

REFERENCE LETTER

OLIMP LABORATORIES® Sp. z o.o. is one of the biggest manufacturers of dietary supplements and sports nutrition products in Poland as well as leading manufacturer in Europe and in the world. Assortment of the company includes over 600 items produced in form of pills, capsules, powder concentrates and liquids. The company releases a dozen of new products each year in accordance with customers' needs and taking into account current nutrition trends and scientific developments in the field of human nutrition and manufacturing technology.

Our main goal is to take care of the highest quality of offered products and our customers' satisfaction. We apply the quality policy to all areas of the company's activity. We also pay attention to the manner and quality of provided customer service.

Wide range of offered products, dynamically developing market, changing expectations and habits of customers as well as expanding territorial scope we cover with our offer required implementing ergonomic IT solution. Wanting to connect all aspects we care about the most, we decided to deploy in our company a mobile solution for our Sales Representatives – **Comarch ERP Mobile Sales** in cooperation with **Comarch ERP XL**.

Comarch ERP Mobile Sales mobile application provides wide range of possibilities our mobile employees take advantage of in their everyday work. Access to **up-to-date data about customers, their payments and items**, effective processing of visits or adding orders are only exemplary functionalities which translate into efficiency of Sales Representatives. As far as the mobile application is concerned, there is no way not to mention the functionalities which were attained through modification of standard solution during deployment. Owing to them, a single Sales Representative is able to provide service for two companies included in Olimp Laboratories capital group. The representative **issues sales orders for products sold both by Nutrifarm and Olimp companies**. Then, at the stage of sending such order to the Headquarters, it is divided into two parts and processed within relevant company. Moreover, the representative may **preview: payments, order processing stages, issued invoices and stock levels in both companies**.

Olimp Laboratories Sp. z o.o.

Nagawczyna 109c, 39-200 Dębica, Poland Tel. +48 (0) 14 681 90 20, fax + 48 14 681 90 21, infoline: 0801 19 42 42
NIP 872-20-76-235, Regon 691532279, PEKAO SA no. 25 1240 4764 1111 0000 4865 9002

NR KRS 65402 registered in District Court in Rzeszów, XII Commercial Division of National Court Register
Shared capital amount: 3 898.500 PLN

The deployment allowed also for **processing of orders by distributors**. A Sales Representative submits order which should be processed by Olimp Laboratories distributor and then, the representative is able to **track progress of such order processing**. Support for that process is enabled by integration with Kamssoft company platform, which was provided by Comarch SA.

A very important feature that Representatives take advantage of is **tracking the shipment status**. An employee previews directly from the mobile application level the **current shipping status of orders he or she collected** by means of going from order preview in Comarch ERP Mobile Sales directly to the website of dispatcher handling the shipping.

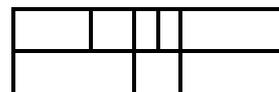
Reports available in the application deliver very important or even essential information to a Sales Representative. Owing to the reports, a representative has on-going access to summaries concerning his or her current work, which directly affects the motivation for constant increase of daily work effectiveness. It is worth to mention: the report including customers who have not made purchases within given period of time, subtotal sales value for a given customer, a statement of assortment sold by a representative or the report presenting commission earned by a sales representative.

We definitely recommend Comarch ERP Mobile Sales mobile application. The wide range of functionalities available in the standard version along with possibility to adjust it to the character of our work at the deployment stage provides us with a comprehensive and professional solution for Sales Representatives.

Best regards,

KIEROWNIK
DZIAŁU FARMACJI

Mirosława Geldner



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