



"I started working with 2020 Design in the mid 90's and I have never stopped." —*Daniel Pineault*

RENDERED IN 2020 DESIGN

## 2020 Customer Spotlight

Daniel started in the industry over 20 years ago to provide an improved service to his clients. His goal was to reassure clients about their design choices and increase confidence in the buying process. This was achieved through offering 3D visualisation of their spaces prior to committing to the purchase.

Initially, Daniel only offered design services. With the growth and success of his business, he opened a showroom and offered an end-to-end service—from design to installation—after learning that his clients had difficulty finding manufacturers to execute his intricate designs.

His initial challenge as a designer was building 3D designs at a time 20 years ago when sophisticated technology was not prevalent. Over the years, the 2020 Design software has improved dramatically as have computers. This enabled Daniel to provide a superior service to his clients and, in his way, set a standard for the cabinet industry in Quebec's Eastern Townships. "Today, 90% of cabinet retailers in the region work with 2020 Design."



### About the Designer

**Daniel Pineault**

PINO Concept, Sherbrooke (QC)

**Favorite Color:** Blue

**Favorite quote:**

"Do the work remarkably well or do not do it at all."

[2020spaces.com/Customers](https://2020spaces.com/Customers)

# 2020 Customer Spotlight

## Working with 2020

“I started working with 2020 Design in the mid 90’s, and I have never stopped,” says Daniel. He chose to work with this software because of the realism of the renderings as well as the simplicity it offers when drawing cabinets.

Starting off as a beta tester, he had a very positive experience with 2020 Design, as well as the support team. “I was a beta tester in the past, an experience that I would gladly renew. The support team did an exemplary job resolving any problems I encountered.”

With the arrival of virtual reality headgear, the 360° panorama view offered by 2020 Design is a key player in the growth of his business. A second feature that has been beneficial is the SketchUp integration with 2020 Design. This allows Daniel to create pieces that do not exist in the catalogs. Although he regularly uses industry catalogs, he has also built his own catalog over the years.

Learn more about PINO Concept on their [Facebook](#).