Epicor Automotive Aftermarket

Vision® Enterprise System

Advanced Technology Solution For Mixed-Enterprise Automotive Distributors

Automotive distributors face an unusual challenge: moving products up and down a supply chain whose tiers operate with varying objectives and expectations. The Vision system connects your distribution centers, company-owned parts stores, independent jobbers, program buying groups and service shop operations. Flexible setup options, role-based feature access, and a rich visual presentation let you tailor your Vision system to meet your unique goals.

From one screen, Vision lets you access inventory at all locations, quickly fill customer orders and place special orders. You can set up consistent pricing structures to earn the highest possible margins and create effective customer loyalty programs. Vision creates low-margin order alerts and credit checks, prompting you when it's time to follow up on exception orders. Expand your sales and provide exceptional service at every level of your business with online sourcing and trading. The Vision intuitive user interface is simple to learn and built on a foundation with it's relational database and reporting tools. And the Vision open environment lets you take advantage of products like Epicor Cover-to-Cover™ and AConneX®.

Vision uses LaserCat® 3, the industry's most advanced eCatalog solution which contains the most extensive parts replacement data. This eCatalog user interface helps accelerate transaction speed and increase accuracy in parts selling environments enabling faster, focused and precise lookups by counter professionals.

The Epicor Compass™ performance management tool is integrated with Vision to provide greater visibility into your business. This powerful analytics tool helps you customize reporting to suit your needs to make better and timelier decisions.

Keeping your business open while the main server is down—especially during an emergency—preserves your reputation for helpful service and protects your profitability. With Offline POS, you can continue to process transactions offline with the convenience of processing online. Each night, an updated copy of your customer account and inventory information is stored on your point of sale station, so if you need to process transactions offline, you'll always have access to credit limits, special customer pricing, inventory stock levels and estimating functions.

The Epicor Vision software includes a comprehensive hosting capability that enables distributors to offer use of their software to independent customers. This important new feature allows the distributor to help support the growth and increased efficiency of the independent stores and facilitates electronic orders. All accounts receivable, accounts payable, general ledger, customer files, and other proprietary information is protected for each business using the Vision software.

Benefits

- Manage order activity across your enterprise to fill more orders, more quickly

- View real-time inventory, pick parts from any location, and balance overstock

- Serve your customers more targeted pricing and increase profit margins

- Automate routine processes to manage by exception

- Realize rapid time-to-benefit ratio by quickly designing queries with drilldown capabilities and sharing across multiple dashboards—each designed for specific business need or user

Serve customers faster with active visual displays

- Create quotes, orders and returns from one screen
- Drill down for complete customer order history with one click
- Handle multiple orders at the same time
- Enable customers to look up invoices, credits and statements online with Epicor WebDocs
- Check inventory levels instantly—store to store, WD to store and store to WD
- Process core returns, check core bank, prompt users with prorated warranty calculations
- Create new customers on the fly at POS

Follow-up workflow supports best-business practices

- Route price margin alerts and credit holds to managers for quick handling
- Schedule manufacturer sales visits and measure outside sales activity
- Surface downward customer buying trends and take action
- Target your newest and best customers for special handling
- Track customer deliveries with Epicor DDS
- Maintain optimal stock levels with advanced inventory management
- Manage stock, non-stock, special, temporary, discontinued and superseded items
- Buy and sell in different units of measure
- Use forecasting models to handle slow movers, seasonality, and velocity
- Create transfers and purchase orders directly from your sales orders
- Identify excess and obsolete inventory and automatically queue returns
- Get quick barcode cycle counts or full physical inventory
- Place distributor parts, fill warehouse orders, and direct bill from vendor to customer

CRM helps differentiate with exceptional service

- Take advantage of customer touch points using built-in CRM tools
- Identify and reward your best customers
- Use follow-up reminders and customer notes for all staff to provide better customer service
- Encourage dialog between sales, operations and customers with Alerts
- See sales trends and compare activity with visual graphs

Warehouse management supports high yield and low headcount operations

- Get real-time access to inventory information using Indago, a powerful new warehouse management system
- Use integrated barcode pick verification, receiving, cycle count, transfer tracking
- Track stock from bins, to pallets, to overstock locations
- Print and scan bar code labels
- Track employee time, measure pick and put-away, and set performance incentives

Flexible pricing options

- Flexible pricing tools help manage pricing at all enterprise levels
- Create multiple, unlimited price plans based on load, discount or GP factors
- Set contract and promotional pricing
- Manage customer discounts by manufacturer, line, velocity, and part

Financial management in the back office

- Trigger alerts by customer for low-margin sales
- Analyze customer usage/metrics and comparative sales reports
- Manage financials with Native AR, AP, and GL
- Transaction level GL drill down
- Choose financial and accounting options that fit your strategy
- Benefit from real-time integration with Microsoft Business Solutions Great Plains™

Open environment supports integration with 3rd party applications and trading partners

- Choose Unix® or Windows server environment
- ODBC/JDBC compliant
- Import and export to spreadsheets or csv format
- Translink™ and AConneX support
- X.12 EDI support
- NET-based Web services
- Windows Vista® and Windows 7 supported

About Epicor

Epicor Software Corporation is a global leader delivering business software solutions to the manufacturing, distribution, retail, and service industries. With more than 40 years of experience, Epicor has more than 20,000 customers in over 150 countries. Epicor solutions enable companies to drive increased efficiency and improve profitability. With a history of innovation, industry expertise, and passion for excellence, Epicor inspires customers to build lasting competitive advantage. Epicor provides the single point of accountability that local, regional, and global businesses demand. For more information, visit www.epicor.com.

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