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OW CAN A COMPANY MAINTAIN **exemplary service**
 WHILE EXPERIENCING **large growth** IN A BOOMING INDUSTRY?

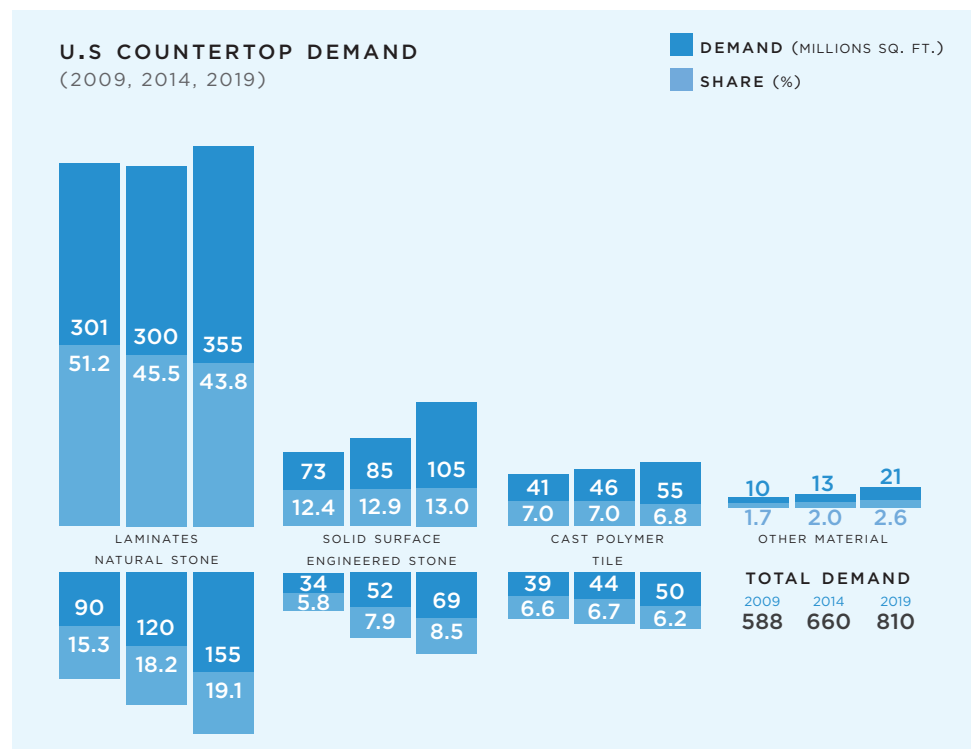


THE FACTS

From the corner office to the kitchen table some of our most important conversations and moments happen around our countertops. Many of us have taken to beautifying those countertops with materials befitting their importance in our lives with the use of natural stone, granite, quartz, corian and other materials Empire Countertops has been a part of this \$6 billion industry¹. Demand for countertops in the US is forecast to increase 4.2 percent per year to 810 million square feet in 2019, valued at \$29.3 billion.

The Countertops study, released by The Freedonia Group late last week, estimates natural stone reaching closer to a one-fifth share - 19.1% - of a 810 million ft.², \$29.3 billion countertop market in 2019, ranking second only to a 43.8% demand for laminates. Operating in the booming cities of San Antonio, Austin, Dallas and Fort Worth, Empire has built a 25-year reputation based on excellent

people dedicated to exemplary service. Being equipped with state-of the-art countertop fabrication technology allows Empire's 80,000+ square foot facilities to handle everything from the simplest jobs to those requiring CNC or water jetfabrication. Empire's two 3,500 square foot design centers are where ideas come to life². Maintaining a large inventory of over 100 colors of various natural stones at their Pilot Point and Austin showroom locations, combined with the aforementioned excellence in design enables Empire to provide a higher level of service than their competitors.



AHA MOMENT Empire Countertops realized that having multiple locations, design centers and a varied inventory required a robust solution that connected its sales, accounting and inventory. By maintaining a higher inventory level, Empire customers would have a large selection to choose from, creating a competitive advantage in their ability to meet the varied nature of customer demand and deliver a higher level of service. But reliable real-time reporting of their inventory in particular was a way to maintain and highlight this primary competitive advantage.

SUCCESS Gimbal Logic, a Salesforce ISV partner, is not a merely a software implementation or application developer, but a company comprised of business people with deep expertise in manufacturing, distribution, accounting, and the experience of growing companies from the ground up. Our unique analysis begins with understanding your business, not trying to push software or services, but rather building solutions that make your growing business easier to manage. This approach results in a customized solution for your business, tailored for your success, with an eye towards managing cost.



Countertops come to life in Empire's two 45,000 square foot manufacturing plants located in the DFW Metroplex and Austin. Their substantial commitment to product inventory means they can meet the demands of homeowners and builders both large and small.



Gimbal Logic helps companies navigate the bridge between great software and a great business. Many companies that choose to work with Gimbal Logic do so because they have outgrown their current systems, whether it's a legacy ERP or a home-grown mixture of spreadsheets and databases. They are looking for a software solution that will facilitate ongoing growth, and bring their business to the next level. They can't withstand the implementation a software solution that will bog down their business and hinder their growth, and at the same time they can't lose track of inventory, operational workflows, and the bottom line for the sake of growth. Sold on moving their software to the cloud, most companies know they need the right combination of software technology and business process in order to achieve that growth, but many implementation consultants are focused on the technology exclusively, relying on the client to define a process.

Gimbal Logic's approach is business focused, enabling a solution that facilitates your growth while guarding your bottom line.

Gimbal Logic builds and implements low-cost cloud-based solutions for mid-size companies in the manufacturing, construction, and professional services industries. Gimbal offers 100% salesforce native all-in-one solutions and applications for accounting, enterprise resource planning, inventory management, and workflow automation.



Empire Countertops is headquartered in Austin, TX and specializes in the fabrication and installation of granite countertops, as well as quartz, marble, Corian, and solid surface materials.

Gimbal was able to understand our business processes quickly and was able to recommend and design cost effective solutions that met and in many cases exceeded our expectations. Choosing Gimbal for our IT and Accounting system implementation was the best decision our company has made. Their team designed and customized Salesforce platform that addressed all of our company's needs at a very reasonable costs. They always evaluated our business requirements using cost benefit analysis and significantly reduced overall costs of the implementation. I highly recommend Gimbal Logic for your next Salesforce / ERP implementation project.

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BUSINESS OPERATIONS MANAGER, EMPIRE COUNTERTOPS

¹www.forbes.com/sites/stephanefitch/2010/11/23/granite-countertop-craze-has-cost-u-s-more-than-gulf-war/#488548ff4c73

²www.stoneupdate.com/news-info/latest-stuff/930-u-s-countertop-market-annual-growth-4-2

³empirefab.com/granite-countertops/why-us/