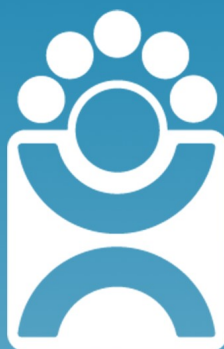


Surviving and Thriving

*In Today's HD Parts
Distribution Market*



AutoPower

*Strategy No. 1 Transforming your own
data into a powerful growth engine*

Strategy Series For Surviving Inflation
and the Supply Chain Crisis

Content

The Challenge

The Strategy

Key Features and Capabilities

Key Business Benefits



This is one in a series of four strategies designed to help distributors apply the deep capabilities of the AutoPower Distribution Management Platform to unlock the power of their own business data and integrated applications to overcome the challenges that are present in the heavy-duty truck parts aftermarket and in the economy at large.

The Challenge:

With the complexity, rapid pace and evolving nature of today's HD truck parts aftermarket, distributors can no longer rely on outmoded business practices to compete and thrive.

The fact is, this industry, like all sectors of the economy, runs on data. In response to this reality, according to recent research, a majority of distribution organizations have implemented or plan to implement analytic technologies in order to migrate from business decision making based on habit and intuition, to effective data-driven decision making. So, to remain relevant the digital economy, the question for distributors isn't if they move to a data-based business approach, but when and how.

The Strategy:

Leverage a data-centric distribution management system (DMS) to tap the organization's own vast store of business data to drive success.

The AutoPower system provides the simplest, smoothest transition to data-based business management and decision making in two ways: 1) By capturing, processing and correlating mountains of data generated across all business applications, including Accounting, Inventory Management, Warehouse Management, Sales, and Service/Reman, and 2) Integrating and refining the knowledge services, business analytics services and managed infrastructure to enable distributors to transform that data into lower costs, higher productivity, increased profits and greater customer loyalty.

The system provides users valuable insights into the organization's internal operations, as well as customer needs and vendor performance. These insights can dramatically improve business decisions and operations at both the tactical and strategic levels:

At the tactical level:

The AutoPower system includes a built-in ARIA (Active Real-time Intelligence Alert) suite, which enables rapid response to real-time events and conditions via alerts that are automatically directed to appropriate personnel.

