



Increase parts sales & reduce costs with fully integrated, self service ordering on the web

Target Customers /

OEM Truck Dealers
OEM Manufacturers

Target End Users /

Fleets
Independent Repair
Other OEM Dealerships
Distributors & Jobbers

Business Area /

Retail Parts Order Desk
Special Order Desk

Benefits /

Increase Sales by 5-10%
Reduce selling costs by 80%
24x7 Order Desk Availability
Automated Special Orders

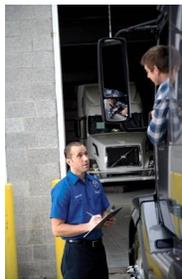
By the Numbers

Billions in online part sales
Over 200,000 users
Over 8,000 parts seller locations in North America
Integration with over 30 shop and collision management systems or with Fleet system
Live since 2003

"Vanguard Truck Centers is using the Nexpart program at all of its locations throughout the United States and has seen a very positive reaction from our customers as well as improvement in our bottom line sales for the dealerships. We are excited to see the growth of business due to this eCommerce based parts sales application."

Tom Ewing, President

80% of independent mechanical repair facilities and Fleets use the Internet to order parts*. WHI Solutions'

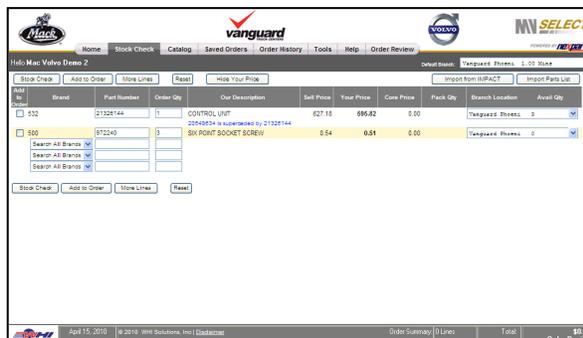


Nexpart is the #1 eCommerce solution and integrates real-time into your Dealer Management System (DMS). Retail accounts login securely to their accounts on your customized Nexpart website to stock check and order parts. Users have access to the OEM Catalog as provided by their OEM. Pricing and

inventory is accessed in real time from the DMS. Quotes, picking tickets and parts invoices are instantly printed at the seller's DMS printer, debiting customer accounts and removing parts from inventory. These are truly "unattended orders" that reduce order processing costs by over 80% while increasing revenue. In addition, Virtual Inventory allows you to sell from a partner's inventory to reduce lost sales and boost revenue.

Service Key Customer Segments

- **Independent Repair Facilities** can use OEM Catalogs to look up parts by VIN#.
- **Fleets** can store vehicle-specific parts lists for easy ordering of frequently installed parts.
- **Distributors & Jobbers** can use the *Stock Check* tab to enter known part numbers.
- **Collision Shops** can import parts lists using industry standard file formats.
- **Other Dealerships** can also benefit by using the *Stock Check* tab to enter known part numbers.
- **OEM Catalog** - Allows your customers to buy all your lines with a single log in.
- **Parts inventory from your DMS**. There are no data extracts that can get out-of-date. When a part is sold from inventory, *Nexpart* always shows the current inventory instantly.
- **Customer-specific pricing** is on your DMS. Customers see the same price on screen as by calling the counter. Complex pricing, such as seasonal, quantity breaks, fleet, OEM programs and kits, are accommodated.
- **Orders automatically print from** your existing DMS pick ticket printers so *Nexpart* orders fit into existing warehouse workflows.
- **Inventory features**; such as superseded parts, alternate parts and quantity breaks, are retrieved during each stock check.
- **Shop/Fleet/Collision/Procurement Management System integration**: Over 30 popular *Nexpart Certified* repair order software packages, such as *Mitchell1*, and *CCC Pathways* are integrated. Procurement management systems, such as *Ariba*, are also integrated. With a single-click, users go from the Repair Order to *Nexpart* where the vehicle is pre-populated. They then look up parts, place an order and all parts transferred back to the Repair Order.
- The Seller has access to online reporting of user activity and lost sales to leverage the data gathered by online customers.



