

# REFERENCE LETTER

**ArmiCar s.c.** is a trading company operating in automotive business. It imports CarPlan car cosmetics and Carlube engine oils as well as distributes Dr. Marcus fragrances, Carlamp car bulbs, Aero windscreen wiper blades, Eurostart batteries, Wesco enamels and car cosmetics and Sędziszów filters.

Wide range of assortment available in the offer is delivered to our customers “right to the door” on the basis orders previously collected mostly by sales representatives. We operate as a wholesale seller delivering items directly to customers, that is stores, transport companies, gas stations, etc.

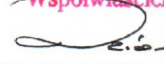
Sale of our products is based mostly on meetings with customers during which our sales representatives collect orders. Initially, orders taken by sales representatives were passed on via phone to an employee in the company’s Headquarters, who meticulously entered it into Comarch ERP Optima system. Such solution was tedious both for employees taking part in the meeting with a customer and for employees in the Headquarters. Specifics of our operation required solution enabling easy and remote collection of orders, without the need to constantly contact the Headquarters. We decided to deploy **Comarch ERP Mobile Sales** in cooperation with **Comarch ERP Optima**.

Currently, sales representatives issuing orders in Comarch ERP Mobile Sales application not only have access to full product offer, but can also verify item availability in the warehouse on on-going basis and suggest always up-to-date price to a customer. Important information available for them during meeting is historical preview of transaction with a given customer. When delivering previously ordered merchandise to a customer, employees issue cash deposits (CD) documents they must give an account of to the Headquarters at the end of day.

*I recommend Comarch ERP Mobile Sales application particularly for the access to full product offer with current information on stock levels in a warehouse, fast generation of orders and easy access to history of all transactions with customers that sales representatives are responsible for.*

Best regards,

Współwłaściciel  
  
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