

Surviving and Thriving

*In Today's HD Parts
Distribution Market*



AutoPower

*Strategy No. 4 for Surviving Inflation
and the Supply Chain Crisis:*

Empowering customers to improve your cash flow

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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:

Improving collections and cash flow in difficult economic times while fostering a positive relationship with customers.

Like most business processes, collections of accounts receivable tend to be costly and time-consuming when managed manually. The same is true for the customer who has to process the payment. At a time when HD parts distributors are facing inflationary and competitive pressures, reducing the costs of vital but repetitive functions at both ends of the transaction can be an important step in assuring long-term business viability.

The Strategy:

Implement digital A/R to make all aspects of payments simpler, more convenient and more economical for customers.

AutoPower now offers a powerful Click2Pay payment option that enables distributors to improve cash flow, automate collections and reduce costs for both themselves and their customers. This approach is made possible by the integration of Billfire's cloud-based VALET A/R module into the AutoPower Financial Accounting Solution. When used by customers, this online Click2Pay option provides an easy, affordable transition to the efficiency and convenience of digital A/R. The net effect: streamlined accounting processes, reduced costs and improved productivity for distributors and their customers.

Key Features and Capabilities

- **Click2Pay Convenience**
 - Acts as an instant payment reminder, sent via email or text
 - Provides easy access to invoice details
 - Eliminate “promise to pays” – customers can schedule a locked-in payment for a future date
 - Includes a link to an up-to-the minute statement
 - Complete payment flexibility, customers can store multiple methods and use a different one each time
 - Customers can instantly initiate disputes or apply coupons/rebates
 - Select one, some, or all customers and send them all Click2Pays at once
 - Customers can pay directly from Click2Pays
- **Automated AR Campaigns**
 - Set up events on a timeline that automatically monitor and collect from customers
 - automatically send Click2Pays before, on, or after invoice due dates
 - Customize the schedule for each customer
 - Send to multiple contacts, multiple times, through email or text
- **Resolution Center**
 - View a complete history of all dispute communications
 - Customers can submit disputes and short pays directly from Click2Pays
 - Instant alerts when short pays or disputes are created
 - An efficient way for customers to apply discounts and rebates

Key Business Benefits

- Improve cash flow by accelerating collections
- Reduce/eliminate postage, paper invoices and paper statements
- Eliminate labor costs associated with handling checks and manual payment entry
- Foster customer goodwill by empowering them to:
 - Establish payment plans
 - Set reminder schedules
 - Choose from multiple payment options
 - Resolve invoice disputes online

Implementation Requirements

Contact AutoPower Support for installation and training.

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