



Autopart^{v20}

Software for
Automotive Aftermarket
Parts Distributors

Driving Business Performance

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Company Background

Established Reputation

Founded in 1984, MAM Software has established a strong reputation as a leading provider of professional business management systems and data solutions to the Automotive Aftermarket (AAM). This reputation is built upon our ability to consistently deliver reliable, innovative and economical software solutions that bring competitive advantages and increased profitability to our customers.

The Aftermarket

MAM enterprise systems are used and recommended by many of the leading businesses within the AAM. All told, thousands of companies – from single-site operations to multi-user, multi-site organizations – rely on MAM Software to manage their business. Our customers operate throughout the aftermarket in sectors such as:

- ▶ Parts warehousing
- ▶ Hard parts warehouse distributors
- ▶ Hard parts jobber wholesale and retail
- ▶ Body panel warehouse distribution
- ▶ Automotive electrical repair and distribution
- ▶ Undercar warehouse distribution
- ▶ Performance parts distribution
- ▶ Heating and cooling parts distribution

“ Right away, we liked what we saw with the MAM system and we know it is the right technology to help Bond Auto Parts continue to grow and prosper. The system is flexible and has great depth in functionality.”

Craig Bond
Auto Parts Warehouse
(Bond Warehouse Division)

Disc	Exl Tax	Inc Tax	Terms
	4.23	4.23	Customer Price
	5.99	5.99	Standard
	3.90	3.90	Part No. QB
	6.99	6.99	Retail

Box Qty 0 Free Stk 22 BO Qty 1 PO Qty 639 Pre Del 0 Locn Zone A, Row 4, Shelf 2

FORD. Model: MANY. Start Yr: 1968. End Yr: 2012
N.B. Last Sold :- Doc MCH176924 Date Jul 19 13 Qty 1 Uni

Autopart Introduction

Autopart is a versatile management application specifically designed to address the needs of parts distributors in the automotive aftermarket.

It provides a robust business environment that fully integrates sales, inventory, accounting and reporting processes. Autopart can help companies achieve tangible positive results such as improved efficiency, lower operating costs, enhanced customer service and increased profitability.

- ▶ Microsoft Windows operating system
- ▶ Intuitive and simple to use
- ▶ Microsoft SQL database platform
- ▶ Live “real time” data across the enterprise
- ▶ Mobile technology integration
- ▶ Buy-side and sell-side e-commerce
- ▶ Multiple barcode and invoice printer support
- ▶ Day-end and month-end procedures
- ▶ Block changes (volume data manipulation)
- ▶ Block import (volume data import)
- ▶ Central file maintenance
- ▶ Data export to Excel and other formats
- ▶ Graphical document output to PDF
- ▶ Personalized menus and displays
- ▶ Password protection
- ▶ Internal employee email

575 - Maiers Garage (203) 335-5802 Selling Level 2 Dealer

Veh	Part Number	Description	Qty	UoM	List Price	Unit Price	Extended Price	Core	Free Stock	T Type	Br
	WIX51515	WIX Oil Filter	1	EA	0.00	4.23	4.23	0.00	22		
	MOTFL1A	Motorcraft Oil Filter	-1	EA	10.34	5.88	-5.88	0.00	0		
	FELVS13264T	VALVE COVER SET	1	EA	47.30	28.80	28.80	0.00	1		
	ATLAP25	PLATINUM Plug	8	EA	5.48	3.29	26.32	0.00	11		
	GDY61037	Upper Radiator Hose	1	EA	21.03	12.98	12.98	0.00	10		
	GDY61296	Lower Radiator Hose	1	EA	20.02	12.36	12.36	0.00	10		
	GDY63726	By-Pass Hose	1		11.37	7.02	7.02	0.00	0		
	GMB125-1560	WATER PUMP	1	EA	59.61	43.71	43.71	0.00	15		

Pricing Details - Part Number GMB125-1560

Ext Tax	Inc Tax	Terms	Customer Price



Product and Price Management

Autopart offers a comprehensive, multi-dimensional price matrix that allows the creation of complex pricing rules. Rules can be based on combinations of high level criteria such as customer class and product group.

Likewise, more detailed criteria such as mixed-rate quantity breaks, contract pricing and rebated costs can also be incorporated. Special promotions can be configured for any product, customer and date combination with discounts applied automatically at point-of-sale.