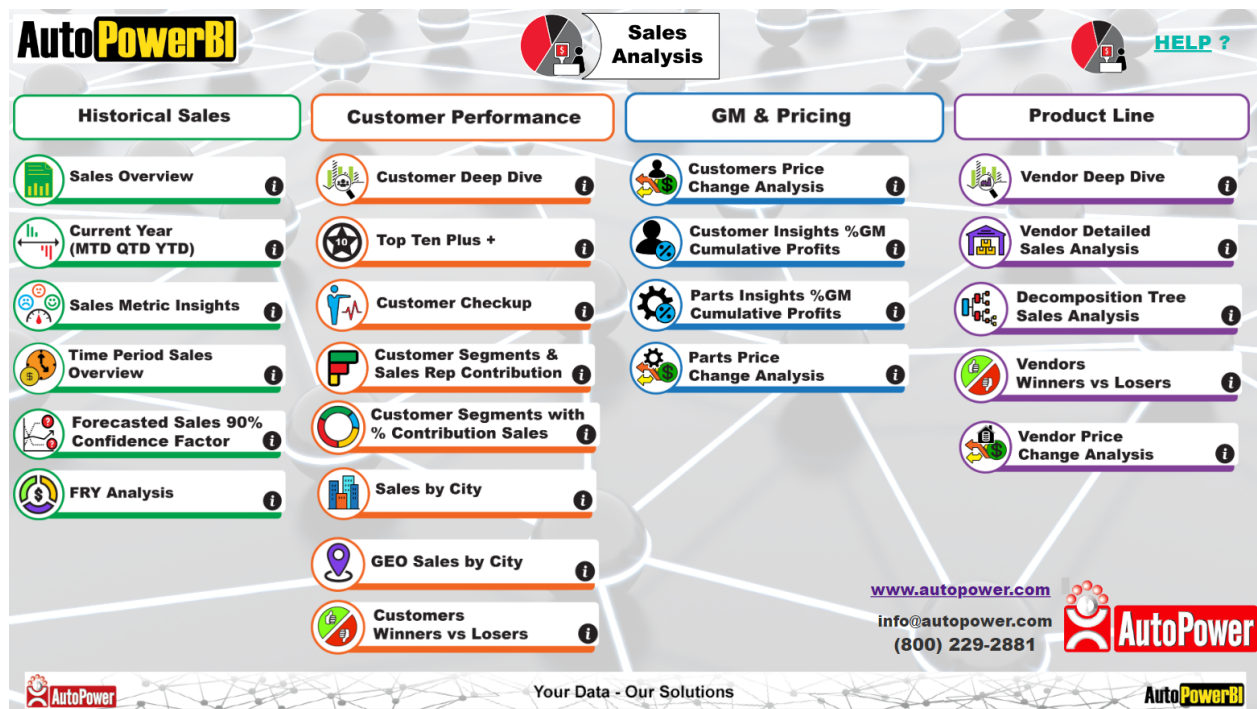
Key Features and Capabilities

ARIA consists of:

1. **Internal email alerts** – Assuring effective communication and coordination across all departments and personnel.
2. **Credit-Hold alerts** – Flagging at-risk customer orders for management approval or denial.
3. **Business Alert Management (BAM)** notifications – a suite of dozen of pre-programmed notifications covering everything from low inventory alerts to manufacturers' service notices.
4. **DOT Certification notifications** – Flagging specific vehicles and drivers that fall short of permit requirements, DOT certification and PM milestones.

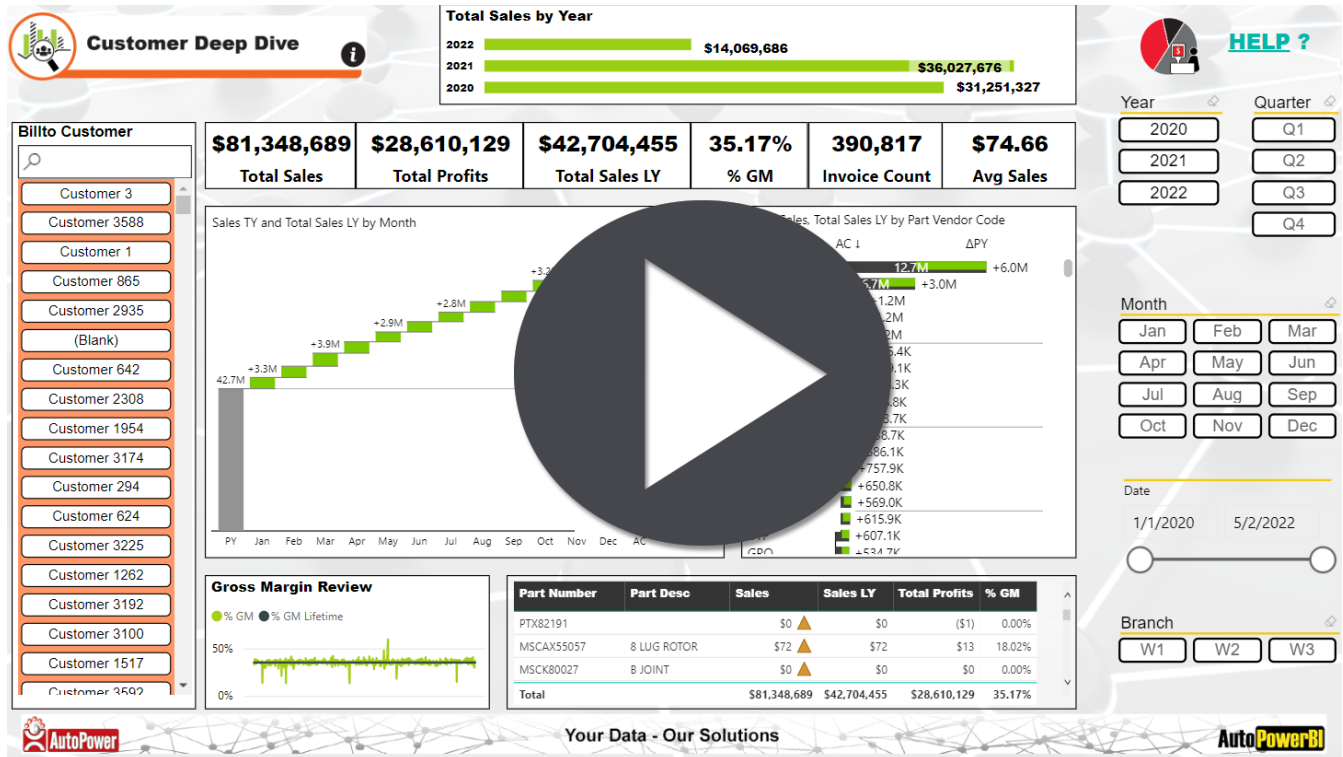
At the strategic level:

