

ACTIVANT INTERCHANGE



INCREASE SALES WITH THE MOST COMPREHENSIVE E-CATALOG FOR INTERCHANGE

Activant InterChange® is an expanded electronic cross-reference parts database that contains over 16,000,000 up-to-date listings for both Original Equipment Manufacturer (OEM) to aftermarket and aftermarket to aftermarket interchanges. Coverage includes passenger car, light truck, medium and heavy truck, small engine, marine, motorcycle, agricultural, industrial, and recreational applications. InterChange can help distributors find the right part, at the right time for improved service and greater revenues.

The Growing Interchange Issue

The growing number and types of vehicles on the road and the diversity of customers serviced mean that distributors need accurate information to source standard and non-standard parts for a variety of applications. For every part that can be interchanged, a sales opportunity exists. Having the right cross-reference information at a touch of a button can make the difference between profit and loss in a competitive marketplace. Additionally, distributors need powerful and flexible search capabilities to perform parts lookup based on partial numbers or kit information such as bearing set to cup and cone.

A Fast, Accurate Solution

InterChange provides distributors with the coverage, fast lookup, and flexibility they need to increase sales and stay competitive. Designed to be quick to learn and easy to use, InterChange allows counter personnel to simply key-in the original or competitive part or casting number. InterChange does the rest, indicating the manufacturer, part number, what kind of part it is and price for all recommended cross-references to the original part.

The popular All Lines catalog option with InterChange enables counter personnel to access part numbers needed to outsource a part not in inventory, all at the touch of a key. All Lines can help determine the most profitable source for a buy-out.

BENEFITS

- Eliminate cumbersome, out-of-date, and incomplete paper catalogs
- Boost sales with access to over 16,000,000 part number exchanges and manufacturer prices
- Outsource non-inventory parts quickly and accurately
- Reduce lost sales and improve service with wildcard searches
- Decrease personnel training and improve productivity



KEY BENEFITS FOR DISTRIBUTORS WITH ACTIVANT INTERCHANGE

Improved Parts Locating with Comprehensive Coverage

InterChange provides the most comprehensive interchange coverage in the industry.

- Locate interchanges for passenger cars, light to medium and heavy-duty trucks, small engines, marine motors, motorcycles, plus agricultural, industrial and recreational applications
- Access interchanges often not found in paper catalogs

Increased Productivity and Accuracy

InterChange and All Lines are designed to be fast, efficient, and easy to use for both new and experienced personnel.

- Locate interchanges by entering only the part number
- Decrease personnel training with an interface design consistent with PartExpert® and Activant LaborExpert®

Improved Outsourced Sales

With All Lines, distributors can boost sales with accurate outsourcing of parts not found in inventory.

- Access over 16,000,000 application and non-application part numbers and prices
- Save time and minimize errors by locating interchanges with a single command
- Determine the most profitable source for a buy-out
- Make accurate comparisons between parts for customer pricing

More Efficient and Successful Searches

Wildcard and other search capabilities mean a greater chance of finding the right part for customers.

- Reduce lost sales by being able to search for parts with partial or illegible part numbers
- Replace questionable characters with “?” or “*” to locate all possible combinations
- Perform advanced kit searches such as bearing set to cup and cone or one-to-many part lookups

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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