

ACTIVANT J-CON



The Right Connection to a Leaner, More Profitable Business

Activant J-CON® is a comprehensive business productivity system that provides jobbers with seamless connectivity to warehouse suppliers that are supported by Activant A-DIS®. With J-CON, jobbers can connect their counter to warehouse and service dealers, their cashier to the accounting department, and their entire business to the latest information available. The result is increased efficiency, improved service, and bigger profits.

Running a Tight Ship Even Tighter

Today, successful jobbers are running their businesses more efficiently and productively than ever before. Yet even the best need to be better in the current economy. When everything in their business is as lean as possible, jobbers still need to increase productivity, reduce overhead, and improve control over margins and cash flow to help ensure their continued growth and success.

Productivity, Performance, and Profits

With J-CON, successful jobbers can find new levels of staff productivity, inventory performance, and profits. Using flexible, reliable, and low-cost A-DIS connectivity with warehouse distributors, jobbers can leverage many back office services from the warehouse so personnel can focus on sales, increased inventory turns, and tracking operations far more precisely and effectively.

Why Jobbers Should Consider Activant J-CON

- Improve staff and sales productivity with suggestions for up-selling and cross-selling
- Seamless connection to A-DIS enabled warehouses to leverage warehouse provided ADM and central services
- Increase inquiry and ordering efficiency with AConneX capabilities
- Enhance profit margins with precise pricing and rebate tracking
- Optimize inventory performance with improved forecasting and analysis
- Manage cash flow for greater profits and better financial control

Key Benefits for Jobbers with Activant J-CON



Increase Sales and Staff Productivity

J-CON provides the information and automation counter personnel need to increase sales and work more productively.

- Drive sales and reduce returns with PartExpert® and InterChange®
- Automate daily tasks and speed up point-of-sale processes
- Off-load many inventory and ordering tasks directly to warehouse distributors
- Provide productivity reporting

Enhance Profit Margins

Jobbers have better margin control with pricing and precise margin analysis.

- Provide consistent up-to-date pricing
- Allow velocity pricing and audit price overrides
- Automate rebate tracking
- Analyze margin by customer, manufacturer and part

Optimize Inventory Performance

J-CON supports better performance with quality data and analysis.

- Forecast stock quantities
- Track lost sales and generate movement codes
- Identify slow movers
- Analyze inventory turns

Improve Cash Management

Jobbers can gain better control over their business and better visibility into counter sales by person.

- Balance cash by counterperson to increase accountability
- Integrate cash drawers
- Manage received-on-accounts
- Improve collections

Integrated, Comprehensive Solutions

J-CON is fully integrated with a powerful array of Activant products to form a complete business productivity and connectivity solution.

- **PartExpert:** The industry's leading eCatalog
 - Access over 2,900 automotive aftermarket manufacturer product lines and over 4,000,000 part numbers
 - Outsource non-inventory parts quickly and accurately with All Lines feature
 - Use expanded parts coverage and interchanges to increase flexibility in working with preferred suppliers

- **InterChange:** An expanded cross-reference parts database for PartExpert
 - Access over 16,000,000 up-to-date listings for both Original Equipment Manufacturer (OEM) to aftermarket and aftermarket to aftermarket interchanges
- **Aftermarket ConneX® (AConneX®):** An Internet-based solution providing fast, dependable, and cost-effective communications among jobbers, warehouses, stores, and service dealers.
 - Reduce telecom expenses
 - Improve access speed and dependability

A Full Set of Tools

J-CON provides a comprehensive set of powerful sales, financial, and management tools to enhance and streamline businesses.

- Track, manage, and optimize customer sales and service
 - Point-of-sale
 - Sales
 - History
 - Centralized customer maintenance
- Manage parts and inventory with up-to-date, accurate information
 - Electronic information products
 - Inventory management
 - Pricing
 - Purchasing
 - Part information
 - Updates
- Control margins and make well-informed financial decisions with fully integrated financial tools
 - Cash balancing
 - Accounts payable and receivable
 - General ledger
- Monitor performance and support company-wide management functions
 - Management reporting
 - Counter personnel reporting
 - Time and attendance

Maximizing Your Activant Solutions

Activant offers world class service and support for all product offerings, including online assistance, toll-free telephone support, onsite repair, systems deployment, training, and educational services. Our dependable, professional assistance can help maximize performance, ensure uptime, and sharpen your competitive edge.