



Success Stories

See how SAP Business One and Forgestik have succeeded in supporting the growth of several companies.

Find out what motivated their choice of ERP system and implementation partner.



A trusted partner of growing SMBs

Forgestik is the ideal partner to help you achieve your business goals with SAP Business One.

Our ERP solutions and IT services provide a reliable, scalable approach to your digital transformation journey.

With over 35 years of experience, Forgestik has been the go-to partner for small and midsize businesses looking to move forward with confidence. As experts in SAP Business One implementation, we offer end-to-end support—from deployment and customization to optimization and ongoing evolution—so you can focus on what matters most: growing your business.

We understand the unique challenges of SMBs and offer ERP solutions designed to help you streamline operations, improve decision-making, and boost profitability.

Trusted by hundreds of customers, and recognized six years in a row as *Best Canadian SAP Business One Partner*, we bring you the expertise, the commitment, and the results you need to make your ERP investment a success.



"We were looking for flexibility, customization and a tool that could provide us with reliable traceability on all our products."

Mark FeDuke
Director of Operations and Regulatory Affairs



ARDO VLM

PRODUCTS AND SERVICES

Distribution of frozen fruits, vegetables and meats

EMPLOYEES

32

www.ardovlm.com

THE BEST BUSINESS PRACTICES WITH SAP BUSINESS ONE

In order to allow the company to evolve and grow, Ardo VLM Foods needed to replace their outdated management system with a new fully integrated platform. The company then called on the expertise of Forgestik, recognized for its expertise in the food sector.

OBJECTIVES

- Optimize daily activities
- Facilitate product traceability
- Reinforce customer service
- Improve financial procedures

WHY SAP

- System change can be quick
- Internationally-recognized and customizable system
- Collaborative, reliable and flexible tool

BENEFITS

- Customization of the solution as many times as possible
- Optimization of product traceability
- Calculation of sales profitability
- Easy adjustments of production in case of contingency
- Reduction of data entry and risk of errors

WHY FORGESTIK

- The quality of the collaboration with its team
- Growth partner
- Offers thorough solutions adapted to challenges



"SAP Business One has become a full member of the company. Without this software, we would not have been able to sustain our growth."

Nicolas Couture
Director of Operations



**INDUSTRIE GASTRONOMIQUE
CASCAJARES**

PRODUCTS AND SERVICES

Food transformation

EMPLOYEES

11-50

www.lechefetmoi.ca

WHIP UP A MASTERPIECE WITH SAP BUSINESS ONE

In search of a more suitable system to optimize daily management, Industrie Gastronomique Cascajares turned to SAP Business One, a solution already in place at its Spanish head office. The choice of the new platform was obvious and natural for Industrie Gastronomique Cascajares.

OBJECTIVES

- Optimize the resources already existing
- Speed up the customer service
- Limit the risk of error due to an old system
- Improve the traceability of the products
- Simplify business process and data management

WHY SAP

- Use of the same solution by the head office, in Spain
- Communication flexibility
- Possibility of adjustments during growth

BENEFITS

- Complete, intuitive and reliable solution
- User-friendly tool
- Easy report production

WHY FORGESTIK

- For its expertise in the food industry
- For its geographic proximity
- For its understanding of the challenges to be met
- For its realistic vision

"SAP Business One represents great value, not only for today, but also for the future, with the confidence that the system will be able to adapt to it, no matter what the challenge is."

Franco Giambattista
President



IMPROVING INVENTORY MANAGEMENT AND OPERATIONAL EFFICIENCY

At the height of the pandemic, the sudden rise in demand further accentuated the limitations of the company's current management system, highlighting the urgent need for a well-designed, easy-to-use and flexible solution capable of supporting the company's rapid growth.

COLIBRI

PRODUCTS AND SERVICES

Import-export of designer furniture and decorative goods

EMPLOYEES

5-10

www.colibrilifestyle.com

OBJECTIVES

- Replace an outdated management system
- Improve inventory management efficiency
- Allow real-time data visibility
- Increase productivity and profitability

WHY SAP

- Robust and reliable solution
- Fully integrated solution to streamline all business processes
- Easy and flexible upgrade
- Accurate real-time data

BENEFITS

- Reduced risk of human error
- Easy scalability to support business growth
- Improved inventory management
- Greater visibility on all business processes
- Reduced administrative and operational costs

WHY FORGESTIK

- Attentive to client's specific needs
- Offers personalized solutions
- Friendly and collaborative culture
- Expertise of each team member
- Results-oriented approach

"Every day, new automations are implemented to improve everyone's work. The alert function makes our processes more fluid because we are notified in real time of failures, which prevents errors."

