



**GROUPE  
FOCUS**

## **CASE STUDY**

DYNACOM PROVIDES THE MOST FLEXIBLE AND INNOVATIVE MANAGEMENT SOLUTION FOR OFFICE FURNITURE DEALERS.

One of the broadest Enterprise suites on the market with a wide variety of functions that makes it the best solution for office furniture dealers to successfully meet their daily management challenges.



**DYNACOM**

## THE CHALLENGE

Strong growth over recent years forced the Groupe FOCUS to upgrade its business management system which had become an obstacle to the company's growth and expansion due to outdated technology and lack of flexibility.

Dynacom's mandate was to develop a customized sales management and accounting solution to better suit their specific needs and to offer its client base in Canada unparalleled service.

## THE SOLUTION

The solution delivered by Dynacom consisted in a robust and flexible operation management solution adapted to the Groupe FOCUS various needs. Dynacom developed this solution by using its own cutting edge customization technology, Synergy.

## THE BENEFITS

Essentially, the new solution developed by Dynacom covered the management features offered by the outdated management system but brought these features to a level of performance and accuracy by far superior.

From an accounting point of view, many procedures were no longer necessary given that all the sales-related and accounting information were gathered into one unique system. Project monitoring was also facilitated since decision makers were able to have a true picture in real-time of any project status and profitability.

In addition, the rigorous approach to business processes established by the Groupe FOCUS coupled with a better distribution of tasks to various employees allowed the Group FOCUS to optimize by at least 30% the amount of time spent following up on contracts or with prospects.

Today, the Groupe FOCUS uses the best management tools available to maintain and consolidate its position as a leader in providing office furniture to businesses of all sizes all across North America.

### **Why Choose Dynacom? -- Key Benefits**

- Rapid and simple installation and deployment
- Integrated and customized solution
- Simplified information management
- Improved performance (speed and quantity of processed information)
- Increased productivity
- Supports your business as it grows

### **About Groupe FOCUS**

For over 18 years, the Groupe FOCUS maintains its leadership position in the highly competitive office furniture and commercial sites sectors and more recently in the area of modular architecture. The Groupe FOCUS also offers its clients storage and asset management services as well as 2D-3D CAD design services and professional installation services performed by experienced installers.

### **About Dynacom Technologies**

Founded in Canada in 1990, Dynacom puts its knowledge and experience to develop innovative management software solutions that can be easily customized to meet the needs of any type of business. Dynacom is actively pursuing its international growth, relying on its network of resellers serving the needs of 250,000 business users from all around the world.



**DYNACOM**

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