- ▶ Product grouping and classification
- ▶ Vendor and customer cross referencing
- ▶ Multiple custom fields
- ▶ Flexible pricing
- ▶ Trade, retail and customer-specific terms
- ▶ Sales promotions and campaigns
- ▶ Psychological pricing
- ▶ Contract pricing
- ▶ Line-by-line profit and margin calculations
- ▶ True and rebate costs
- ▶ Boxed quantities and bulk sales
- ▶ Quantity breaks
- ▶ Kits and components
- ▶ Mixed-rate quantity breaks
- ▶ Discount matrix
- ▶ Velocity pricing

“ The flexibility of
Autopart software allows
us to properly manage our
aftermarket parts division.

Bill Fox
Fox Auto Parts, Inc.

”

Sales Order Processing

Autopart's highly configurable POS screens provide instant access to valuable business information.

With details such as inventory availability, special pricing and alternative products at their fingertips, staff can improve customer service and capitalize on cross-sell and up-sell opportunities. Behind the scenes, comprehensive price administration facilitates complex trading terms, quantity price breaks, sales promotions and CRM logging of all pertinent customer interaction data.

- ▶ EPOS and telesales functionality
- ▶ Electronic catalog integration
- ▶ Barcode scanning and label printing
- ▶ Alpha / keyword / postcode search facility
- ▶ Vendor and customer cross referencing
- ▶ Store inventory visibility
- ▶ Transaction and bin-card inquiries
- ▶ Linked parts and alternative products
- ▶ Parts notes and PDFs (graphical documents)
- ▶ On-screen images (custom images)
- ▶ Kits and components
- ▶ Restriction of sales
- ▶ Collected, delivered and direct deliveries
- ▶ Special orders
- ▶ Integrated customer history and notes
- ▶ Quotations and pro-forma invoicing
- ▶ Held transactions and lay-aways
- ▶ Quick hold and new order
- ▶ Sales backorder management
- ▶ Pick tickets, collection and delivery notes
- ▶ Order number format checking
- ▶ Bank, apply or separate invoices for cores
- ▶ Truck routing and delivery planning
- ▶ Graphical printing
- ▶ E-commerce incoming orders
- ▶ Credit card authorization



Purchase Order Processing

In addition to the capability of creating manual inventory orders, Autopart offers a host of powerful ordering routines.

Automated suggested re-ordering, lead-time calculations and inter-store transfers help improve ordering efficiency and insure that products are inventoried at optimum levels. Multi-sourcing, purchase promotions and best-buy analysis identify the most economical vendor for each product and maximize profit margins.

- ▶ Central, local and regional ordering
- ▶ Suggested ordering
- ▶ Scheduled daily ordering
- ▶ Best-buy product purchasing
- ▶ Secondary vendor sourcing
- ▶ Linear regression
- ▶ Inter-store transfers
- ▶ Purchasing delays
- ▶ Purchasing promotions
- ▶ Kit purchasing and works order integration
- ▶ Minimum order values
- ▶ Quantity breaks
- ▶ Boxed quantities and bulk buying by location
- ▶ Lead time calculation
- ▶ Freight charge management
- ▶ Inbound core management
- ▶ Goods received note invoicing
- ▶ Integrated vendor history and notes
- ▶ Special orders
- ▶ Respecify prime vendors
- ▶ Buy-side e-commerce connectivity
- ▶ Seasonality
- ▶ Buyers tasks

“ We have increased sales, improved profits, and controlled inventory – and we have done this with less people.

Jim Thomas
Smith Auto Electric

”

Supplier: J-M-N Automotive
1462 East Main Street
Bridgeport, CT 06606
PH: (203) 366-4242
FX: (203) 366-4343

Description	Qty Reqd	Cost	Total Cost	Delivered	Advised	Re
Muffler-Quiet-Flow3	1	42.83	42.83	0	1	1
(0) Pipe-Tail	1	5.47	5.47	1	1	1
(040) Pipe-Connecting	1	13.90	13.90	1	1	1
(46477) Pipe-Tail	1	26.85	26.85	144	144	144
Filter	144	2.01	289.44	104	104	104
SPARK PLUG	104	0.89	92.56			

Inventory Management

Autopart automatically tracks inventory as it progresses through the sales cycle. From goods receiving to deallocation and dispatch, electronic ‘bin cards’ record (audit trail) each movement or transaction.

Inventory adjustments such as credits or returns are also accurately recorded and monitored. Comprehensive usage analysis offers the ability to recalculate minimum and maximum inventory levels based on sales history and forecasted demand.