Milena Tomol
Controller



KEEPING YOUR ERP SYSTEM UP TO DATE TO REDUCE MANUAL PROCESSES

The company's objectives were to optimize its information flow to bridge gaps between departments, allow employees to focus on the highest-priority tasks, reduce errors and increase customer satisfaction, by automating various manual processes related to purchases, sales, and after-sales service.

DURA-LITE

PRODUCTS AND SERVICES

Manufacturing of heat transfer equipment

EMPLOYEES

100

www.duralite.net

OBJECTIVES

- Update the management system
- Automate processes
- Add new features
- Optimize information flows
- Improve monitoring for products under warranty
- Improve after-sales service

WHY SAP

- Robust process automation
- Alert function with failure notifications
- Improved process flow across departments
- Easy scalability to support business growth
- Ease of customization

BENEFITS

- Reduction of risk of human and/or system error
- Enhancement of efficiency and productivity
- Time saving

WHY FORGESTIK

- Professional expertise of each team member and the company as a whole
- Flexibility to adapt to our needs
- Quality of their after-sales service
- Training webinars available to customers



"Using SAP Business One has allowed us to bring our processes to a very high level of performance as well as reducing personnel costs by 30% while maintaining a continuous increase in revenue, number of customers and number of unique items in stock."

David Black
President



SAP BUSINESS ONE: A MANAGEMENT SOLUTION TO SUPPORT GROWTH

Emblemtek has been using the SAP Business One solution since 2005. Originally, the ERP solution was chosen for the sustainability of the software as well as for its ability to evolve and adapt to sustain growth. The needs identified at that time continue to be met by the software today.

EMBLEMTEK

PRODUCTS AND SERVICES

Manufacturer, distributor and service provider of identification products

EMPLOYEES

45

www.emblemtek.com

OBJECTIVES

- Improved profitability
- Straightforward process automation
- Improved real-time decision-making
- Scalability of the management solution

WHY SAP

- Management system designed for SMEs
- Affordable comprehensive and integrated solution
- Robust and long-proven ERP software
- Easy customization to meet new needs

BENEFITS

- Productivity gain
- Reduction of personnel costs
- Better inventory management
- Remains current and user-friendly over time

WHY FORGESTIK

- Long-standing collaboration
- Motivated in participating in the success of its customers
- Availability and listening
- Reactive and efficient support

"The work as such would surely not be possible without SAP Business One. The system is really there to help me with my ordering process, from A to Z."

Kathleen Nelson
Purchasing Manager



**ESTHETIQUE & ELECTROLYSE
CANADA**

PRODUCTS AND SERVICES

Distributor of cosmetic products
and equipment to professionals of
the beauty industry

EMPLOYEES

25

www.eecinc.ca

A SOLUTION TO MANAGE COMPLEXITY AND GROWTH

The need for a new and efficient complete management system seemed obvious, since the company has to deal with an inventory of 4,500 products, 140 brands and 350 providers. A system shift was a way to review the inventory management and the communication between departments.

OBJECTIVES

- Replace an outdated management system
- Improve the inventory management
- Improve communication between departments
- Eliminate the use of paper
- Reduce errors in the shipping department
- Increase the order process of the shipping department

WHY SAP

- Completely integrated and user-friendly system
- Centralization of data
- Multiple functions
- Global effectiveness of the software
- Complete integration with Produmex WMS
- Scalability of solutions

BENEFITS

- Increase of 20% of inventory turnover
- Significant reduction of backorders
- Improved inventory management
- Better and easier access to information
- Almost complete elimination of the use of paper
- Reduced of risk of errors
- Simplified processes
- Increased productivity and time savings

WHY FORGESTIK

- For the availability of all team members
- For their continuous help at each step of the implementation process
- For the quality of their advice
- For their knowledge of management solutions
- For the quality of their software and equipment services

"SAP Business One was an obvious choice in light of SAP's extensive network and tool integration capabilities."

Luc Lauzon
Vice President of Finance and Co-Owner



EUGÈNE CLOUTIER

PRODUCTS AND SERVICES

Manufacturer of moccasins, slippers and mukluks

EMPLOYEES

70

www.eugenecloutier.ca

GAINING SPEED AND EFFICIENCY

The company was struggling with the time required to process and fill orders. This also involved a lot of data duplication. The company started searching for an ERP solution and found the SAP Business One solution. While looking for a supplier to help implement the software, Eugène Cloutier discovered a trustworthy partner: Forgestik.

OBJECTIVES

- Simplify business processes
- Standardize business processes
- Reduce time spent on customer orders
- Improve customer satisfaction

WHY SAP

- SAP partner solutions
- Wide range of integrated complementary solutions
- Complete, accessible and scalable solution

BENEFITS

- Faster processing and reduction of order processing errors
- Automated shipping process and management of carrier shipments, including finding the best rates
- Full traceability of operations

WHY FORGESTIK

- For its expertise with SAP Business One
- For the versatility and availability of the team
- For their technological approach at the cutting edge of the latest trends

"We soon realized that we had the chance to improve our internal processes. We needed to centralize our inventory data to enable better collaboration between branches."

