



# VAST Enterprise Wholesale

Software for  
Tire Wholesalers



Driving Business Performance





## Company Background

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### Established Reputation

Founded in 1984, MAM Software has established a strong reputation as a leading provider of professional business management systems and data solutions to the Automotive Aftermarket (AAM). This reputation is built upon our ability to consistently deliver reliable, innovative and economical software solutions that bring competitive advantages and increased profitability to our customers.

### The Aftermarket

MAM enterprise systems are used and recommended by many of the leading businesses within the AAM. All told, thousands of companies – from single-site operations to multi-user, multi-site organizations – rely on MAM Software to manage their business. Our customers operate throughout the aftermarket in sectors such as:

- ▶ Parts warehousing
- ▶ Hard parts warehouse distributors
- ▶ Hard parts jobber wholesale and retail
- ▶ Body panel warehouse distribution
- ▶ Automotive electrical repair and distribution
- ▶ Undercar warehouse distribution
- ▶ Performance parts distribution
- ▶ Heating and cooling parts distribution

“ We’re really pleased with the software and with the company behind the product.”

Jason Allbert  
Precision Tune Auto Center

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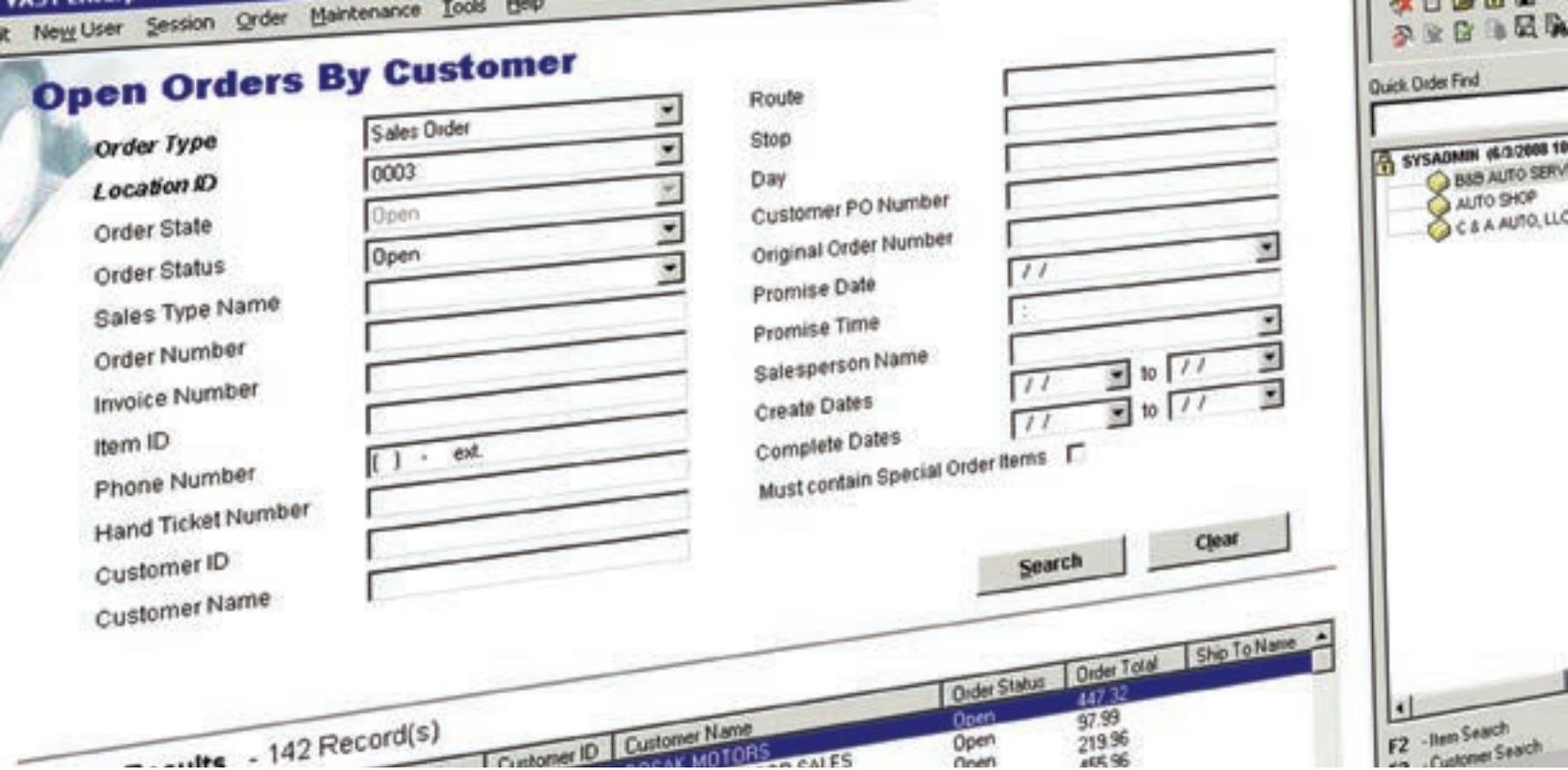
## Overview

