



Chalupki Dębniańskie 06-02-2012

EXPU**REFERENCE LETTER**

TEXPOL Sp. z o.o. is a production-trade company operating in Southeast Poland offering to its customers and vendors over 12 thousand items of metal-industrial sector's assortment. Richly diversified product assortment is addressed both to metal wholesale and stores, building depots as well as trading, service and production companies.

Great impact on the development of TEXPOL Sp. z o.o.'s distribution channel has a network of sales representatives. Unfortunately, technological restrictions of the application, which previously supported the work of sales representatives, inclined us to start looking for new options and new IT solutions, which would enabled us to implement a dynamic development strategy.

In response to our needs, COMARCH company suggested cooperation within deployment of its new application COMARCH Mobile - Mobile Vendor on the Android platform. COMARCH company was collaborating with us already in the application designing stage, owing to which our suggestions were included as early as the first application version was released.

Intuitive and speed of application operation was what we wanted the most and we got it in the new application COMARCH Mobile - Mobile Vendor. Filtering of over 12 thousands items, which is extremely essential when issuing a document, works very quickly. Enhancing of fast product search with new options, such as voice search has contributed to increased flexibility and performance of Sales Representatives.

The intuitive aspect of the application enabled us to quickly train our Employees, whereas touch work (previously, Sales Representatives were using a stylus) has accelerated the issuing of documents and has improved the comfort of work on devices.

The option of previewing images and full information about products help us in turn establish even better relations with our Customers.

COMARCH Mobile Mobile Vendor is naturally integrated with COMARCH CDN XL - all data used by the application is retrieved directly from COMARCH CDN XL system. Owing to integration provided by COMARCH company, once registered information in the system is available in many sales channels, including also Mobile Vendor.

Deployment of Mobile Vendor application in TEXPOL company allowed us to:

- increase the number of daily issued orders
- reduce the time of customer service
- increase effectiveness and volume of sales of Sales Representatives (e.g., thanks to the option of presenting images during business appointment, searching quickly for products)
- reduce the number of incorrectly issued orders
- increase satisfaction of Sales Representatives working with the application

We recommend COMARCH Mobile - Mobile Vendor as well as cooperation with COMARCH company to each company who wants to optimize and streamline the functioning of its Sales Representatives' network.

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