Yves Chouinard
Director of Administration



GROUPE JSV

PRODUCTS AND SERVICES

Distribution of high-quality furniture and decor

EMPLOYEES

60

www.groupejsv.com

CENTRALIZING INVENTORY DATA WITH SAP BUSINESS ONE

With branches across the province and an impressive inventory of over 150,000 products, Groupe JSV wanted to centralize its inventory data, accelerate the order-taking process and increase profitability. When the company's management system could no longer support its growth, it turned to Forgestik, SAP solution specialists, to develop an efficient and user-friendly financial platform.

OBJECTIVES

- Replace an outdated management system
- Accelerate the order-taking process
- Centralize inventory data
- Improve management of non-coded articles

WHY SAP

- Adaptable solution
- Efficient order intake
- Complete and affordable solution
- Real-time information
- Centralization of data
- Time savings

BENEFITS

- Faster ordering time
- Automated ordering system
- Real-time stock monitoring
- Cost and profit margin analysis
- Forecasting
- Non-coded merchandise tracking
- Production of clear reports
- Improved sales/employee ratio
- More effective exception management

WHY FORGESTIK

- For its trustworthiness
- For its experience with SMEs
- For the quality of its service
- For its in-depth technical knowledge



LH IMPORTS

"SAP Business One is synonymous with growth and, above all, continuous growth. Nothing is impossible with this software; there is always a way to solve a problem, always a way to analyze data to learn more about our customers to provide better service."

Jade Merriman
Vice President



DEVELOP NEW MARKETS AND SUPPORT GROWTH

LH Imports owes much of its success to SAP Business One. When the company had only seven employees, it decided early on that it needed a robust ERP system that could support them as they grew. In choosing SAP Business One, the company saw it as a solid foundation to implement internal processes and best practices in every department.

LH IMPORTS

PRODUCTS AND SERVICES

Distribution of high-quality furniture and decor

EMPLOYEES

25

www.lhhome.ca

OBJECTIVES

- Acquire robust software to support strong and continuous growth
- Have a complete view of the company's activities
- Have access to reliable and centralized data
- Increase the daily efficiency of all departments

WHY SAP

- Robust and reliable solution
- Easy to generate detailed and comprehensive reports
- Endless possibilities
- Complete and integrated solution meeting the company's needs

BENEFITS

- Transparency of data between departments
- Tracking of inventory movements and precise location
- Highlighting important information for data-driven decision-making
- Reducing the risk of human error

WHY FORGESTIK

- For the durability of business relationships
- For the great customer support
- For their understanding of the industry needs
- For a partner type approach, based on knowledge exchange



"I really feel like we've made major productivity gains. These gains have allowed us to use our energy to make the improvements that will take the company to a new stage in its growth."

Jacques Lévy
President



A SOLUTION TAILORED FOR A COMPANY GAINING MOMENTUM

Since its arrival in Laval, the company has experienced sustained growth. As the rate of growth accelerates, the shortcomings of the management system used are becoming more and more pervasive. Faced with these challenges, the company moved forward with SAP Business One, an investment to support long-term growth.

LOVATO ELECTRIC

PRODUCTS AND SERVICES

Distribution of electrical products for the automation and control market

EMPLOYEES

15 in Canada, 1,000 worldwide

www.lovatoonline.ca

OBJECTIVES

- Acquire a software solution that will support a strong and continuous growth
- Have a single software to fit all company needs
- Save significant time

WHY SAP

- Full integration between modules and systems used
- Full detailed reports in a few clicks
- System stability and structure
- Integrated Produmex WMS warehouse management solution for better delivery control
- Easy to use

BENEFITS

- Considerable time saving
- Complete and detailed reports
- Reduced risk of human error
- Better inventory control

WHY FORGESTIK

- For their expertise
- For their speed of execution
- For a results-oriented approach

"We can track orders much more efficiently, and the monthly closing of accounts is done in a week less than before. The time saving is obvious."

Sébastien Morissette
Co-Owner



MARCEL MORISSETTE

PRODUCTS AND SERVICES

Distributor of milking
equipment for dairy farms

EMPLOYEES

45

www.marcelmorissette.com

BOOSTING EFFICIENCY OF DAILY OPERATIONS WITH A ROBUST MANAGEMENT SOLUTION

With the steady growth in the company's daily operations, it became challenging to have an accurate overview of operational activities and to effectively manage them. The company needed to replace their obsolete system with a robust management solution capable of integrating all its departments' activities.

