



# ACTIVANT BUSINESS ACCELERATOR

## **DIFFICULT ECONOMIC TIMES DEMAND SOUND BUSINESS DECISIONS**

You know your business better than anyone. And in difficult times like these you're looking for new ways to keep every possible dollar you can! Not just to maximize profits, but to cut your expenses and costs. You need to be more efficient and profitable now. But how?

Activant's Business Accelerator is designed specifically to work with you and your business to identify improvement opportunities in areas such as inventory management, accounts receivable, and pricing. Improvements that will drive dollars to your bottom line.

Activant business consultants understand your challenges. We have worked in your industry, and we know your system. Through the Business Accelerator program, we can help you adopt industry best practices enabling you to work smarter and make more from your current investments.

With all you have invested into your business, isn't it time to get more out of it?

- What would a 1% increase to your Gross Profit mean for your business?
- How would increasing turns by 1/4 to 1/2 times per year and reducing your inventory investment affect your bottom line?
- Would reducing average days receivables by one to two days help your cash flow?

## **IT'S ALL POSSIBLE. HERE'S WHERE TO START!**

A seasoned Business Accelerator consultant works with you on- and off-site to determine your strengths and identify areas for improvement. These include General Business Flow, Accounts Receivable, Inventory Analysis, Employee Productivity Ratios, Credit Management and others. This analysis is used to develop an Acceleration Report with an action plan that reveals how you measure up to other aftermarket businesses across the nation. The findings are translated into real dollars and cents potential, with detailed specific recommendations to impact your bottom line. And, the best part is you'll realize results as quickly as 90 days.

## WHAT IS THE BUSINESS ACCELERATOR PROGRAM?

The Activant Business Accelerator program consists of a two-day on-site evaluation of your key business processes, resulting in a detailed action plan and recommendations to drive improvement. The report includes metrics to gauge success from your current baselines to your desired goals. The site visit is followed up with a minimum of three teleconferencing sessions to review progress, continue the assessment of your other business functions and define the next steps you need to take to continue realizing benefits and keep moving towards defined goals. A summary report will follow each call recapping the discussion and outlining items that should be completed before the next call.

The following key business processes will be included in the evaluation:

- **Ignite Your Catalog:** We will review your catalog setup and make recommendations for immediate improvements. Proper setup and configuration of your catalog is critical in quickly and accurately displaying the information your counter people need to maximize their productivity, improve customer service and increase sales.
- **POS:** Fast checkout and knowledgeable counter people drive customer satisfaction and foster customer loyalty. We help you improve counterpeople productivity by processing orders, cross-selling and invoicing quicker. Additionally, consistent practices improve data accuracy, security and business reporting.
- **Back Office:** We assess the effectiveness of your back office accounting practices, cash balancing, collection practices, etc. and highlight specific ways to improve speed and accuracy through greater automation and integration. You'll gain new insight into cash flow/cash projections with accruals and assuring critical audit trails
- **Inventory:** We recommend strategies to help you increase control over your largest asset with a more accurate valuation of your inventory. We define and promote best practices for managing inventory, using cycle counts for accuracy and driving improvement in margins. Changes will help you reduce lost sales and inventory costs while increasing sales.
- **Purchasing:** We help you implement or refine your purchasing strategies by automating the process and integrating best practices. Recommended changes will reduce paperwork while improving the accuracy of your ordering process. Let your team focus on finding the best deals, reducing overstock, eliminating dead inventory and evaluating new product performance.
- **Pricing and Margin Management:** Drive additional profit to your bottom line through effective pricing strategies, such as price rounding and margin analysis. Our consultant will help you implement proactive strategies for capturing problematic margins before they hit check out!
- **Metrics & Measurements:** Learn how you stack up against other businesses using AAIA's metrics. Working closely with you, we construct a plan that maps out a path for continual self assessment, enabling you to evaluate and track your progress towards defined goals. Key benchmarks and mileposts guide you through the process.

Please contact us for information on how you can accelerate your business and your profits today by phone at 800.380.9015 or e-mail [automotive.marketing@activant.com](mailto:automotive.marketing@activant.com).



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### ABOUT ACTIVANT

Activant, a leading technology provider of business management solutions serving small and medium-sized businesses, offers customers tailored proprietary software, professional services, content, supply chain connectivity and analytics. Activant's systems are designed to help customers increase sales, boost productivity, operate more cost-efficiently, improve inventory turns and enhance trading partner relationships.

To learn more about this or other Activant products and services, please call 800.380.9015.

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