VAST Enterprise Wholesale (VEW) is an order entry system tailored to meet the specific needs of wholesale tire dealers. VEW offers a unique user interface providing the speed of input of a text based system with the ease-of-use of today's Windows applications. Combined with MAM Software's OpenWebs B2B, application to application (A2A), and B2C systems, MAM Software offers today's tire wholesalers a complete set of tools to manage every aspect of their business.

VAST Enterprise Wholesale is just one module of our complete VAST Enterprise solution. For wholesalers that also are in the retail, commercial or retread business, there are modules to handle this part of the enterprise.

### Key features

- ▶ Configurable tire selling window
- ▶ Customized user interface (by salesperson)
- ▶ Shipment manager (supports master pick-tickets and route/stop functionality)
- ▶ Multiple price levels and contract pricing
- ▶ Purchasing and forecasting modules
- ▶ Accounts Receivable
- ▶ Integration to our e-commerce solutions for B2B or B2C e-commerce
- ▶ Supports customer back orders and direct shipment orders
- ▶ Integration to customers POS systems
- ▶ Integration to Dynamics GP for accounts payable and general ledger



## Wholesale Order Entry System

VAST Enterprise Wholesale is designed to streamline the order entry system and ensure that sales staff have the right tools at their fingertips

Through its simple to use design, VAST Enterprise Wholesale empowers sales staff and drives efficiency in the ordering process. No matter how busy the office is, sales staff are able to quickly jump from order to order without missing a beat.

### Key features

- ▶ Function key, keyboard or mouse navigation
- ▶ Unlimited pricing levels allow you to set pricing your way
- ▶ Customer contract pricing with start and end dates to ensure the right price is used
- ▶ Quickly jump to detailed customer history to review previous sales price or order history
- ▶ Customizable tire selling window allows you to provide the right information to your sales staff
- ▶ Real-time inventory visibility with allocation detail across the enterprise
- ▶ Flexible account receivable terms (i.e. fixed date, net 10h, dated terms - 30/60/90, etc.)
- ▶ Print, email, or fax AR customer statements directly from the system
- ▶ Backorder management functions
- ▶ Internet order notifications directed to the respective salesperson or straight to a pick ticket for fulfillment