OBJECTIVES

- Replace an obsolete management system
- Integrate operational activities across all departments
- Forecast, manage and plan demand for inventory optimization
- Base decisions on real-time data

WHY SAP

- Solid and reliable reputation
- Option of purchasing a permanent license rather than annual renewal
- Compatibility with other software

BENEFITS

- Time savings
- Reduced paper usage
- Simplification of administrative tasks
- Reduced risk of human error
- Reduced inventory variations

WHY FORGESTIK

- Quick response times
- Enthusiasm when facing new challenges
- Expertise of each team member
- Results-oriented approach



"We absolutely needed better inventory control. Since installing a QR code, we now have very precise inventory control, over 99%."

Patrick Quaile
Vice President



PURSUING DEVELOPMENT WITH THE BEST SOLUTION

In the hope of finding the tool that would meet the company's needs, New Roots Herbal proceeded to an intensive research with many suppliers. Its choice fell upon Forgestik, a Montreal-based firm specialized in the implementation of SAP business management solution. The supplier has installed SAP Business One, a solution specifically designed for small and medium-sized enterprises.

NEW ROOTS HERBAL

PRODUCTS AND SERVICES

Natural medication and
health products

EMPLOYEES

124

www.newrootsherbal.com

OBJECTIVES

- Need of a software that allows the company to continually expand
- Improve inventory management
- Have access to precise analytical tools

WHY SAP

- Total module and system integration
- Real-time information
- Possibility of customizing and adding modules

BENEFITS

- Improve inventory control that is now over 99%
- Up-to-date inventory
- Guaranteed product traceability
- Reduction in the risk of errors
- Production of clear and accurate reports

WHY FORGESTIK

- For its understanding of customized needs
- For its clear vision of the future
- For its knowledge in business management tools

"SAP Business One was absolutely required for us to succeed. Moving forward, it will allow us to streamline our business processes and grow more in the future."

Laura Kempling
Human Resources and Administration Manager



SUSTAIN CONTINUOUS GROWTH

Since 2007, the company expanded and became the largest boat repair yard on all of Vancouver Island. To pursue its growth, turned to SAP Business One to help them scale and support their ongoing expansion.

OCEAN PACIFIC MARINE

PRODUCTS AND SERVICES

Full service boatyard, boat repair services and retail marine store

EMPLOYEES

20

www.oceanpacificmarine.com

OBJECTIVES

- Streamline business processes
- Gain visibility into all projects on a daily, weekly, and monthly basis
- Acquire robust software to support strong and continuous growth
- Combine multiple systems and processes into one

WHY SAP

- A complete and integrated solution meeting the company's needs
- A robust, reliable and scalable solution
- Complete operational visibility and control
- Systems integrated into a single platform

BENEFITS

- Greater efficiency when running multiple projects
- Easily scalable to support company growth
- Access to real-time data and cutting-edge analytics for better decision-making
- Streamlined reporting enabling faster administrative, financial and compliance tasks

WHY FORGESTIK

- For being able to quickly adapt to the needs of our business
- For its customized solution option
- For its excellent service and support



"With the optimization of order processing, we are now able to respond more effectively to customer requests. SAP Business One is ideally suited to the company's needs."

Woosung Jung
Vice President



AN INTEGRATED SOLUTION TO SUSTAIN FUTURE GROWTH

The new ERP management system had to both support the automation of specific processes and include a fiscal management module. SAP Business One® was a natural choice for YG-1 Canada, given that the head office had planned for all subsidiaries to eventually operate an SAP solution.

YG-1 CANADA

PRODUCTS AND SERVICES

Manufacturing, sale and distribution of cutting tools

EMPLOYEES

15-20

www.yg1.ca

OBJECTIVES

- Combine multiple systems into one
- Improve management of accounting and financial data
- Benefit from a real-time view of pan-Canadian activities
- Support growth plans

WHY SAP

- Systems integrated into a single platform
- Set of integrated fiscal management modules
- Complete operational visibility and control
- Scalable solution

BENEFITS

- Improved data management
- Reduced risk of human error
- Increased overall visibility on business activities
- Easily scalable to support company growth

WHY FORGESTIK

- Flexible and affordable implementation
- Multi-site implementations supported
- Training provided during and after implementation
- Expertise of each team member

ABOUT SAP BUSINESS ONE

SAP Business One is a powerful yet easy-to-use ERP management system that offers a wide range of features to help small and midsize businesses streamline their operations.

With SAP Business One, businesses can improve their forecasting, inventory management, financials, and customer relations. In addition, SAP Business One offers a wide range of customization options to meet the unique needs of each business.

ABOUT FORGESTIK

ERP solutions experts for SMBs, we support businesses and organizations in the deployment, optimization, and evolution of their management solution.

With over 35 years of experience and offices across Canada and the United States, our team delivers high-quality implementation services and solutions tailored to each business reality.

Forgestik is recognized as a leading partner of both SAP and Sage and has received multiple awards over the years for the excellence of its services.



FORGESTIK

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