



Pacifitech

SHARING SUCCESS



Streamlining Operations and Empowering Teams with Pacifitech Solutions

Inspired by the elements,
Kamik crafts durable, quality
products that allow their customers
to embrace being outdoors



CUSTOMER

Kamik

INDUSTRY

Manufacturing

SYSTEM

Sage 300 | Pacifitech AP Automation including
Workflow & Notifications, PW-Web & the
Pacifitech-GO App

Founded on Montreal’s south-shore in the 1890s, Kamik has been committed to Canadian manufacturing for over a century. They believe in being responsible corporate citizens and their factories in Quebec, Ontario, and New Hampshire, have allowed them to focus their efforts on innovation and finding new ways to create a more sustainable product.

With operations spanning Canada, Europe, and the USA, Kamik has maintained its legacy of quality while continuously evolving to meet modern business challenges.

THE CHALLENGE

Kamik’s accounting team, led by Rimma Chaidoullina, faced significant challenges in managing workflows and approvals across multiple locations. Traditional processes were time-consuming, inefficient, and reliant on paper-based systems, which limited visibility into financial data and budgets. Additionally, remote work was nearly impossible due to the lack of digital tools, further impacting team productivity.

“We used to deal with manual, paper-heavy processes. Employees were frustrated, and the lack of real-time access to data meant lost time and missed opportunities for efficiency.”

Rimma Chaidoullina.

THE SOLUTION

After a comprehensive evaluation of numerous leading products, Kamik chose Pacifitech’s integrated solutions to streamline and digitize its financial workflows. The Sage Business Partner, Ascend worked closely with Pacifitech and delivered a seamless solution that works natively with Sage, enabling:

- » Automated approvals and workflows
- » Digital access to financial data
- » Real-time reporting tools

- » Improved visibility into budgets and expenses
- » Time Saving Vendor Invoice Data Entry
- » Remote Access from Browser & Mobile Phone App

From the outset, Kamik’s team was impressed by Pacifitech’s proficiency. “It wasn’t even a big decision to choose Pacifitech,” Rimma noted. “The solution integrates so seamlessly with Sage that users don’t even realize it’s developed by an ISV partner.”

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IMPLEMENTATION AND RESULTS

The implementation process was remarkably smooth. Over one weekend, Kamik went live across three companies simultaneously. The teams worked closely together, ensuring that every detail—from approval workflows to cost centers—were meticulously set up and ready for the Monday morning.

Rimma added “The communication was exceptional. Whether it was a weekend or late evening, we had solutions from the Ascend & Pacifictech teams by morning. It was true teamwork.”

KEY BENEFITS

Seamless Remote Work	Kamik’s team can now access financial data and approve invoices remotely, removing the need for paper-based processes.
Improved Control and Visibility	Pacifictech’s workflows empowered managers with real-time visibility into budgets and expenses. Approval processes are now streamlined, and team members feel confident and in control of their responsibilities.
Efficiency and Cost Savings	Kamik reduced audit costs and improved collaboration with external consultants. Their tax consultant highlighted significant time savings and reduced fees thanks to Pacifictech’s solution.
Empowered Employees	The digital transformation has positively impacted employee satisfaction and well-being. Team members now work with modern tools, eliminating outdated systems and boosting morale.
Scalable Solution	Kamik plans to expand its use of Pacifictech’s tools, starting with indirect purchasing workflows and later incorporating procurement for materials. “The solution is a door opener for us, and we know Pacifictech has the capabilities we need for future initiatives.”

THE CONCLUSION

Looking ahead Kamik’s journey with Pacifictech is far from over. With a well-managed, phased approach, Kamik is implementing Purchasing Workflow to streamline the Purchase Approval processes.

Kamik’s partnership with Pacifictech has transformed its financial processes, delivering tangible benefits: improved control, cost savings, and empowered teams. As Kamik continues its journey, Pacifictech remains a trusted partner, enabling future growth and innovation.

“Our team is excited about what’s next. Pacifictech’s tools are game-changers, and with more training, we’ll unlock even greater efficiencies.

We’re very satisfied with our choice to partner with Pacifictech. This is just the beginning of our journey.”

Rimma Chaidoullina.

Corporate Controller, Kamik Montreal, Quebec, Canada



Pacifictech

Pacifictech has a long and successful history as a Sage ISV Development Partner, developing Sage 300 solutions that enhance the functionality and capability of Sage 300.

Pacifictech is a Sage Intacct MPP and is developing innovative solutions for Sage Intacct.

Visit our website www.pacifictechsol.com for further information on products and services that Pacifictech provides to the Sage communities around the world.

Sage Tech Partner

Tech Partner of the Year – Sage Australia/Pacific 2024

Top Revenue Tech Partner – Sage Africa/ME 2022

Top Development Partner – Sage Australia/Pacific 2021 | 2020 | 2015 | 2014

Sage Global Development Partner of the Year – 2009

Top Development Partner – Sage Asia 2008

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