



# DANIER

www.danier.com

## About Danier:

Founded in 1972, Danier has been manufacturing and retailing for over a quarter of a century, earning international recognition as a leader in leather and suede design. In over 90 stores across Canada, Danier provides leadership in all aspects of leather and suede manufacturing and design.

## Solution:

Microsoft Dynamics™ GP:

- Foundation Series
- Financial Series
- Purchasing Series
- Electronic Business Series
- Payroll Connect

## Benefits:

- Supports future growth
- Ability to add modules
- Can be easily customized
- Ease of use for users

## Partner:



## About Strophe:

*"Strophe is committed to exceeding our customers' expectations by creating a work environment where team members can realize their full potential, thereby ensuring the success of each project."*

The Strophe Group Inc.  
T: 1.866.787.6743  
www.strophe.com

***"If we hadn't done it then, we would have to have waited another full year. That just wasn't possible, because our software wouldn't have been of any use to us for another year."***

Bryan Tatoff, Senior Vice-President & CFO

## Business needs:

Danier's existing software had very limited capabilities. For example, it purged details on historical data every 30 days so hardcopies of data needed to be used for account analysis. As well, the system operated on UNIX terminals, meaning different parts of the financial office were operating on different systems, making data-sharing and record keeping almost impossible.

## Solution:

Danier found itself facing a daunting challenge: replace an entire financial back office, in eight weeks.

*"What we thought was, let's get a good system that we can implement quickly, will produce financial statements for the company and each of our 90 stores, be able to do detailed drill-downs on data, integrate with Microsoft Excel and a third party payroll system, be accepted by the accounting staff and can grow with the company."* Tatoff said.

Using Microsoft Dynamics GP, Danier was able to complete the transition, train its users, and find new uses for historical information, while building a base on which the company will expand its whole reporting structure for years to come.

## Benefits:

Tatoff said a little research has given Danier a look into the future, and Microsoft Dynamics GP will play a key role as the company's financial structure develops.

*"We knew we needed something that could grow with the company,"* Tatoff said. *"The ability to add on modules was key, we like the fact that we can customize it as we need to."*

Tatoff realized that if Danier was going to realize the full effects of the solution based on Microsoft Dynamics GP, it was important that his staff be able to quickly adapt to the system, and use it to their advantage.

During the assessment phase of the project, accounting staff that would be using the system day-to-day were brought in to show them how easy the system was to use and the information that could be provided. This helped get their support and cooperation while preparing them for a major change that would be implemented quickly.

## About Strophe:

*"We don't have a big IT staff, so we rely on our vendors to keep our systems running smoothly. But Strophe is one better than that; we use them to keep the system going perfectly at present, but we also rely on them to let us know what's coming up in the future. They are a key partner in the success of our business."* according to Mr. Tatoff.

The Strophe Group is proud to have contributed to the success of Danier.

