

# Top 10 Advantages for Epicor® Vision™ for the Automotive Aftermarket



1. Purchasing and inventory control
2. Sales accelerators
3. Business analytics
4. Epicor Vista® parts demand intelligence
5. Channel connectivity
6. Customer value and loyalty
7. Customer Relationship Management (CRM)
8. Integration with WMS and third-party plug-ins
9. Electronic document management
10. Pricing power

Epicor Vision is the automotive aftermarket's most powerful and comprehensive distribution management solution, offering dozens of high value capabilities that help drive increased business efficiency, profitability, and competitiveness. The following are 10 of the most recognized leading reasons—and dozens of related software features—that have made Epicor Vision the clear choice of today's most successful parts stores, distributors and jobbers.

## Top 10 reasons to consider the Epicor Vision advantage

### 1. Purchasing and inventory control

#### **Reduced capital requirements; increased accuracy, sales and profitability**

Help stocking accuracy at every location through leading-edge forecast strategy techniques, market-driven analytics and other industry leading tools; streamline purchasing and A/P operations with comprehensive three-way match feature.

### 2. Sales accelerators

#### **Advanced tools to reach, service, and amaze customers**

Dramatically improve your speed and efficiency at the counter with native Epicor eCatalog and highly intuitive GUI interface; integration with Epicor parts intelligence and eCommerce solutions (B2B), custom B2C eStores, and eBay parts selling marketplace; offline POS capability; and more.

### 3. Business analytics

#### **Faster, more extensive insight to business performance**

Epicor Compass™ open analytics enables fast, easy access to virtually any business-critical data; unsurpassed flexibility and scope of custom reports and dashboards; gain even deeper insight into business performance over the long term through Technology Foundation Pack.

### 4. Epicor Vista® parts demand intelligence

#### **The secret to stocking the right parts in every location**

Extensive visibility into parts demand by brand and SKU; advanced, fact-based inventory modeling solution integrated with purchasing and forecasting.

### 5. Channel connectivity

#### **World-class operational speed up and down the channel**

Transmit and receive POs, ASNs, eInvoices and other documents; warehouse inquiries; seamless electronic peer-to-peer transactions; and more.

## 6. Customer value and loyalty

### Unique capabilities that increase customer loyalty

Enhance competitiveness and loyalty of independent jobbers through comprehensive hosting capability; offer timely parts/pricing updates, stocking recommendations, instant warehouse inquiries, streamlined special orders, and more.

## 7. Customer Relationship Management (CRM)

### Closer, stronger, more profitable installer relationships

World-class, native CRM module offers actionable reminders or warnings to ensure exceptional customer service; computer telephony integration (CTI) provides instant view of customer information with each call.

## 8. Integration with WMS and third-party plug-ins

### Precise, real-time control across the entire enterprise

Complete integration with JMO warehouse management system; full wireless physical inventory, cycle count, receiving, picking and shipping with order verify for superior accuracy and speed; unsurpassed flexibility through easy integration leading applications, including Great Plains, CTI, and more.

## 9. Electronic document management

### Convenient, around-the-clock information access—that saves money

Webdocs electronic storage and retrieval of invoices, statements, other documents; customer online search in secure environment; ability to e-mail, fax, and print statements with signed copies.

## 10. Pricing power

### Enhanced alignment of complex pricing strategies

Highly flexible price management and file maintenance; significantly more price matrix levels; location, regional and global pricing models; easy management of special contract and bid pricing; and more.

## About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements is built into every solution—in the cloud, hosted, or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).



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