

REFERENCE LETTER

Winery from Suwałki Limited Liability Company was established in 1994 in Suwałki. The winery produces fruit wine beverages made from fruit juices as well as apply wine.

Due to the specifics of our production which sales is imposed of excise duty, the key aspect in our business is ongoing accounting of stock levels of all the products as well as up-to-date information on the sales of those products. Each production day is meticulously accounted by us on a current basis. Stock levels and turnover must agree with the documentation and a day cannot be ended if something is not compliant with the current state. Previously used IT system had a lot of weak points and calculation of returnable packagings was very complicated. The system in question did not have the option of controlling current inventory at the right level, either. All these factors brought us to making a decision concerning system change. We were looking for a system which would allow for efficient stock levels control and would offer a solution cooperating with data collectors, which in turn would enable accounting of production warehouses on a current basis. We also wanted to resolve the problem relating to returnable packaging turnover and to be able to calculate real production costs.

Inclined to combine the aspects which were of particular importance to us, we chose the software offered by Comarch SA. We had **Comarch ERP XL** system deployed in cooperation with a mobile application **Comarch ERP Mobile Warehouse** by a partner company SETUP from Suwałki. We use the following modules within the ERP system: Administrator, Accounting, Fixed Assets, HR & Payroll, Production, and Sales. Owing to a wide range of functionalities provided by Comarch ERP XL system, accounting of deposit-charged packagings has become very simple. Moreover, we are always up to date with information on deposit-charged packagings in our warehouse and at our customers. The Production module, on the other hand, calculates our real production costs of each product lot.

We use the mobile application **Comarch ERP Mobile Warehouse** to **take receipt and release our product assortment from a warehouse**. All manufactured assortment is smoothly received in a warehouse with the help of Mobile Warehouse application installed on a specially prepared workstation equipped with a touch screen. **Release of goods** for sale is, on the other hand, registered with the help of **data collectors**. By deploying the system and the mobile application, and using of data collectors, we are now able to **fully control stock levels of our products on a current basis**.

With Comarch software, functioning of our Winery has been significantly improved. Being responsible for the entire enterprise, apart from income generation activities for our Company, the most important issue to me was organizing all the factors affecting directly thorough accounting of sales of the products imposed of excise duty. Owing to Comarch ERP XL software and Comarch ERP Mobile Warehouse application as well to involvement of the implementation engineers from SETUP company, who prepared a number of work-supporting statements, reports and filters and trained also our employees, I must call it a success and admit that it was the right decision.

Since the implementation of Comarch ERP XL system, I sleep well at night and am not worried about employees not being able to properly close day end. And owing to Comarch ERP Mobile Warehouse I know that goods are efficiently released and received from and in a warehouse. I definitely recommend Comarch ERP XL system in cooperation with Comarch ERP Mobile Warehouse application.

*Sincerely,
Romuald Letkiewicz, President of the Board*