

A New Dealer Desktop

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School of Business, IT & Management**BACKGROUND:**

Sunspace Modular Enclosures (Sunspace) is a manufacturer and supplier of customized sunrooms. Sunspace had an existing in-house proprietary software application called Dealer Desktop used by its dealers and employees in the design and production of modular sunrooms. In collaboration with Durham College, Sunspace sought to improve the functionality and robustness of the current Dealer Desktop to meet the demands of today's sophisticated and web-connected customers through the integration of various Sunspace software systems, creating a strong enterprise resource planning (ERP) software.

OBJECTIVES:

- Full revision of Sunspace's proprietary software.
- Integration of Dealer Desktop and inventory management.
- Integration of Dealer Desktop with accounting software.

OUTCOMES:

The new system allows Sunspace to process more orders as well as improve the time it takes to fulfil each order. This will allow Sunspace the opportunity to increase its dealer network while doubling the retention rate of existing dealers. Sunspace expects this opportunity to translate into a 10 per cent expansion of its dealer base each year and a 10 to 15 per cent increase in sales overall.

ONTARIO CENTRES OF EXCELLENCE (OCE):

OCE drives the development of Ontario's economy by helping create new jobs, products, services, technologies and businesses. In partnership with industry, OCE co-invests to commercialize innovation originating in the province's publicly funded colleges, universities and research hospitals.

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