprise SQL solution enriched with customized functions, the Robert Boileau company now benefits from:

- A stable and powerful application
- An evolutionary financial management solution that includes all the power and flexibility needed to support their growing business needs
- Customized functions to meet their distinct management needs, helping them to make better business decisions
- Intuitive, easy to use software interface
- Comprehensive reports for easy follow-ups
- An integrated dashboard to monitor productivity and profitability
- Accessible, high-quality technical support

### About Dynacom

Well established Canadian company, Dynacom is maintaining its current growth by positioning itself as a leader in the financial software industry, reaching to more than 250,000 users of its accounting software worldwide. Dynacom serves the needs of businesses of all sizes by allowing them to customize their application to their specific needs.

With offices in Canada and in the United States, a call center in Australia, and training centers in Ireland and Qatar, Dynacom strengthens its international presence by continually adapting to new markets and offer cost effective and easy to use solutions for any type or size of business. For more information about Dynacom, please visit [www.dynacom.com](http://www.dynacom.com).