

Tarnów, April 28, 2015



REFERENCE LETTER

FRUKT company was established in Tarnów in 1992. We deal in distribution of groceries, particularly cereal products, fruit and vegetables preserves, spices, ready-made meals, canned food, confectionery, coffees and teas as well as beverages. Recently, we added to our product offer also a wide variety of foodstuffs for infants and small children. We provide over 7000 items within our product offer from over 160 manufacturers.

Our company's mission is providing high quality customer service and satisfaction of our Clients, which we are achieving by demonstrating our conscientiousness, reliability and respect towards our customers and vendors. Frukt company operates actively in the following regions: Lesser Poland, part of the Silesia region, Subcarpathian, Świętokrzyskie and Lubuski Lands. To be able to efficiently offer to our Clients a wide variety of our products on such broad territory at the same time, we had decided to choose Comarch ERP Mobile Sales application which was smoothly deployed by Comarch's business partner - Top8000 company from Tarnów.

Our sales representatives have been equipped with mobile devices of smartphone type with Comarch ERP Mobile Sales solution installed, owing to which they may comprehensively serve our Clients by:

- having access to **full product offer** with an option of verifying, among others, product availability in a warehouse, prices and product detailed description,
- verifying quickly **historical transactions** with a given customer or vendor directly during a meeting with a client,
- **adding effectively orders** with a **Client's signature**,
- having access to **current promotions** and **discounts**,
- collecting receivables along with applying automatically the payment in the application.

We serve our Clients through our sales representatives who are equipped with mobile sales system - Comarch ERP Mobile Sales. It means that when visiting a client's store, our sales representatives have full access to current product offer and are able to send immediately an order to the system. I recommend the mobile application Comarch ERP Mobile Sales as well as deployment services provided by Top8000 company!

**VICE PRESIDENT OF THE BOARD
FOR COMMERCIAL MATTERS**

Janusz Bylica

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