AutoPowerBI Business Analytics Services provide comprehensive data analytics that transform the huge volume of data accumulated within the company's AutoPower system into a powerful competitive advantage. This business analytics, data extraction, authoring, and publishing solution empowers personnel to visualize data and share insights across the organization. It brings to life the vast detail of data in the AutoPower System with interactive dashboards and reports for specific business operational areas ranging from sales analysis and financial analysis, to inventory analysis and shop services and more.



AutoPowerBI Business Analytics Services consists of:

- Secure transfer of data to the AutoPowerBI service center
 - Authoring of various dashboards and reports
 - Continuous publishing of updated dashboards, reports and data refreshes
 - Display of dashboards and/or reports for user's consumption:
 - In AutoPower System
 - SalesPowerPro for Sales Rep Specific Reports
 - Online Tablet-based access to reports
 - Customized phone based reports
- Analysis reports for specific business operational areas include:
 - Sales Analysis
 - Inventory Analysis
 - AR Analysis
 - AP Analysis
 - Financials Analysis
 - Shop Services, and more
 - Consulting and tips that help interpret results
 - Custom advanced reporting



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Key Business Benefits

- Improved data quality.
- Effective, automated response to real-time business events and conditions
- Ability to monitor, measure and improve the performance of individual sales personnel, manufacturers and product lines
- Ability to better anticipate and fulfill customer needs
- Improved inventory management
- Detection of competitor encroachment
- Ability to make better, more informed business decisions
- Improved overall operational efficiency and financial management.
- Faster, more accurate reporting, analysis or planning.
- Enhanced business agility and competitive posture
- Improved owner, managers and user satisfaction.
- Improved Profit by Intention with actionable business insights

About AutoPower

Established in 1978, AutoPower is the leader in providing integrated business systems for the Heavy-Duty Aftermarket Distribution and Service Industry. Our solutions Empower organizations to leverage their own business data as a powerful strategic asset to increase productivity, improve decision making, increase sales, anticipate and respond to customer needs, and compete more effectively in today's volatile market.

Headquartered in Lake Mary, Florida, AutoPower Corporation installations can be found throughout North America unlocking profits for:

- Single and Multi-Branch Truck & Automotive Warehouse Distributors
- Heavy-Duty Vehicle Service and Repair Centers
- Assembly Rebuilders
- Truck & Equipment Installers

Our advanced system provides these businesses with powerful transaction processing engines and industry-specific software. The AutoPower System is tailored to businesses requiring inventory and warehouse management, sales processing, vehicle services, assembly manufacturing plus sales and inventory analysis tools. With our fully integrated financial modules the AutoPower System provides enterprise-wide features and functions.

AutoPower Corporation • 800-229-2881
400 Technology Park • Lake Mary • FL • 32746
info@autopower.com • www.autopower.com