Nexpart integrates with existing Web Strategies.

Nexpart is completely customizable allowing seamless integration to your existing web strategy.

* Automotive Service Association (ASA) 2007 'How's Your Business?' Survey

Nexpart eCommerce with Virtual Inventory

Virtual Inventory Overview

Special Orders done at low or zero margin are a thing of the past

OEM Special Orders are often done at little to no margin to retain business and ensure you retain a customer. It can take up to 10 phone calls to complete a single order. The order processing cost of a special order can erode any margin. Stop losing margin and automate the process to get your margin back.

Getting the right part to the right buyer on time can be one of the biggest challenges faced in the OEM Parts supply chain. *Nexpart Virtual Inventory (VI)* gives parts buyers the ability to get the right part from participating dealer, distributor and manufacturer locations in the *Nexpart* network. Retail parts buyers with *Nexpart* access can view real-time inventory up the supply chain and order the part they need.

The customer logs into the *Nexpart* site of his primary vendor (the VI Buyer) to check inventory on

rules can be configured. Special orders can be reviewed before being released up the supply chain for extra control.

- *Nexpart*-enabled VI Sellers determine the *Nexpart*-enabled VI Buyers they want to share inventory with on the *Nexpart Virtual Inventory Network*. When a VI Buyer is out of stock on a part, his customer can see and order from the VI Seller's inventory.
- VI Seller Locations can be assigned to VI Buyers to accommodate geographic distances and other rules.
- The VI Buyer can choose to only show VI Seller locations when the VI buyer is out of stock, or always show them. This can be set different for each VI Seller.
- The VI Buyer can rename a VI Seller location as it will appear to his customers placing the special order.
- The VI Buyer can add any Markups or Surcharges from the VI Seller to all prices shown to the end user.
- Specific brands and lines can be restricted, if needed.
- Multiple delivery methods are accommodated.
- Additional integration options can read all shipping options from the VI Seller complete with shipping cost.
- Lead time commenting sets customer delivery expectations.

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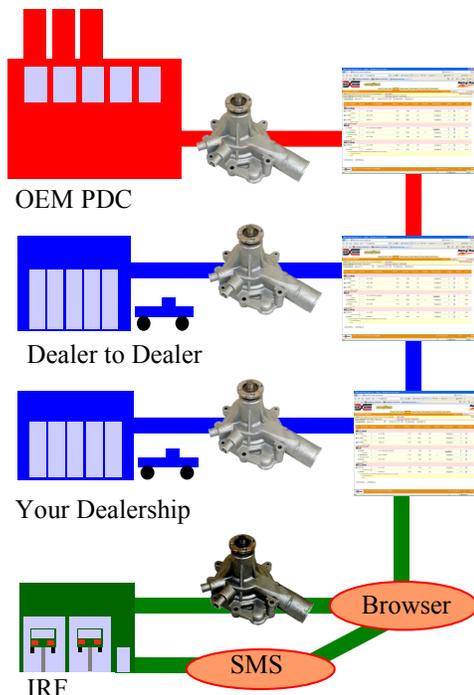
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Reduced selling costs by 80%
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a part. Not in stock? No problem. With a single-click, he launches *Nexpart VI* to see a real-time stock check up the supply chain to a VI Seller. The customer experience makes it appear that he is ordering the part directly from another physical location of his vendor. Behind the scenes though, the *Nexpart* network is handling all necessary special order transactions up the supply chain to properly pull, deliver and invoice the part. At no point is the end user exposed to sensitive pricing or other information up the supply chain to the VI Seller.

Complex Business Rules for Special Orders are No Problem for *Nexpart VI*

Every participating trading partner has a highly configurable interface to control the special order process so it appears seamless to the end user. Brand availability, delivery methods, markups, surcharges and other critical special order process



"Since going live on Nexpart our customers purchasing from our Nexpart site have grown more than 50% during the first two months, and those logging in to use features like the catalog have more than tripled."

Matt Gaffy, Parts Midwest