



5 digital trends: The Future of the Building Supply Industry

The building supply industry is undergoing a digital revolution, where the strategic use of technology unlocks future growth and long-term competitiveness. Today, efficiency, customer experience, and sustainability are not just priorities they are powered by digital solutions that have become the driving force behind leadership decisions and business success.



THE FUTURE OF THE BUILDING SUPPLY
INDUSTRY:

Strategies for Growth Through Digital Transformation and Software Solutions



The building supply industry is entering a new era, where the demands for efficiency, flexibility, and adaptability are intensifying. To meet these challenges while seizing the opportunities of a digital world businesses need strategic planning, streamlined processes, and the right digital platform. It's not just about surviving in an increasingly competitive market, but about creating true strategic advantages

At EG, we see the future as a synergy between strong strategic priorities and innovative technology solutions that will elevate the industry to new heights. By focusing on key areas such as IT infrastructure, standardization, scalability, value chain integration, and supplier collaboration, timber merchants and building supply retailers can build a robust and future-proof platform. In the following, we present five trends that in our view will define the future of the building supply industry.



TREND

#1

Centralized IT Infrastructure Ending the Silo Mentality

The building supply industry often struggles with inefficient and fragmented IT solutions that create silos and limit business growth potential. The lack of alignment and integration across departments makes it difficult to adapt to market demands and deliver a seamless customer experience.

The solution lies in a centralized IT infrastructure that eliminates complexity and unites the organization on a single platform. This enables faster implementations, better use of resources, and greater agility in adapting to changing needs. A unified IT structure also makes it possible to reduce operating costs and increase efficiency by removing the dependency on individual systems across different departments.

Our solution for the building supply industry is called **EG Fabri**. It provides businesses with a future-proof platform that connects departments, strengthens processes, and enhances the customer experience. By working with one unified platform instead of multiple small applications, internal IT expertise can be utilized more efficiently for continuous development, implementation, and operations. A centralized IT structure minimizes complex operational challenges and frees up management to focus on strategic goals rather than day-to-day IT operations.



TREND #2

Why Industry-Specific Technology is Gaining Ground

The building supply industry often faces challenges with inefficient IT projects, delays, and budget overruns. In particular, the lack of documented processes and standardized solutions makes it difficult to ensure quality and efficiency across the organization.

With industry standards and proven solutions at the core, companies can minimize risk, eliminate errors, and streamline processes. Reliable, well-documented solutions give management the confidence to make faster, smarter decisions — ensuring greater efficiency that customers will notice in the final product.

EG Fabri is the ERP solution built for the building supply industry. With embedded best practices and pre-documented processes, it's easy to implement, simple to operate, and designed to deliver results from day one. Thanks to its proven foundation, EG Fabri minimizes implementation risk and accelerates the path to business value.

The solution makes it easy to automate and standardize operations, strengthening both internal business processes and the experience for employees in building supply stores as well as end users — including contractors, tradespeople, and DIY customers. For management, this translates into greater efficiency and significant cost savings, while the entire organization benefits from optimized, risk-minimized operations.



TREND
#3

Scalable SaaS Solution with Flexible Modules

Many building supply companies struggle with rigid IT solutions that cannot scale with the business. This creates major challenges when expanding into new markets, increasing capacity, or introducing new services. The issue is particularly evident in the building supply industry, where change and customer demands evolve at a rapid pace.

A scalable SaaS (Software-as-a-Service) solution provides both flexibility and future-readiness. Continuous updates ensure that businesses stay ahead of technological advancements, while a modular approach makes it easy to add features and adapt the system as needs evolve.

With **EG Fabri**, companies gain a SaaS solution that grows with them. Its scalable architecture supports expansion into new markets and departments, while regular updates keep systems up to date. This means businesses are always running on the latest stable version reducing the need for heavy upgrade projects and minimizing disruptive downtime. The result is a solution that is cost-effective, flexible, and above all, secure.

Security is also a critical factor to consider. With EG Fabri and SaaS, software updates can be rolled out continuously, helping minimize the risk of cyberattacks, closing vulnerabilities that hackers could exploit, preventing malware intrusions, avoiding data breaches, and ensuring sensitive information remains protected.

At the same time, SaaS provides greater agility and adaptability in meeting evolving regulatory requirements for IT security including GDPR, data privacy, and other technical and organizational safeguards.



TREND
#4

Seamless Integration of the Digital Value Chain

The entire construction industry and its supply chain are undergoing transformation driven by increased digitalization. A lack of integration between systems and stakeholders in the value chain creates bottlenecks, inefficiencies, and greater risk of errors. As a result, construction companies struggle to achieve the seamless and streamlined operations that are essential in such a highly competitive industry.

Integrating the digital value chain ensures that all systems work seamlessly together — from suppliers to end customers. A connected value chain reduces waste, optimizes resources, and enables faster responses to market changes.

One example of the benefits of a tightly integrated digital value chain is when a contractor on-site needs to order materials. With direct access to the building supplier's digital solution, product search, price calculation, quotation, order placement, fast processing, and delivery all run smoothly and without friction.

EG Fabri makes this value chain integration possible by connecting seamlessly with existing systems and creating a continuous data flow across functions and departments. This supports the need for efficient, error-free operations that benefit both internal business processes and the customer experience.

The result of a strong digital solution is enhanced collaboration and increased customer loyalty — especially within the professional segment — where the right technological platform builds preference, reduces administrative workload, and boosts end-customer satisfaction.



TREND #5

Supplier Strategy: Building Strong Partnerships

A strong supplier strategy is essential for the future of the building supply market. By choosing an experienced supplier with deep insight into the industry's unique business model, challenges, and specific needs, companies can leverage best practices and proven solutions to their advantage.

On the other hand, unclear partnerships and a lack of strategic supplier choices can result in delays and inefficient implementations. This can not only be costly but also significantly slow down projects and create disruption within the organization.

Without a well-considered supplier strategy, companies risk ending up with solutions that fail to support their long-term goals. In fact, they may find themselves unable to change direction — even when it's clear they are on the wrong path.

As a partner with deep industry expertise across the Nordic market, **EG Fabri** offers more than just software. EG takes a strategic approach that helps companies navigate complex implementation processes and build long-term solutions that support growth and efficiency.

We work with a transparent and well-structured product roadmap, providing clear insight into ongoing and upcoming projects. As a result, implementation projects run smoothly — with low risk, high efficiency, and continuous strategic guidance from EG.

The Platform Shaping the Future of the Building Supply Industry



By anticipating these five trends, the building supply industry can take the lead in a digital future where technology and strategy go hand in hand to drive growth and competitive advantage. In a world of complex challenges and endless digital opportunities, choosing the right technological platform and partner will be crucial to shaping the future of the building supply market and meeting customers' ever-growing expectations.

EG is a trusted strategic partner in the digital transformation of the building supply sector, backed by more than 100 dedicated developers and industry consultants. With our advanced ERP solution, **EG Fabri**, we deliver a future-proof platform built on the renowned ASPECT4 system and over 40 years of industry experience in the Nordic market.

EG Fabri is not only designed to meet today's demands in the construction and building supply industry but also to set the standard for what modern software can and should — deliver in the future. The solution empowers the industry to navigate and grow in a market where efficiency, flexibility, and strategic innovation are key to becoming the building supply market of tomorrow.”





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