- ▶ Live inventory reporting
- ▶ Perpetual inventory
- ▶ Annual inventory taking
- ▶ Goods receiving
- ▶ Shortage notes
- ▶ Multiple bin locations and zones
- ▶ Multiple inventory units
- ▶ Barcode and label printing
- ▶ Barcode scanning for receipt and dispatch
- ▶ Serial number tracking
- ▶ Freight mark-up and landed cost
- ▶ Product reclassification
- ▶ Minimum / maximum recalculation
- ▶ Inventory leveling
- ▶ Returns note authorization
- ▶ Multi-store inventory leveling
- ▶ Inter-store transfers
- ▶ Special Orders
- ▶ PDA-based inventory take, pick tickets & receipt
- ▶ Returns to vendor
- ▶ Consignment and vendor-managed inventory
- ▶ Cross dock
- ▶ Drop ship

Reference	Trn	Date	Days	Org Value	O/S Value	Date Paid	Paid Reference
				57.50	57.50		
				23.00	23.00		
INV02660	INV	19 Jun 09	5	46.00	46.00		
INV02661	INV	19 Jun 09	5	23.00	23.00		
INV02662	INV	19 Jun 09	5	46.00	46.00		
INV02663	INV	19 Jun 09	5	256.82	256.82		
INV02664	INV	19 Jun 09	5	179.40	179.40		
INV02665	INV	19 Jun 09	5	3588.00	3588.00		
INV02666	INV	19 Jun 09	5	2.30	2.30		
				2.49	2.49		

Integrated Accounts (AR, AP and GL)

Autopart offers powerful yet flexible accounting functionality that can be tailored to suit individual circumstances.

As fully integrated components of the system, Autopart's accounting automatically records all transactions conducted within the business without the need for additional manual data entry. Dedicated modules for credit control, tax accounting, reporting and reconciliation further simplify the administration and maintenance of finances.

- ▶ Sales, purchase and general ledgers
- ▶ Multi-company
- ▶ Multi-currency
- ▶ Tax control and analysis
- ▶ Trial balance and balance sheet reports
- ▶ Profit and loss reports
- ▶ Debtors and creditors listing
- ▶ Credit control module
- ▶ Hard and soft stop-list
- ▶ Automatic stop
- ▶ Account payable check printing
- ▶ Mail merge and customer notes
- ▶ Inquiry routines
- ▶ Payment import from CSV
- ▶ Flat-file export
- ▶ Rebates
- ▶ Consolidated invoicing
- ▶ Customer specific document specifications
- ▶ Customer and vendor rebates
- ▶ Invoice qualified credits
- ▶ Customer statements on demand
- ▶ Balance sheet and profit and loss
- ▶ Bank reconciliation
- ▶ Cash management
- ▶ Graphical invoice and statements
- ▶ Email invoices and statements

“ The Autopart system impressed us as having the functionality of a mature product with an up-to-date look and feel. ”

Ken Voelker
Mighty Distributing System



E-Commerce Connectivity

Autopart’s OpenWebs e-Commerce integration provides enormous flexibility to develop trading networks with both vendors and customers.

With a host of buy-side and sell-side connectors, OpenWebs enables orders and inquiries to be sent and received directly to and from Autopart. Via OpenWebs, Autopart can communicate directly with partner systems or through one of the many industry application-to-application (A2A) gateways.

- ▶ Flexible open architecture
- ▶ Multiple integration adapters
- ▶ Direct system communication
- ▶ Application-to-application (A2A) gateways
- ▶ Accommodate inventory and price inquiries
- ▶ Receive orders directly in point-of-sale
- ▶ Perform inventory and price inquiries
- ▶ Place purchase orders directly



Business Analysis and CRM

Essential Management Information Plus (EMI+) is a powerful business intelligence module that helps decision makers achieve an accurate assessment of their company's performance.

Customized views, graphs and charts communicate data graphically, making it easier to identify trends and highlight opportunities for improvement. Autopart's CRM module captures data from sales and customer activity which is then analyzed and used to improve customer service and promote additional sales.

- ▶ Essential management information (EMI+)
 - Comprehensive analysis of sales data
 - Modern interface with rich data visualization
 - Tabular report builder
 - Dynamic data filtering
 - Aggregation, percentages and ranking
 - User-defined functions and formulas
 - Trend, variance and gap analysis
 - Export data to various formats
- ▶ CRM functionality
 - Comprehensive customer notes
 - User-defined data fields
 - Automatic point-of-sale prompts
 - Mail merge functionality
 - Call scheduling and tracking

Driving Business Performance