



***“So if you want to see what your sales are going to be and you’re in China, you’ll be able to see that on your handheld. This is only possible because of the Microsoft Dynamics GP platform.”***

Peter Daley, Director, Information Technology, Globe Electric Company Inc.

#### **About Globe Electric Inc.:**

Based in Montréal, Québec, Globe Electric Inc., is one of North America’s largest suppliers of consumer electrical and lighting products. Founded over 70 years ago, Globe has established a strong market presence, supporting 14 product categories that encompass more than 3,000 unique products.

#### **Implemented solutions:**

Globe implemented the following solutions:

- Microsoft Dynamics™ GP
- Microsoft Exchange Server
- Microsoft SQL Server 2000

#### **Benefits:**

- Improved data visibility
- Reduced support costs
- Better interoperability
- Supports future projects

#### **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.”*

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#### **Business needs:**

With manufacturing facilities in Asia and customers across North America, Globe relies heavily on its Enterprise Resource Planning (ERP) software to track a range of business-critical activities such as inventory, customer shipments, purchasing and invoicing. In order to satisfy customers and remain competitive, this data must be made available to key executives as quickly and efficiently as possible.

The company’s aging, Unix-based Progress ERP software system, however, was unable to keep pace with the company’s increasingly demanding business goals.

Globe required an agile, scalable and easy-to-use ERP solution that could integrate with its desktop and server-based applications. The solution also needed to be available over the Internet, and be able to generate critical business data in real-time in a format that could be easily read by anyone in the company ensuring the company could respond more effectively to market challenges.

#### **Solutions:**

After investigating several different ERP packages, Globe decided to implement Microsoft Dynamics GP.

By implementing Microsoft Dynamics GP, Globe ensured data was more easily accessible, enabling the company to make faster, better informed decisions.

#### **Benefits:**

Prior to the Microsoft Dynamics GP implementation, it would take Globe weeks to create reports that could be easily read by company executives, tying up valuable IT department resources and delaying the delivery of business-critical data. By taking advantage of the Crystal Reports Professional feature of Microsoft Dynamics GP, Globe was able to build a customized demand-forecasting reporting tool, enabling executives to quickly view crucial transactional data – something they can now do in a matter of hours, not days.

*“Globe was using technology that wasn’t flexible. They needed to be sure that the software they chose would give them the flexibility they required today, as well as five years from now. It was also critical that the ERP information be easily put into a presentable format for everyone in the company,”* says Marc Otis, senior partner, Strophe Inc., the Québec-based partner that worked with Globe.

Strophe is proud to have contributed to the success of Globe Electric Inc.

