

References

referring to COMARCH ERP MOBILE SALES APPLICATION

BUWAR Sp. z o.o company with its registered seat in Legnica is a production company and a distributor of lubricants for industry and automobiles as well as operating fluids. We operate in the South-West territory of Poland through a network of sales representatives.

The company growth and market requirements within fast order processing while doing fieldwork persuaded us to take a decision to introduce a system dedicated to mobile sales. We decided to deploy our original software which turned out to be insufficient to our needs. The application was very often suspending and as a result, our sales representative were not able to send orders to the Headquarters in real time.

That situation inclined us to start searching for a brand product which is constantly developed by its manufacturer and adjusted to changing technologies. As a result of our research, we became interested in **Comarch ERP Mobile Sales** application dedicated to Android platform. The solution was presented to us by COMARCH's SA business partner – UNIWERS.COM company. Consultants of UNIWERS.COM company showed us how easy orders can be issued, product database can be filtered, product image can be presented to a customer or the history of transactions can be tracked. Comarch ERP Mobile Sales application surprised us with its simplicity of use and speed of operation. Moreover, we received comprehensive information as regards devices cooperating with COMARCH solution.

Comarch ERP Mobile Sales system is integrated with Comarch ERP XL system, which keeps all the data up-to-date, such as price lists, item images, order processing stage. Deployment of Comarch ERP Mobile Sales application has contributed towards:

- increased number of orders received by sales representatives while doing fieldwork,
- increased number of processed orders,
- elimination of mistakes when issuing orders,
- effective reporting on the products sold.

What is more, our sales representatives are very satisfied with everyday work on the application, which contributed to their greater job satisfaction and increased effectiveness of operation.

We do recommend working with the use of Comarch ERP Mobile Sales application to all companies who want to enhance their sales efficiency. We also recommend cooperation with UNIWERS.COM company – COMARCH's SA business partner.

Tomasz Górski, Vice-President of the Board