| New                      | Part Number | TireSize | Description                  | Nat | Pop | onHnd | onOrd | Order | RcmQty | Cost   | Fe |
|--------------------------|-------------|----------|------------------------------|-----|-----|-------|-------|-------|--------|--------|----|
| <input type="checkbox"/> | 768827827   | 1957014  | P195/70R14 CONQUEST 90S VSB  |     |     | -1    | 0     | 4     | 4      | 63.92  |    |
| <input type="checkbox"/> | 112060440   | 2056515  | P205/65R15 EAG GA 92T BSL    |     |     | 0     | 0     | 4     | 4      | 82.28  |    |
| <input type="checkbox"/> | 112346606   | 2256016  | P225/60R16 EAG GA 97S BSL SN |     |     | 5     | 0     | 3     | 8      | 84.19  |    |
| <input type="checkbox"/> | 706180034   | 2055516  | P205/55R16 EAG LS 89T VSB SN |     |     | 0     | 0     | 4     | 4      | 83.68  |    |
| <input type="checkbox"/> | 706346034   | 2256016  | P225/60R16 EAG LS 97S BSL SN |     |     | 10    | 0     | 2     | 12     | 84.82  |    |
| <input type="checkbox"/> | 706418034   | 2356016  | P235/60R16 EAG LS 99H BSB    |     |     | 0     | 0     | 4     | 4      | 110.29 |    |
| <input type="checkbox"/> | 706449034   | 1856015  | P185/60R15 EAG LS 84T VSB    |     |     | 5     | 0     | 1     | 4      | 114.07 |    |
| <input type="checkbox"/> | 706460492   | 2056016  | P205/60R16 EAG LS 91T VSB SN |     |     | 0     | 0     | 4     | 4      | 75.14  |    |
| <input type="checkbox"/> | 706536492   | 2356518  | P235/65R18 EAG LS 104T VSB   |     |     | 0     | 0     | 2     | 4      | 91.75  |    |
| <input type="checkbox"/> | 706901492   | 2256516  | P225/65R16 EAG LS-2 95T VSB  |     |     | 4     | 0     | 2     | 4      | 133.11 |    |
| <input type="checkbox"/> | 706482163   | 2255517  | P225/55R17 EAG LS-2 95T VSB  |     |     | 2     | 0     | 4     | 4      | 133.75 |    |
| <input type="checkbox"/> | 706486153   | 1956015  | P195/60R15 EAG RSA 87T VSB   |     |     | 0     | 0     | 2     | 4      | 121.84 |    |
| <input type="checkbox"/> | 732023500   | 2255017  | P225/50R17 EAG RSA 93W VSB   |     |     | 3     | 0     | 4     | 4      | 71.23  |    |
| <input type="checkbox"/> | 732263172   |          |                              |     |     | 4     | 0     | 4     | 4      | 141.68 |    |

## Inventory Management

Inventory is the key to your organization's success. VAST Enterprise contains the forecasting and ordering tools to help you increase profitability through efficient inventory management

VAST Enterprise allows you to manage and monitor your inventory in real-time without printing reports or running batch processes. Its many tools help you stay on top of your inventory and make sure you are turning it as often as possible.

### Key features

- ▶ Built in forecasting module creates suggested stock purchase orders based on your desired stocking criteria
- ▶ Stock purchase orders can be reviewed on screen, modified, and then saved, eliminating the need for paper print outs
- ▶ Balance inventory between your locations ensuring efficient use and increasing your inventory turns
- ▶ PO's can be automatically submitted through MAM Software's OpenWebs server to suppliers and manufacturers
- ▶ Physical count program with inventory freeze function allows you to keep your operation open
- ▶ Flexible management reports for inventory management provide real-time analysis and visibility

“ MAM helps us increase revenue, improve productivity and provide better customer service.

Tom Pfau  
Meineke

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## Integrations with Leading Best of Breed Products

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MAM Software offers integrations to several third party products which allow customers more flexibility in designing their enterprise solution

MAM Software understands that tire wholesalers want to utilize the best products to assist them in various functional areas. To provide wholesalers the flexibility of choice, we have built relationships and integrations with various third party products, allowing wholesalers to choose from VAST's functionality or that of a third party devoted to that area of the business. Such integrations include:

- ▶ Integration to industry retread manufacturing software
- ▶ Crystal Report Writing
- ▶ Top Dog - Reporting
- ▶ Quickbooks accounting interface
- ▶ Microsoft Dynamics GP (Great Plains accounting interface)

| Parts    |      |             | Pricing                      |    | Qty | Qty | Order | WD     | Cost                     | Action |
|----------|------|-------------|------------------------------|----|-----|-----|-------|--------|--------------------------|--------|
| Location | MFG  | Part        | Description                  | AV | 00  | QTY | QTY   | \$     |                          |        |
|          | COOP | 00981       | Lifeline Touring SLE 94V BSW | 0  | 0   | 4   | 8     | 214.86 | <input type="checkbox"/> |        |
|          | MICH | 87610       | Pilot MXM4 93V RRBL          | 0  | 0   | 4   | 3     | 288.96 | <input type="checkbox"/> |        |
|          | MICH | 94369       | Pilot Sport AS 94W RRBL      | 4  | 0   | 0   | 10    | 280.92 | <input type="checkbox"/> |        |
|          | BFGO | 98894       | g-Force Sport 94W RBL        | 0  | 0   | 4   | 13    | 135.73 | <input type="checkbox"/> |        |
|          | Mult | J366        | Grand Tour 94V BSW           | 0  | 0   | 4   | 17    | 149.23 | <input type="checkbox"/> |        |
|          | CONT | 15480110000 | TouringContact CV 95 93V     | -4 | 0   | 4   | 6     | 237.50 | <input type="checkbox"/> |        |
|          | CONT | 15484780000 | Pro Contact 93V BSW          | 0  | 0   | 4   | 18    | 226.00 | <input type="checkbox"/> |        |
|          | COOP | 25506       | Zeon Sport A/S 94W BSW       | 3  | 0   | 4   | 7     | 236.22 | <input type="checkbox"/> |        |
|          | MICH | 33284       | Pilot MXM4 93V RRBL          | 0  | 0   | 4   | 10    | 288.97 | <input type="checkbox"/> |        |
|          | CONT | 3517770000  | TouringContact CV 95 94V     | 0  | 0   | 4   | 6     | 237.50 | <input type="checkbox"/> |        |
|          | CONT | 3520360000  | Pro Contact 94V BSW          | 0  | 0   | 4   | 13    | 226.00 | <input type="checkbox"/> |        |
|          | CONT | 3522920000  | Sport Contact 2 98Y BSW      | 0  | 0   | 4   | 13    | 308.50 | <input type="checkbox"/> |        |
|          | CONT | 3523400000  | Pro Contact 94V BSW          | 0  | 0   | 4   | 6     | 265.50 | <input type="checkbox"/> |        |
|          | CONT | 3524810000  | Pro Contact 94W BSW          | 0  | 0   | 4   | 16    | 277.50 | <input type="checkbox"/> |        |

## Connect Your Tire and Service Dealers for e-Ordering

VAST Enterprise's seamless connection to MAM Software's e-commerce solution, OpenWebs, allows you to build tighter relationships with customers and suppliers

VAST Enterprise has been designed to integrate with MAM Software's e-commerce solution, OpenWebs, to enable buying and selling of parts and tires via the Internet. Improve profits by allowing your customers to look up and buy inventory online through our portal, or take advantage of our direct point of sale integration to allow your customers to view your inventory from within their POS.

