

Cieszyn, June 5th, 2014

REFERENCE LETTER

for **Comarch ERP Mobile Sales** system

delivered by KSIBB PL company from Bielsko-Biała - COMARCH's business partner of many years'
standing

Established in 1988, **LAKMA Sp. z o.o.** company specializes in several business sectors: broadly understood construction chemicals, insulation systems, domestic detergents and professional detergents. It operates in Poland and European Union countries. When producing and supplying the markets with its products, innovativeness, quality, ecology are of special importance to Lakma, owing to which its products are environment friendly, effective and comfortable to use. The company has a modern machine tool stock which constantly develops, whereas a perfectly equipped laboratory guarantees high quality of the offered products. Lakma Zone has an organized and developed distribution network of its products all around the country and its developed network of own sales representatives ensures development of sales in all the regions of Poland.

A variety of offered products, a dynamically developed market and a widening territory we are arriving in with our product offer required deployment of an ergonomic solution which, at the same time, would provide mobile employees with access to current product offer and up-to-date data and thus would streamline their work, whereas decision-making persons would be able to control actions being performed. Wanting to combine these aspects, LAKMA has deployed Comarch ERP Mobile Sales application on its mobile devices, which cooperates with already used Comarch ERP XL system integrated with a production software implemented by KSIBB.PL company from Bielsko-Biała.

Owing to **Comarch ERP Mobile Sales**, the sales representatives who use the application in their daily work always have access to full product offer, current promotions and a list of customers along with information on their potential open dues. When processing particular elements of a **business appointment**, employees may in detail register the actions performed as regards both documents being issued and the information obtained during a meeting with a Client by filling in a **questionnaire, competition report, presence report** and the possibility of **taking a photo**. The application has additionally a very nice tile main menu as well as a user-friendly and intuitive interface, which makes it easier to navigate through the application.

I absolutely recommend Comarch ERP Mobile Sales application for Android platform.

Best regards,