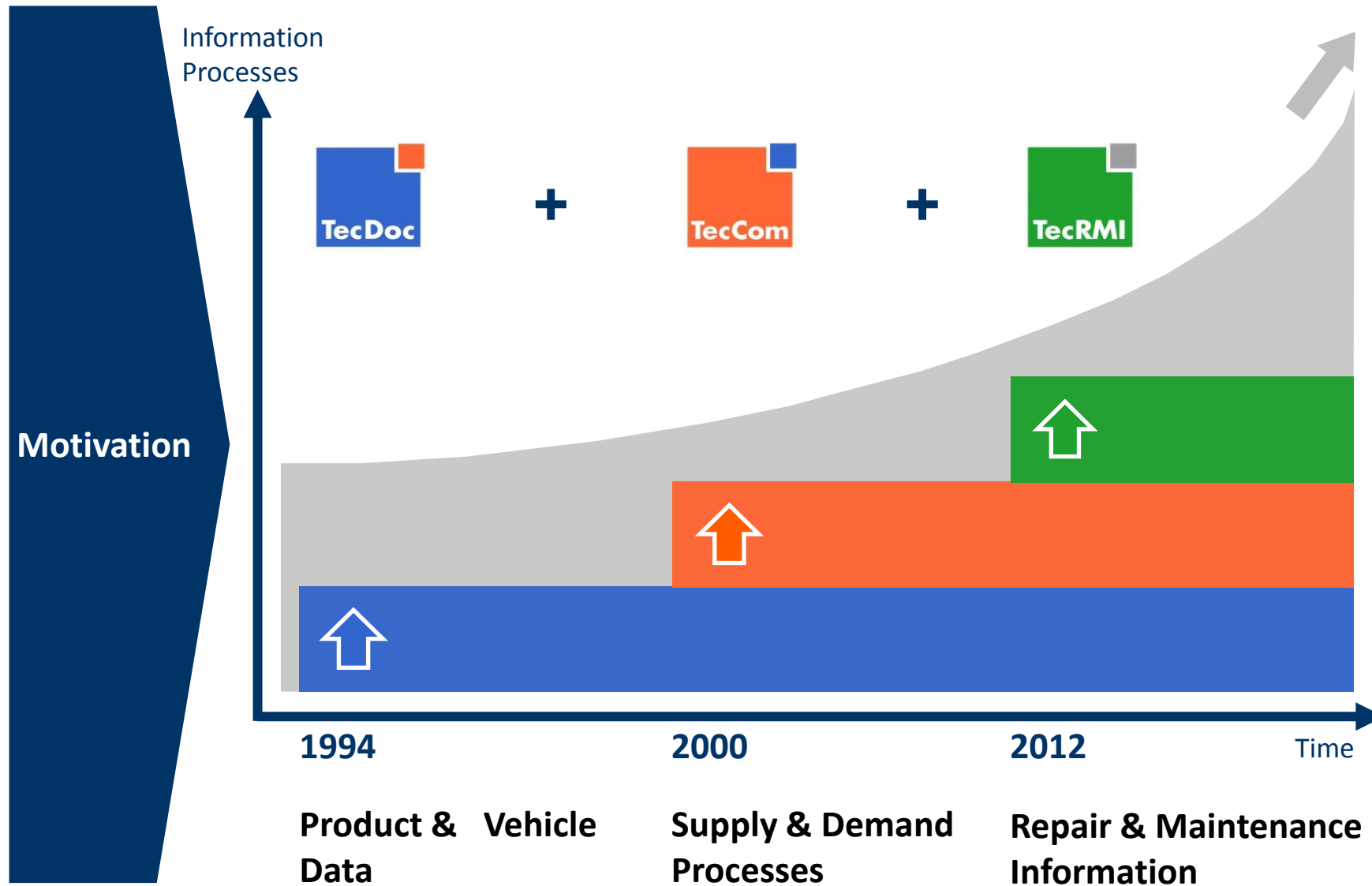


5th CLEPA Automotive Aftermarket Conference

Connected Business

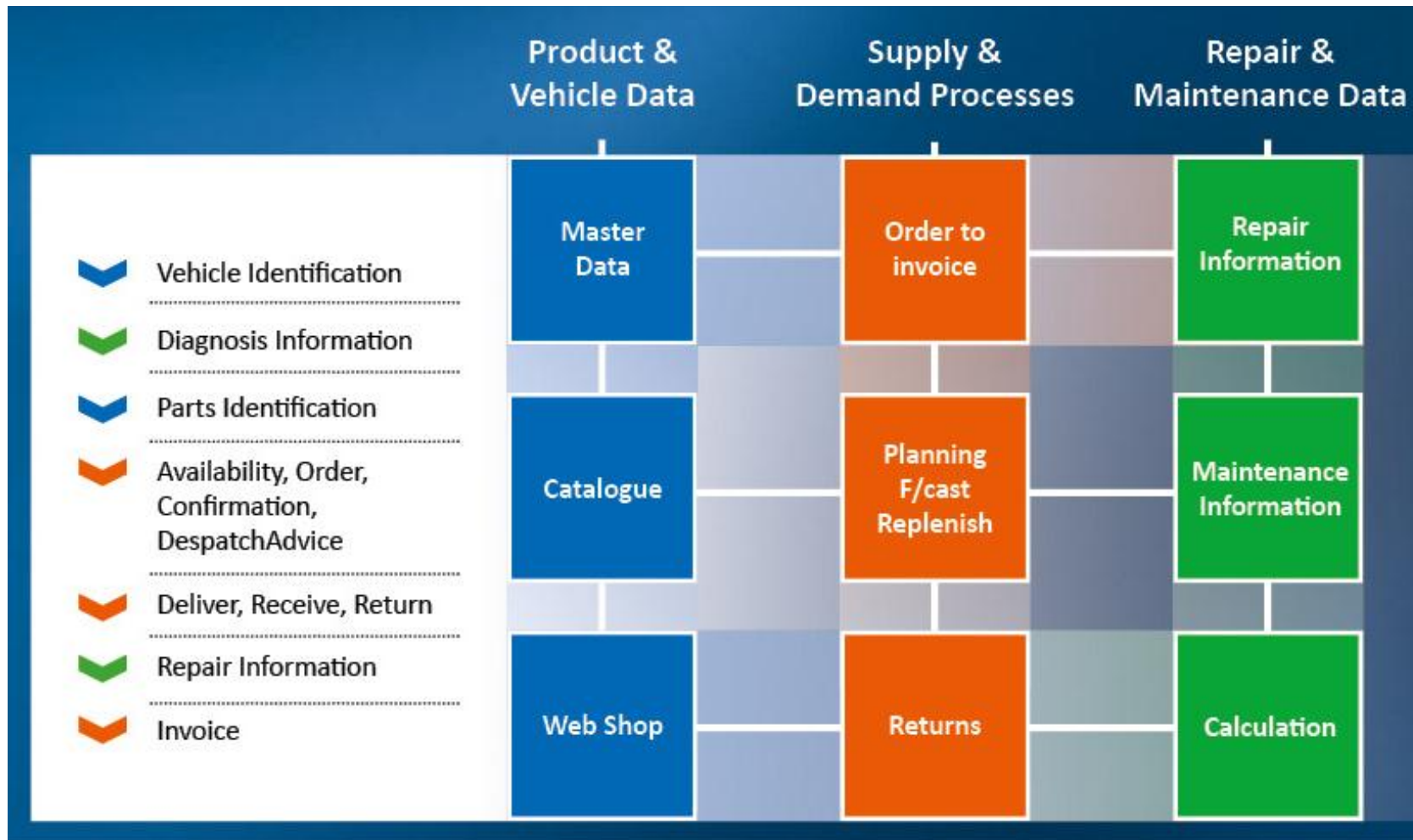


3 Competencies – 1 Target



In a Nutshell ...

Solution Portfolio



In a Nutshell ...



Shareholders



Key Figures



