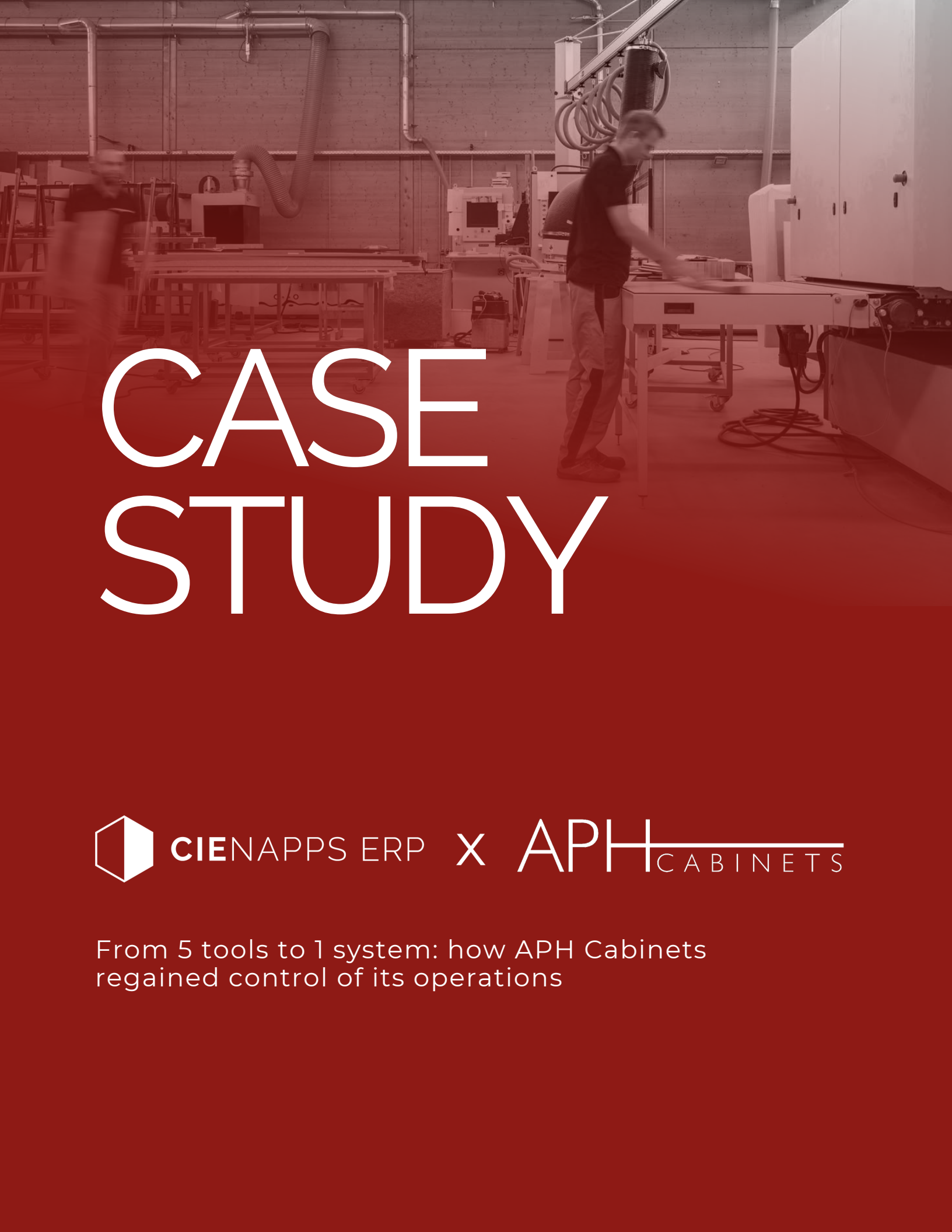




CASE STUDY

 **CIENAPPS ERP** X **APH** CABINETS

From 5 tools to 1 system: how APH Cabinets
regained control of its operations

APH CABINETS

For over 40 years, APH Cabinets has been manufacturing custom cabinetry. Today, the company produces approximately **5 kitchens per day** and serves both **residential clients** (kitchens, bathrooms, walk-ins, etc.) as well as **contractors and property managers**

The initial challenge: fragmented information

Before Cienapps, APH Cabinets relied on multiple tools:

- one for quoting
- one for scheduling
- one for deliveries
- one for installations
- one for purchasing

The result:
scattered information...
and limited control

Daily challenges:



Constant data
re-entry



Risk of missing
information



Inconsistent
data



Time wasted
searching for
information



Difficulty
tracking
projects

The turning point: finding a solution that connects everything

When searching for an ERP, APH Cabinets wasn't looking for just another tool. They were looking for a complete structure. Several solutions allowed them to: create great designs or generate quotes. But none could connect quoting, production, purchasing, and scheduling in a single system.

Why Cienapps ERP? One key reason made the difference: Everything is connected in one system.

Today, the process looks like this:

- Quoting through Cieblink
- Automatic transfer to Cienapps ERP
- Work order creation
- Scheduling: production, delivery & installation

No double entry.

No loss of information.

From 5 tools to 1 system.

Their shift: centralize to gain better control.

The biggest impact of Cienapps was not speed. It was control.

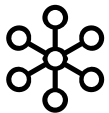
Before:

- Multiple systems
- Scattered information
- Fragmented visibility

Today

- Centralized data
- Real-time access
- All departments connected

Key benefits



One single source of information: Everything is in one place



Less data re-entry: Information is entered only once



Fewer missed updates: No need to update information in 3 or 4 different places



More visibility: Managers know where projects stand, what is happening and who is doing what



“It’s much easier to know where things stand.”

Michael Haineault, Operations Director at APH Cabinets

1

A centralized quoting process

At APH Cabinets, quoting remains an important task. Designing a project still requires thinking, precision and expertise.

But what has changed: **Everything around the quoting process is now structured.**

- Information is entered only once
- It is accessible to all departments
- It no longer gets lost between systems



“We save time on everything around it.”

Michael Haineault, Operations Director at APH Cabinets

2

Moving toward visual quoting with Ciemetric

Today, APH Cabinets uses the Cieblink configurator. But this still involves significant mental effort and a constant question: “Did I think of everything?” (kickplates, fillers, technical details, etc.)

The next step: Ciemetric. To transform quoting into a visual experience with a 3D design that allows full visualization and real-time pricing.

Results: Fewer errors and reduced mental load



“When you can see it, you catch it.”

Michael Haineault, Operations Director at APH Cabinets

3

Simplified growth

APH is growing: Opening a new location and expanding into the contractor market

Internal growth:



Before:

- Installing multiple systems
- Training across multiple tools
- Managing different processes

Today

- One system. One method.



"I install one system, not five."

Michael Haineault, Operations Director at APH Cabinets

Growth on the contractor side:



Before:

- Software installation at
- the client's location
- Training required

Today

- Web access
- Quick account setup
- Online quote requests

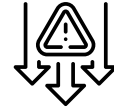
Their results: a solid foundation for today...
and for tomorrow



Centralization: All data
in one system



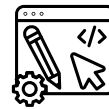
Control: Full visibility
for managers



Consistency: Fewer
errors, fewer missed
updates



Growth: A structure
that scales easily



Future: Ciemetric to
further simplify the
quoting process

Conclusion

APH Cabinets didn't just implement an ERP. They built a structure.

A structure that connects their operations, reduces friction and supports their growth.