

**LETTER OF RECOMMENDATION**

Wavin Poland is a leading provider of solutions offering safe distribution of drinking water; sustainable management of rainwater and waste water as well as energy-efficient heating and cooling for buildings. The company's product range includes, among others, catch pits, waste water systems, pipes and gutters. Wavin Poland has a firm position on the Polish market with a direct presence in 25 European countries.

Wavin Poland decided to implement IT solutions offered by Infinite so as to systematically build its competitive advantage in the installation industry through the optimisation of business processes within purchasing and sales. Thanks to the integration of INFINITE EDI marketplace and INFINITE SFA, Wavin Poland can comprehensively process orders from all sales channels drawing on the consistent policy of prices and discounts.

INFINITE EDI marketplace has been used in Wavin Poland since 2013. Marketplace provides 24/7 access to the complete and updated product database, where all purchasing and sales processes are conducted. The system streamlined the aforementioned processes and, at the same time, enhanced the settlement with business partners. The deployment of INFINITE EDI marketplace contributed to significant cuts of operational costs.

Following the deployment of INFINITE EDI communicator, Wavin Poland opted for the mobile system by Infinite, which supports efficient management of sales teams. With INFINITE SFA sales managers can systematically verify the accomplishment of sales tasks and targets of each and every sales representative. The mobile system was adjusted to individual needs of Wavin through the development of new features, which facilitate, for example, the use of GPS for management. The mobile app enables sales representatives of Wavin to accelerate the sales cycle and settlement procedures. Moreover, the system optimises routes thanks to the presentation of POS on a map.

Wavin Poland recommends Infitates as a professional provider of IT solutions. The company depicted flexible approach coupled with fast, competent development and implementation works. The solutions met Wavin expectations and allowed for the improvement of business processes.

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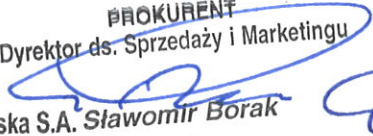
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