

AUSTIN, Texas, March 16, 2016

### **Automotive Parts Headquarters Completes Upgrade to Epicor Vision Automotive Aftermarket Software**

***Aftermarket Auto Parts Alliance Shareholder Now Able to Integrate Multiple Services Across All Locations for Increased Business Efficiency***

Epicor Software Corporation, a global provider of [industry-specific enterprise software](#) to promote business growth, today announced that [Automotive Parts Headquarters](#), a third-generation family-owned automotive parts wholesaler and retailer based in St. Cloud, Minn., has upgraded to the [Epicor® Vision®](#) business management solution to meet its enterprise resource planning (ERP) business growth and technology needs. Epicor Vision software is a comprehensive distribution management solution utilized by several leading multi-location distributors of motor vehicle components.

A shareholder of the Aftermarket Auto Parts Alliance, Automotive Parts Headquarters is using the Epicor Vision solution to fully integrate multiple technology platforms and services within its headquarters location. According to Dennis Gregory, chief operating officer of Automotive Parts Headquarters, the new software should enable enhanced visibility and control across each operational area for increased efficiency and a superior customer experience.

“The system we were operating was an excellent system, but was written around 1980. A lot of the new technology we have now was not envisioned at that point,” Gregory said. “With the Epicor Vision solution, we knew we could integrate our accounting system, have a tighter integration with our customer relationship management system, our databases and more.”

Seeking a solution that would allow for increased integration was a priority for the company, as it would allow employees to be more productive, according to Gregory. He cited the Vision



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*Dennis Gregory  
Chief Operating Officer  
Automotive Parts Headquarters*

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software's tight integration with Epicor Compass analytics, which offers more team members broader access to critical business performance data.

"Dennis and his team learned the value and competitive power the Vision software provides, and they did an outstanding job of preparing for and completing the implementation," said Scott Thompson, vice president, automotive, analytics and content, Epicor Americas. "It is exciting to watch a leading channel partner position itself for enhanced competitive advantage and long-term growth."

Gregory credited his IT and core teams with making the integration successful. The teams worked for two years in analyzing and determining pain points associated with their existing solution and speaking with users of the Vision software and those using competing solutions. He pointed to the teams' enthusiasm to learn the capabilities of Vision software as a leading reason for the comparatively fast, trouble-free implementation.

Epicor Vision software is a powerful enterprise solution that includes world-class customer relationship management (CRM) tools, a centralized database, highly advanced price management and inventory capabilities, comprehensive "central services" functionality, integrated accounting and other features that help drive sales, operational efficiency and customer satisfaction. The solution also includes a comprehensive "three-way match" feature that helps users quickly identify and reconcile discrepancies between purchase orders, advance shipping notices, receivers and vendor invoices.

To learn more about Epicor Vision software, please contact your Epicor representative, call Epicor toll-free at 888-463-4700 or email [automotive.marketing@epicor.com](mailto:automotive.marketing@epicor.com).

### **About Epicor Software Corporation**

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements are built into every solution -- in the cloud, hosted, or on premises. With this deep understanding of your industry, Epicor solutions manage complexity, increase efficiency, and free up resources so you can focus on growth. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).

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