



UNION
unionltg.com

About Union Lighting & Home

Union Lighting & Home has been both a retail and wholesale supplier of residential, commercial and industrial lighting products since 1914. Over the years, Union Lighting & Home has expanded its offering to include architectural hardware, occasional furniture and a large selection of decorative accessories.

Union Lighting & Home’s customer base consists of general, and electrical contractors, designers, architects, the hospitality trade, national retailers, home builders, property management companies and the public; home owners.

Solution:

When Union Lighting & Home decided to implement Microsoft® Dynamics™ GP with the help of Strophe, it did not expect that the solution would still meet its business needs 10 years later. Over this period, Union Lighting & Home has never doubted it made the right decision, whether when using Microsoft Dynamics GP enhanced functionalities or when upgrading to a more recent version without losing all their previous modifications.

Benefits:

- Scalability and innovation
- Low Total Cost of Ownership
- Transportable customizations when upgrading to a new version of the software

Partner:



The Strophe Group Inc.
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“Union Lighting has made great strides over the past ten years. It is comforting to see that after so many years, Microsoft Dynamics GP and the Strophe team can still meet our ever-changing needs.”

Jean-Luc Roy, Director of Operations

Business needs

Union Lighting & Home is unique in that it operates both retail and wholesale divisions, which means that a simple retail management solution would not have been adequate. A perfectly integrated business management and retail solution was absolutely necessary.

Solution

The first time Union Lighting & Home chose Microsoft Dynamics GP (formerly Great Plains) was in 1999. Of course, the challenges of the day are no longer the same, but Jean-Luc Roy, Director of Operations at Union Lighting & Home, is pleasantly surprised to see how Microsoft Dynamics GP has adapted. The software quickly transformed from an operational management solution to a veritable business intelligence solution.

Benefits

Through its wealth of functionalities, Microsoft Dynamics GP not only demonstrated that it could efficiently meet the constantly evolving needs of clients, but it also laid claim to a low cost of ownership, as customizations can be maintained whenever Union Lighting upgrades to a more recent version of the software. This is one of the reasons that the solution choice was never questioned.

About Strophe

Strophe was one of the first reselling partners of Microsoft Dynamics GP in Quebec. As a Microsoft Gold Certified Partner, they know the product like the back of their hand, which made the customization at Union Lighting even smoother.

Strophe has also been growing during the past 10 years, but its drive to satisfy its clients’ needs has stayed the same. According to Mr. Roy, the Strophe team still exhibits utter professionalism and continues to offer exceptional customer service.

Strophe is proud to contribute to the success of Union Lighting & Home.

