



AFRICAN SALES COMPANY (PTY) LIMITED

(Reg. No. 1937/009530/07)

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Datascope
20 Havelock Street
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6001

Dear Ben and Anton

WMS IMPLEMENTATION

When a company changes IT systems, they are very wise but only after the event. An IT change is a risk for a company, and therefore management tend to be tense and difficult during the transition period. In the prep stage and installation, your clients' staff struggle with new processes that are self evident to you and the installation team.

Thank you very much for high levels of patience in dealing with us and perseverance in achieving a successful WMS installation at African Sales.

Datascope's guidance went beyond the immediate installation scope. We were counseled on change management and best warehouse practices with diplomacy and tact.

Our staff enjoy the visibility and process measurement inherent in WMS. They thought of some modifications that match our work specifics and forwarded requests for enhancements and modifications. Three weeks past go live we are close to reaching daily targets. Morale is good with new working methods being accepted. We know that the learning curve is still north facing and look forward to fully harnessing the benefits of our WMS.

Regards

ROBERT PRIEBATSCH
Chief Executive

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