

Warsaw, 22nd May 2019

## References

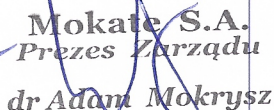
In 2019 H1, Cloudity has been providing consultancy and business advisory services for Mokate S.A. aiming at:

- Identification of potential for digitalization in the area of:
  - Sales management
  - Sales reporting
  - Key Accounts management including 360 degree Account view and Account Planning methodology
  - Sales discounts and approval policy automation
  - Trade marketing
  - Strategic marketing
  - Social media activities
  - HoReCa segment management & reporting
  - Servicing process automation
  - Mobile/ Online payments solutions
  - Vending network management
  - Collection policy process including possible automation
  - Internal workforce onboarding and education (LMS solutions)
  - Mobile application possible applications
- Creation of long list of potential digital enhancements within investigated business units
- Assessment and prioritization of initiatives considering their business impact, time and effort required for their implementation, stabilization and roll-out (change management aspect included)
- Delivery of mock versions for key value-driving initiatives, including demonstration of target solutions supported by Salesforce platform
- Recommendation of next steps including

I hereby confirm the proper quality of delivered services as well as the necessary knowledge and experience of consultants who led the project. I recommend Cloudity as a Salesforce consultancy and business advisory services provider.

Best regards,

  
**Mokate S.A.**  
**Prezes Zarządu**  
**Jacek Tabor**

  
**Mokate S.A.**  
**Prezes Zarządu**  
**dr Adam Mokrysz**