

April 16, 2015

To Whom It May Concern:

On behalf of Tiger Auto Parts LTD. I am happy to oblige you with a referral letter. Our experience with ProVision WMS and its team has been extremely positive. Tiger Auto Parts is 2nd largest aftermarket automotive parts supplier in Canada.

On 2006 we began searching for a full featured WMS to resolve ongoing issues with pick accuracy, employee productivity, inventory accuracy, but unfortunately we could not find a good WMS, finally our company decided to build its own WMS on the cloud, this project cost us almost \$250000.00 in total, but still nothing changed in our ongoing issues with picking and inventory accuracy.

We process 1000 orders daily from both warehouses in Ontario. Until Jan 19, 2015 we had approximately 50 – 80 orders cancellation daily due to inventory shortage and approximately 80 pieces returned daily because of wrong part was sent.

On May 2014 we finally found ProVision WMS and after the software demo presentation by Mr. Derek Monroe and Mr. Enrico Tarasio we were impressed.

Our implementation required three months and we were very impressed with the dedication and responsiveness of the ProVision team. Once deployed, the warehouse staff learned the system quickly. The system has been very stable, and the support is second to none.

The benefits have been many, we have achieved our goal of reducing shipping errors to almost 2-5 parts per day, our inventory accuracy has greatly improved by 99%, our warehouse is better organized and our Customers have expressed their pleasure in our much improved service levels.



Now

Based on our experience, Tiger Auto Parts would not hesitate to recommend ProVision to a prospective customer. ProVision WMS is selected among 10s of companies who provide WMS. They are good, aggressive team that does excellent work. Experience shows the hardest time is deploying time, but believe it or not our deploying took only 3 hours on Sunday with few small bugs and by Monday Jan 19 2015 ProVision WMS was live and took the control of our both warehouses.

Below you can see the difference between before and now. Daily

Before

Short Pick:	50 – 80 Parts	3 – 5 Parts
Wrong Parts sent:	80 Parts	3 – 7 Parts
Number of Pickers:	10 Employees	5 employees
Productivity	60 %	98 %
Customer's Feedback:	80 % +	90 % +

Since we are using ProVision WMS, we have adjusted in parts to our inventory at the total value of \$125325.00 CAD, which we had the parts in the floor but our ERP shows them short or completely 0. Based on a report we received from our account department at the end of March 2015, ProVision PAY BACK its full costs including any implementation costs in our internal ERP system only in 3 months.

In closing, I would highly recommend the ProVision WMS to any client who really cares on customer service and quality.

Sincerely

Mike Youros

Mike Younos General Manager

Tiger Auto Parts LTD

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