

BRIEF

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# Surviving and Thriving

*In Today's HD Parts  
Distribution Market*



## AutoPower

*Strategy No. 3 for Surviving Inflation  
and the Supply Chain Crisis:*

Turning technology from an expensive burden  
to a competitive advantage

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The Challenge

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The Strategy

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Key Features and Capabilities

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*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:**

**Procuring, customizing and maintaining the sophisticated IT infrastructure necessary to implement and run a comprehensive data-based business management and decision support system.**

A data-driven approach to business operations and decision making is the essential force multiplier in today's roiling economic and competitive market—as long as the systems that make it possible are kept current and secure. Unfortunately, very few independent HD parts distributors and service organizations have the means to deploy and maintain the complex IT infrastructure required for a comprehensive data-based distribution management system, nor do they have the internal expertise to keep critical applications updated and tuned for optimum performance or adequately protected from malware, ransomware and other cyber threats that can catastrophically impact the business and its customers.

## **The Strategy:**

**IT infrastructure to IT experts who also know the HD parts industry, and focus resources on the core mission of serving customers.**

AutoPower's infrastructure as a Service (IAAS) model includes a secure Hosting Center, along with "evergreen" hardware and software maintenance services, all managed by IT experts to keep distributors firmly at the cutting edge, providing the most reliable data protection and fastest disaster recovery technologies available.

Hosting solutions are designed with failsafe business continuity and redundant data backup and protection processes in mind. Experienced network engineering staff manages the hosting technology and infrastructure. Businesses of all sizes see a measurable impact immediately.

## Key Features and Capabilities

- Operating system updates
- Physical and data security
- Hardened internet communications
- 99.99% targeted uptime
- Data Backup and recovery with numerous system recovery points
- Firewall management
- Remote access and 24/7/365 monitoring
- Applications updates
- Instant memory and processing power upgrades
- The last business server you will ever need

## Key Business Benefits

You and your staff spend less time on routine IT tasks and more time on strategic value-add business projects. Reduce capital costs by as much as 50% and realize up to 80% in IT-related energy costs.

- Lower IT costs
- Increased uptime
- Rapid disaster recovery
- Lower cost of ownership
- Ability to scale operations as needed
- Ability to effectively leverage IT to drive business growth
- Access to IT expertise on demand
- Protection against cyber-attacks, viruses, data breaches and ransomware
- Branch-operations independent

## 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.



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