

Mielec, September 19, 2013

REFERENCE LETTER

Colfarm S.A. is a national producer of over-the-counter drugs (OTC) and dietary supplements available for purchase also in regular stores. Apart from manufacturing and trading activity, Colfarm S.A. provides also services in the field of manufacturing and packaging of pharmaceutical preparations.

Deployment of Comarch ERP XL system in Colfarm S.A. was divided into two stages. In the first one, the deployment covered orders, trade, warehouse, accounting, fixed assets, HR and payroll. The first stage was completed after 1.5 month since the pre-deployment analysis has started, and it also included migration of data from Comarch ERP Optima system.

In the second stage, the following areas were deployed: manufacturing, CRM, analytical platform Comarch ERP XL Business Intelligence as well as Comarch ERP Mobile applications. Additionally, Comarch ERP XL system was integrated with KS-SEW system by KAMSOFT S.A., which enables electronic exchange of data between pharmaceutical companies and Distributors.

The deployment involved all crucial areas of company's operation – logistic, manufacturing, trade and accounting processes as well as flow of information and management reports. The system handles requirements concerning trade in goods in accordance with applicable regulations of pharmaceutical law which impose strict quality control of raw materials and manufactured products. Expiration dates and lot number are monitored at each stage of item turnover, starting from receipt of raw materials to release of manufactured merchandise.

Comarch ERP Mobile applications integrated with Comarch ERP XL system allowed for, among others: comprehensive support of sales representatives' visits, measuring the level of their effectiveness and processing of sales representative orders by internal distributors.

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