- 200 suppliers
- 13,000 distributors
- 200 mio transactions per year



- 500 brands
- 52,000 PC, 45,000 CV, 4 mio parts
- 1 mio users



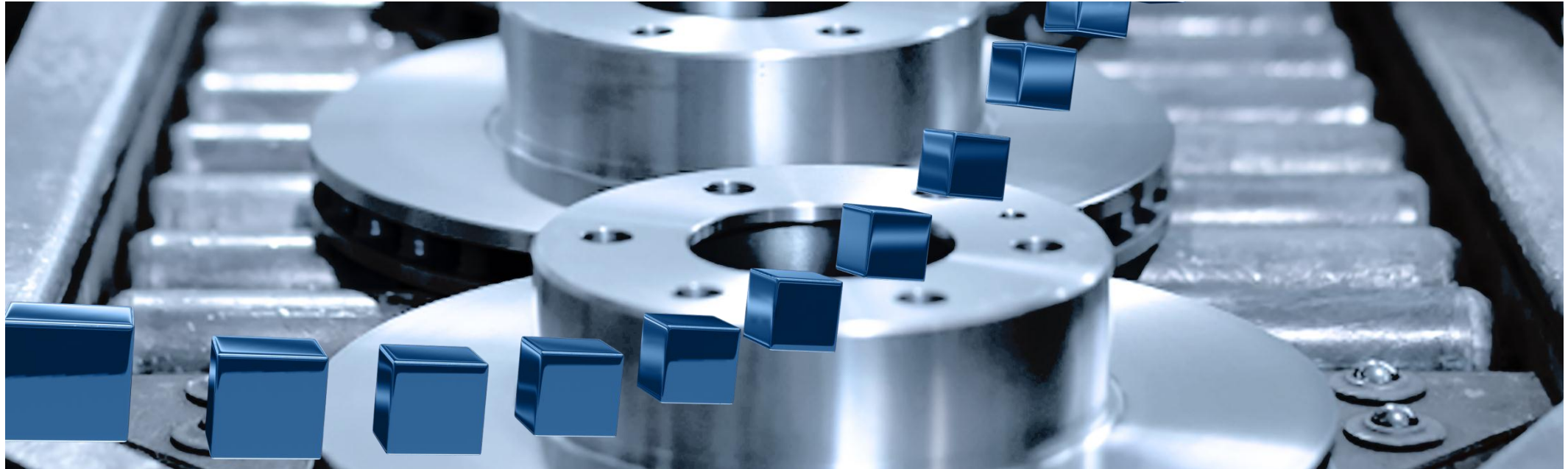
- 60,000 workshops
- 90,000 service plans, 500,000 repair manuals
- 12.5 mio labour times

