



### About La Cordée:

For the last 55 years, La Cordée has offered a complete range of products for outdoor activities such as hiking, cross-country skiing, snowshoeing, rock climbing, camping, cycling and water sports. La Cordée has three stores in the greater Montreal area, with more than 240 employees.

### Solution:

Strophe, a Microsoft® Gold Certified Partner, installed Microsoft Dynamics™ GP for La Cordée. In addition, Strophe assured the integration of the sales outlet and inventory management system, *Retail-1* from Gemmar, with Microsoft Dynamics GP.

### Benefits:

- Improved inventory control
- Improved control of receiving and stocks
- Improved monitoring of supplier accounts

### Partner:



The Strophe Group Inc.  
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***“We absolutely needed a program that was integrated with our sales outlet system, because that is the cornerstone of our company’s operations. Microsoft Dynamics GP made that possible and Strophe had the know-how to develop the interface according to our needs.”***

Claude Dorval, Chief Financial Officer

### Business needs:

Given the nature of the company, La Cordée definitely needed a solution that could be integrated with their sales outlet and inventory management system. Having had some disappointing experiences in the past, La Cordée wanted a solution that would last for many years.

### Solution:

La Cordée chose Microsoft Dynamics GP because it could be integrated with *Retail-1* from Gemmar, its sales outlet and inventory management system. In addition, Microsoft Dynamics GP offers a high level of control for receiving goods and managing supplier accounts. Finally, the system’s reliability and ease of use were decisive factors in choosing this solution.

### Benefits:

The installation of Microsoft Dynamics GP and *Retail-1* from Gemmar allowed La Cordée to gain better control of its inventory, receiving, stocks and supplier accounts. Invoices and purchase orders are now more easily linked — with more complete information containing fewer errors — because the systems are interrelated. The biggest advantage noticed since implementing Microsoft Dynamics GP is that La Cordée has doubled its sales — without doubling its administrative personnel.

### About Strophe:

In order to complete this project, La Cordée needed more than just an accounting system. As mentioned by Claude Dorval, Chief Financial Officer, “Microsoft Dynamics GP had the technical capability for integration and Strophe had the know-how to develop the interface according to our needs.” La Cordée also appreciated Strophe’s professionalism, the quality of our technical support and other services, and above all, the reliability of the personalized modules and interfaces.

