

Płochocin, June 8th, 2015

REFERENCE LETTER

BERDA company is a distributor of automotive and industrial products. We have been on the market of lubricants, operating fluids and broad car care products since 1990. The achieved market position allows us to comprehensively supply gas stations, motor vehicle services, auto parts stores and wholesalers, transport companies and industrial plants with highest quality products of well-known companies. Our product offer covers over 2000 items owing to which we are satisfying the needs of automobile market as well as industrial sector and agriculture. We operate in the following regions: Mazovian, Łódź, Podlaskie, Lublin and Kuyavian-Pomeranian.

A variety of products offered on a relatively vast market has reassured our decision on integrating the system we use in the Headquarters for stationary work with a solution which would enable working also outside of the company's place of business. Therefore, we have integrated **Comarch ERP XL** system with a mobile application **Comarch ERP Mobile Sales**.

Comarch ERP Mobile Sales application accompanies our sales representatives in their daily work. During a meeting with customers, our mobile employees **verify the balance of a customer's payments** as well as **stock level** both in **basic units of measure** (liters) and in **additional units of measure** (pieces). Their priority task is **issuing orders**. When adding a document with the use of the mobile application, a sales representative has **access to full product offer**, including **product description, image, current price, stock level**. An important information that a sales representative has also access to during a meeting with a Client is the **preview of historical transactions conducted with a given customer**. By using of that historical data, a given employee may quickly **add, copy a document in a single batch**, which is useful **when a Client wants to order the same products as last time**.

I absolutely recommend Comarch ERP Mobile Sales application. It proves itself true in performing the work of a sales representative who, thanks to this intuitive solution, has access to full product offer with a current stock level and price and thus may efficiently add new orders based on that data.

Best regards,