



Epicor Success Story

Vast-Auto Distribution

Deploying Modern Technology To Support Growth

Company Facts

- ▶ Location: Montreal, Quebec, Canada
- ▶ Industry: Automotive
- ▶ Number of Locations: 8
- ▶ Employees: 250
- ▶ Website: www.vastauto.com

Success Highlights

Challenges

- ▶ Maintain accurate information with new technology solution

Solution

- ▶ Epicor® Eagle® for the Aftermarket

Benefits

- ▶ Streamline decision-making processes to improve inventory and remain competitive
- ▶ More flexibility to set up catalogs
- ▶ Easy employee training



Vast-Auto Distribution, a major distributor of automotive parts in Eastern Canada, has experienced massive growth in the past two decades. They have spent millions of dollars on expansion projects. They started in 1986 with a 25,000 square foot warehouse and 15 employees. Today, the Montreal-based distributor has expanded in Quebec and Ontario and now operates a 180,000 square foot warehouse in Montreal and a 60,000 square foot warehouse in Toronto servicing over 350 corporate and associate stores and service centers in both provinces.

“We realize how important accurate information is, so we put the necessary emphasis on making sure we get the right data to the people who need it,” says Mauro Cifelli, vice president of sales and marketing at Vast-Auto.

Consistent with its commitment to progress, Vast-Auto converted its corporate stores from Epicor J-CON® to Epicor Eagle for the Aftermarket and has started to implement the new system in its associate stores.

Streamline store network efficiency

Store managers conduct business today in a very different way than what they did 10 years ago—largely because information technology plays a more prominent role. They constantly have to make decisions about stocking or non-stocking parts. The Eagle system streamlines these decision-making processes so they can optimize the way they handle inventory and remain competitive.

Turnkey operations from installation to administration

The Eagle system was implemented at Vast-Auto's Granby corporate store. Countermeasures were able to learn the system very quickly and say it's more intuitive, and they can complete transactions more quickly. The Eagle system offers them more flexibility when it comes to setting up their catalogs and their point of sale (POS) procedures as well.

The Eagle system's ability to run in training mode is a welcome feature. When new employees use Eagle in training mode, they don't affect the live system. "They see a mirror image of their data, so they can get comfortable with the environment without impacting the live database," Cifelli explains. "That way there is no impact on the company operations."

Vast-Auto puts a lot of effort into getting young people interested in entering the automotive aftermarket industry. The company works with school boards to introduce students to the trade. "Finding the right people is a huge issue," Cifelli says. "As these new workers enter our industry, we need to manage the turnover. Training someone to sell auto parts should not be more complicated than training them to work in another retail sector. Eagle facilitates the training process, making it easier for us and more attractive to potential employees."

Making well-informed decisions

André Cabana, Granby store manager, says that when auto manufacturers introduce new models, more parts come into existence. With nearly half a million SKUs in its system, his store depends on the Eagle system to manage the increasingly difficult

issue of parts proliferation. "We are constantly faced with decisions about when to activate or deactivate parts," Cabana says. "We are also required to better manage inventories at the store level."

Vast-Auto's corporate stores use Epicor Business Advisor®, a powerful tool designed to provide key performance indicators to business owners and managers. The dynamic dashboard enables management to quickly see business summary information. "We can look at the dashboard any time to check profitability and sales for the day, the hour, or the minute," explains Cifelli. "We can review employee productivity or any aspect of the business we are interested in."

Business Advisor gives store managers the flexibility to drill down to details behind inventory and sales figures with a simple point-and-click operation from the Management Summary Window. The built-in calendar tool lets managers view information for any period in which data was collected. "We can easily move information from Business Advisor into an Microsoft® Excel® spreadsheet or get a graph of the information we want," Cifelli says. "It's a powerful tool that helps us do a better job of analyzing the business and making the corresponding critical business decisions."

The Eagle system is part of the company's overall strategy to make its operations more efficient at every level. "It enables us to service our customers better by having the right parts on the shelf at the right time," Cifelli says. "It's very reassuring to know that Eagle gives us that competitive advantage."

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is 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 is built into every solution—in the cloud or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit www.epicor.com.



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