

BRIEF

[www.autopower.com](http://www.autopower.com)

# Surviving and Thriving

*In Today's HD Parts  
Distribution Market*



# AutoPower

*Strategy No. 2 for Surviving Inflation  
and the Supply Chain Crisis:*

Enhancing Pricing Control

# Content

---

The Challenge

---

The Strategy

---

Key Features and Capabilities

---

Key Business Benefits

---



*This is one in a series of four strategies designed to help distributors apply the deep capabilities of the AutoPower Distribution Management Platform to unlock the power of their own business data and integrated applications to overcome the challenges that are present in the heavy-duty truck parts aftermarket and in the economy at large.*

## **The Challenge:**

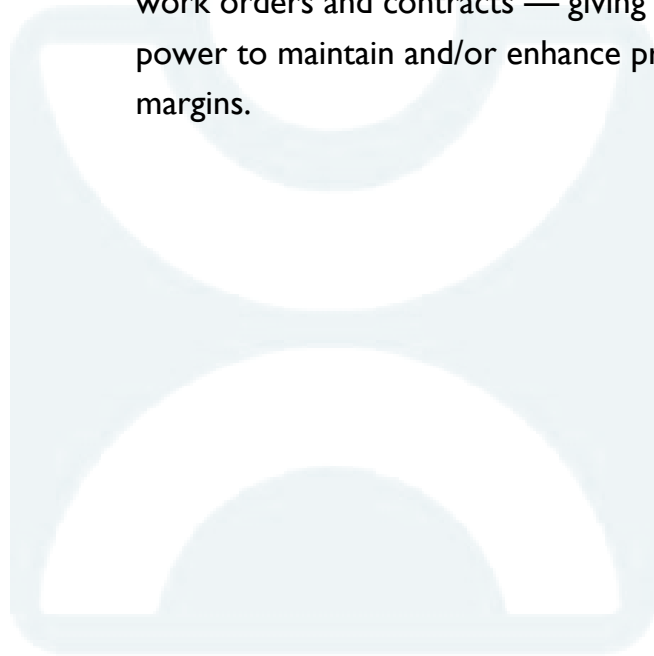
### **Maintaining margins in the face of rising inflation.**

Today's record Inflation is increasing the costs of virtually everything, and with current supply chain conditions creating longer delivery cycles, inflation rates can outpace your ability to adjust your prices to preserve margins.

## **The Strategy:**

### **Automate and integrate price management across business functions.**

AutoPower's built-in Pricing Module is one of the most powerful profit tools in the industry. It utilizes a logical and flexible pricing matrix to handle complex and tailored pricing scenarios. The price creation process unites defined pricing rules, assigned rules for specific pricing actions and designated pricing controls. It incorporates methods ranging from price field matrix updates to velocity pricing. It enables you to adjust pricing to keep pace with rising costs and assures that up-to-date pricing is automatically reflected in promotions, quotes, work orders and contracts — giving you the power to maintain and/or enhance profit margins.



## Key Features and Capabilities

This powerful module provides advanced pricing management that is easy to use and is structured to fit the HD parts aftermarket industry. It encompasses the following pricing methods:

**Customer Price Matrix** – Defines one of 10 possible price levels to be assigned to a product line, line category, and sub-category.

**Contract Pricing** – Set a specific product price (fixed price or percentage below or above a price level) for a date range. Customer purchase promises can be monitored along with actual purchases to advise the contract price be renewed or allow it to expire.

**Quantity Volume Price** – Quantity purchase brackets can be established for a product with discounts derived from ascending quantity brackets. Order Entry uses the brackets to advise the counterperson to encourage larger purchase quantities.

**Promotional Pricing** – Unique discounted product pricing for a defined date range. Promotion success analytics enable the pricing manager to monitor the promotion's sale activities.

**Velocity Pricing** – A-B-C ranking of the inventory identifies the slow-no moving items. Those items can be specified to be sold at a discount or a higher price depending on its rarity.

**Gross Margin Manager** – Counter POS may permit price changes. Controlling aggressive price reductions is paramount to preventing gross margin erosion.

**Additional methods include:** Product Pricing Updates, Price Field Percentage Updates, Price Field Matrix Updates, Unlimited Customer Pricing Matrix, Work Order Pricing Matrix, Line Item Price Change and Price Change Watchdog Report.

## Key Business Benefits

- Improved Accuracy
- Increased efficiency and productivity
- Dynamic real-time pricing updates
- Integrated with all order entry processes
- Highly flexible architecture
- Maintaining Part Sales Margins
- Contract Pricing vs. Profit Analysis
- Line item pricing monitor
- Profit Opportunity Pricing Strategies

## About AutoPower

Established in 1978, AutoPower is the leader in providing integrated business systems for the Heavy-Duty Aftermarket Distribution and Service Industry. Our solutions Empower organizations to leverage their own business data as a powerful strategic asset to increase productivity, improve decision making, increase sales, anticipate and respond to customer needs, and compete more effectively in today's volatile market.

Headquartered in Lake Mary, Florida, AutoPower Corporation installations can be found throughout North America unlocking profits for:

- Single and Multi-Branch Truck & Automotive Warehouse Distributors
- Heavy-Duty Vehicle Service and Repair Centers
- Assembly Rebuilders
- Truck & Equipment Installers

Our advanced system provides these businesses with powerful transaction processing engines and industry-specific software. The AutoPower System is tailored to businesses requiring inventory and warehouse management, sales processing, vehicle services, assembly manufacturing plus sales and inventory analysis tools. With our fully integrated financial modules the AutoPower System provides enterprise-wide features and functions.



**AutoPower Corporation • 800-229-2881**  
**400 Technology Park • Lake Mary • FL • 32746**  
**info@autopower.com • [www.autopower.com](http://www.autopower.com)**