

ACTIVANT SERVICE INTERVALS PLUS



INCREASE SALES ACROSS THE CHANNEL WITH “GLOVE BOX ACCURATE” SERVICE INTERVALS DATA

Activant Service Intervals Plus™ is a powerful, comprehensive electronic database of service intervals for major, minor, severe, and normal maintenance. Distributors can provide Service Intervals Plus data to customers through a variety of methods, helping to increase sales to these customers and positioning the distributor as a “one-stop shopping” source for both parts and revenue-enhancing data.

Lost Sales for Unperformed Services

The annual market in North America for unperformed maintenance services now exceeds \$60 billion. Distributors who cannot provide adequate service intervals data to their customers run the risk of losing significant sales. In addition, distributors miss a valuable, revenue enhancing opportunity to increase the consistency in sales volumes, enter new markets, and strengthen customer relationships.

Selling More to Customers Across the Channel

Service Intervals Plus can help distributors sell more parts to a wider range of customers with OEM recommended maintenance intervals that are “glove box accurate.” DIY customers can find the information they need to buy maintenance parts. Service chains and independent service dealers will order more parts from distributors based on regular and additional services for their own customers.

With Service Intervals Plus, distributors can give their customers the data they need for more maintenance service—and that means more parts sold by the distributor.

BENEFITS

- Increase sales to DIY customers, service chains, and independent service dealers by helping them increase their own sales and ordering
- Suggest major, minor, severe, and normal maintenance, based on manufacturers’ schedules
- Support fast, accurate estimates for service dealers and providers
- Help customers select all appropriate services and accurately schedule job times
- Encourage strong, long-term relationships with customers

KEY **BENEFITS** FOR DISTRIBUTORS WITH SERVICE INTERVALS PLUS



Increase Sales

Distributors can use Service Intervals Plus to increase sales to their customers and thereby increase orders to the distributor.

- Provide Service Intervals Plus data for both DIY and commercial customers through a variety of methods
- Support up-selling and cross-selling for customers performing maintenance
- Suggest major, minor, severe, and routine maintenance, based on manufacturers' schedules
- Maintain greater consistency in the volume of parts sales, based on regular maintenance

Enhance Estimation

For distributor customers, estimates can be generated more consistently with accurate data from Service Intervals Plus.

- Support estimates based on up-to-date recommendations from the manufacturer
- Help customers select all appropriate services and accurately schedule job times

Improve Service with Comprehensive Data

Better maintenance and more sales are ensured by providing customers with comprehensive service intervals.

- Provide data that accurately matches maintenance schedules from the car owner's manual
- Access major, minor, severe, and normal intervals, not just intervals provided in the auto's paper manual

Speed Lookup

A proven, user-friendly interface helps speed the lookup process for both experienced users and customers unfamiliar with the system.

- Automatically look up all parts required to complete each service
- Find the required data by using handy navigation aids and help features

Strengthen Customer Relationships

Service Intervals Plus can encourage strong, long-term relationships between customers and distributors.

- Provide a consistent, recognized standard for service intervals, based on manufacturer recommendations
- Reduce confusion and misunderstandings between distributors and customers regarding correct intervals
- Educate customers about differences among major, minor, severe, and normal intervals
- Avoid under-servicing or over-servicing
- Help customers protect their auto investments
- Ensure safer, more dependable autos through proper maintenance
- Position the distributor as a trusted source of service intervals data

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.



ACTIVANT

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