Global Presence



■ subsidiary
■ agent

Connected Business



Digital Collaboration

Customer behaviour

- increasing impact of customer technology adoption
- social networks are influencing once loyal customers
- expect the right product through the right channel, the right price, at any time

Information flow

- simplified gathering, processing, storing data
- information networks, virtual reality
- cloud based services; browser based technology

Product flow

- parts proliferation
- globalisation
- increase in regulatory pressure

What collaboration can do for your business!



Out of Stock
Joint decision making
Synchronised Data
Accurate forecasting
Agility
Cloud
Web
Integrated Processes
Service optimization
Sharing
Smarter Commerce
Intranet
Multi Channel Dialogue
offline-to-online
PLM
Seamless integrated
Change
Standards
Shared Information
Help Desk excellence
forecasting
Supply Chain Management
Collaboration
Trust
Mail
Techy
CPFR
VMI
Big Data
B2B
Joint planning
Standards
Mail
Trust
People
Sharing risks
Vendor Managed Inventory
Continuous Replenishment
Push vs. Pull
XML

Build efficiency. Getting faster. Becoming smarter.

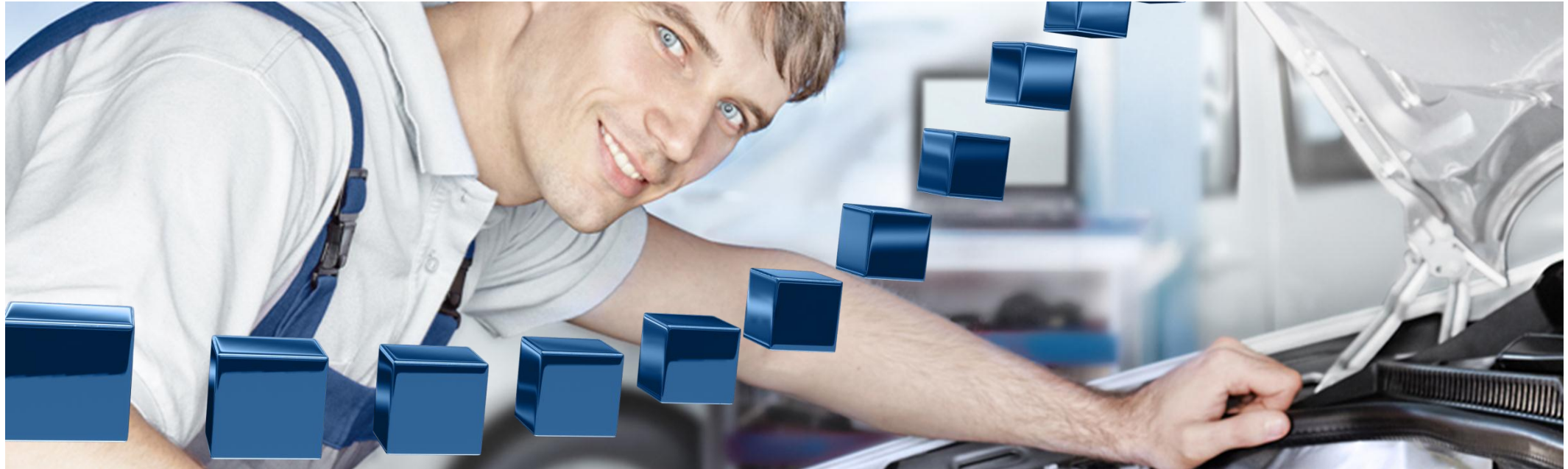


Digital Collaboration – 4 Playing Fields



- 1. Getting the basics right –**
synchronise accurate Master Data
- 2. Establish seamless integrated demand and supply processes –**
automate your order to cash cycle, don't forget return to credit
- 3. Improve f/casting and reduce working capital –**
share POS data for efficient inventory replenishment
- 4. Engage with technology enabled customers –**
connect with B2B, B2C and O2O

Thank you very much!



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