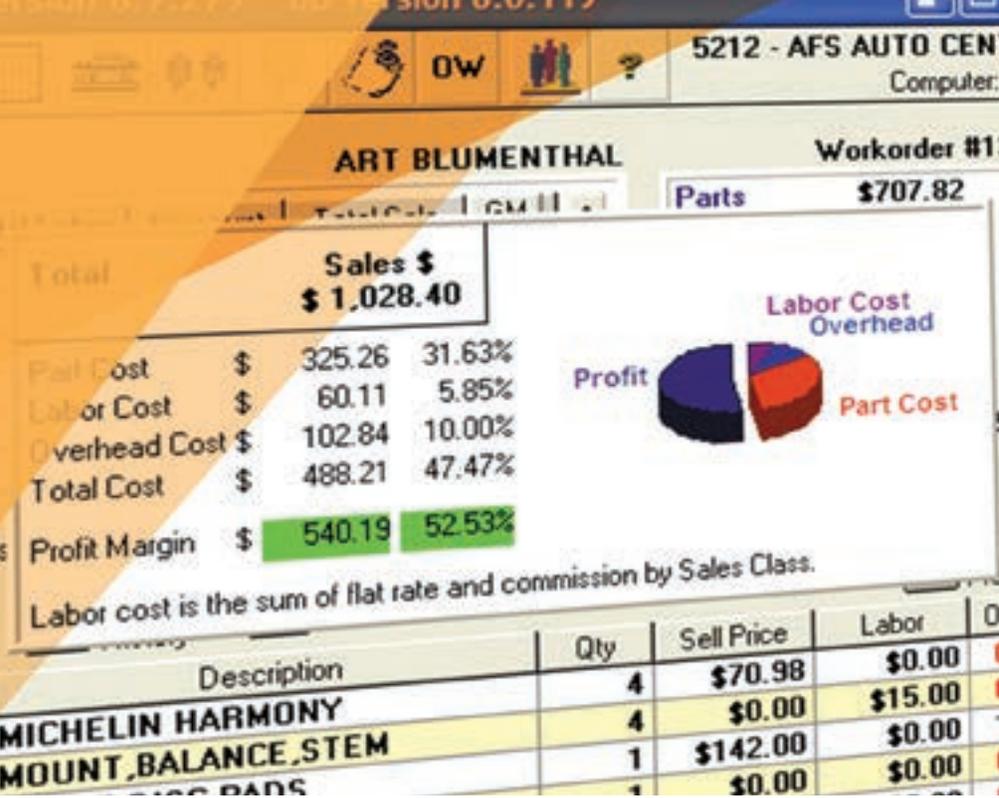
### Key features

- ▶ Allow customers to search your tire inventory for all products in a given size or manufacturer in real-time through their browser
- ▶ Allow customers to search inventory and place orders from directly within their POS making it easier to do business with you
- ▶ MAM Software's optional Business to Consumer (B2C) module can be used by retail consumers to create online quotes that are automatically routed into VAST POS as open estimates
- ▶ Provide new product and price updates with their specific pricing right to the POS
- ▶ Use our B2C module to assist your dealers in creating an online presence and use your inventory levels to supplement theirs, ensuring increased sales for the supply chain
- ▶ OpenWebs can also connect to other e-commerce gateways including AConneX, IAP, and Nexpart

“ With VAST’s integrated approach to service center management, counter staff now benefit from access to detailed repair and catalog data, as well as information on stock levels.”

Mike Holmes  
Virginia Tire & Auto

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## Keep a Constant Pulse on Your Financials

VAST and Microsoft Dynamics GP (Great Plains) combine to provide a seamless enterprise solution with accurate data reporting from POS invoice through P & L

Whether you have three, thirty, or three hundred warehouses, VAST Enterprise will improve communication among all levels of management and personnel. Ensure that everyone in all distribution centers have the same information needed to maximize profitability, implement corporate policy and best practices, and achieve goals.

### Key features

- ▶ Consolidated 'accounts receivable' system supports fleet, commercial, wholesale, and miscellaneous house accounts tied to the VAST Enterprise systems for credit authorizations and ROA
- ▶ Flexible posting rules allow you to control how financial transactions are posted to the GL
- ▶ Microsoft Dynamics GP (Great Plains) provides seamless integration for General Ledger and Accounts Payable
- ▶ Quickbooks integration for General Ledger supports multiple companies and/or profit centers
- ▶ Data import/export from VAST Enterprise available for integration with third party accounting, warehouse, and back-end systems
- ▶ MAM Software is committed to delivering application and e-commerce software that can be integrated quickly and easily with other software that you may wish to retain or purchase





# Driving Business Performance