

Électrimat: Exceptional Growth with Fidelio ERP

Since its acquisition in 2011 by entrepreneurs Christian Grenier and Mathieu Legris, Électrimat Ltée, an independent distributor and wholesaler of electrical materials and long-standing AD member, has undergone a remarkable transformation. The adoption of Fidelio ERP has played a central role in their modernization and growth strategy, enabling them to achieve an impressive 79% growth over the last three years. Today, the company employs over 120 people over 5 branches and has annual sales of roughly CAD 100 million.

Meeting the Challenges of Rapid Growth

When the new owners took over the company, they faced outdated IT infrastructure that was unable to support their ambitious vision. Manual data entry, inability to support multiple locations and high-maintenance systems all set the foundation for a compelling case for change. "If we wanted to grow, we needed a suitable management tool," explains Christian Grenier, President of Électrimat.

In 2015, they turned to Fidelio, an ERP solution specialized for North American distributors. This choice proved pivotal in supporting their rapid expansion.

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*Christian Grenier
President, Électrimat*



Fidelio ERP Enabled Électrimat to Achieve Its Objectives Thanks to Its Key Advantages

- **Support and ease of adoption:** Fidelio offered tailored support and an intuitive user interface that allowed employees to quickly adopt the system. “The learning curve was short and simple when we opened new branches”, notes Mathieu Legris, Vice President of Sales and Marketing.
- **Features tailored to distributors:** Fidelio ERP perfectly meets the specific needs of the distribution sector, particularly in terms of inventory and sales price management. This allowed Électrimat to track its inventory in real time, keep costs low, and optimize profit margins.
- **Close monitoring of ship & debit transactions:** Using Fidelio, Électrimat was able to efficiently manage multiple ship & debit agreements within the system, which allowed for accurate tracking of profit margins.
- **Ease of opening new branches:** With Fidelio, Électrimat was able to efficiently expand its network by opening new branches while maintaining centralized and effective operations management.

“Fidelio is a real growth driver for us. The system is easy to use and fully meets our needs, which has enabled us to achieve 79% growth over three years, and to open 3 new branches.”

Christian Grenier, President of Électrimat

A Platform for a Promising Future

Today, Électrimat continues to grow thanks to the extensive features of Fidelio ERP. The company has since then implemented new modules, such as Customer Relationship Management (CRM), Warehouse Management System (WMS), and an e-commerce platform that shares the same database as their ERP system. These tools provide dashboards and key performance indicators for even more agile decision-making.

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Are you a manufacturer or a distributor?

Discover the comprehensive functionality and flexibility of the Fidelio ERP system:

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