

## REFERENCES

HYDROEXPRESS is a dynamically growing company operating in hydraulic and sanitary products business. It is characterized by innovative approach to customers, expressed through delivery of top-quality products in the shortest time possible. Our customers receive the highest quality of service provided by means of fast logistics, professional advice and very attractive commercial conditions.


In 2012, in order to meet high expectations of our customers, we decided to deploy a new ERP system. The most important area of our activity is sales conducted by sales representatives. When selecting a system, we paid particular attention to possibilities and method of integrating mobile application with central ERP system.

Comarch ERP XL together with application for sales representatives: Comarch ERP Mobile Sales for Android platform satisfied our requirements. Comarch SA provided us with applications which cooperate with each other naturally. Information registered in the Headquarters is automatically reflected in the mobile application, owing to which information such as: item forms or discount policies are entered once and therefore, mistakes are avoided when issuing orders or invoices. Selecting applications delivered by one manufacturer – Comarch SA – has also reduced costs of maintaining the whole installation.

Intuitiveness of Comarch ERP Mobile Sales application allows us to train new sales representatives in a fast manner and the ergonomics of work and user-friendly interface positively affect their satisfaction in daily work. Deploying technologically advanced mobile application enabled increasing efficiency and effectiveness of sales representatives' work, building at the same time the image of modern and dynamically growing company among our customers.

Possibilities of the application which are highly appreciated by our sales representatives are: effective forms of presenting items, up-to-date information about stock levels, preview of customer payments and fast issuing of order during visit at customer's premises. It must also be mentioned that the manufacturer – Comarch SA – quickly responds to our suggestions and each new version of the application provides new enhancements and functionalities.

We definitely recommend Comarch ERP Mobile Sales application for Android platform as a tool effectively supporting the work of sales representatives.

  
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