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Full Service Auto Parts to Upgrade from Epicor Ultimate To Epicor Vision Automotive Aftermarket Solution

Distributor Serving South-Central Texas Cites Powerful New Business Intelligence and Pricing Capabilities and Trust in Epicor as Reasons for Investment

Epicor Software Corporation, a global provider of [industry-specific enterprise software](#) to promote business growth, today announced that [Full Service Auto Parts](#), a 15-location automotive replacement parts distributor serving south-central Texas, will upgrade from Epicor Ultimate software to the powerful [Epicor Vision](#) distribution management solution. Full Service is the latest of several longtime Ultimate users to step up to the Vision software, which enables automotive aftermarket distributors to achieve real-time visibility into virtually every area of their businesses to optimize processes, reduce costs and increase sales and customer loyalty.

Founded in 1979, and based in San Antonio, Texas, Full Service fulfills the daily parts and supply needs of approximately 1,700 wholesale accounts through one distribution center and 14 wholly owned stores. The company is an authorized distributor of ACDelco, Motorcraft and MOPAR parts and a member of the National PRONTO Association. Full Service has used the Epicor Ultimate solution since 2000.

“We’ve definitely gotten good use out of it (Ultimate), but it’s the right time for us to move to Vision software,” said Chris Huff, vice president, Full Service Auto Parts. “It is imperative that we keep using technology to help make us better in everything we do. Quite a few PRONTO distributors have moved to the Vision solution and based on their experiences we feel we can really benefit from this investment.”

Among the leading advantages of Vision software, according to Huff, are easy access to actionable data across the entire enterprise; extraordinary pricing flexibility; and compatibility with Epicor Vista software industry analytics, including the Vista Inventory Modeling tool. “I’m going to rely on the Vista tool to change the way we stock our stores,” said Huff. “The inventory analytics within Ultimate are based only on demand; with Vista we have local VIO data and coverage analyses to make our inventories much more robust, which customers will notice and hopefully will help us increase sales.”

The Vision software offers 999 pricing fields, which will allow Full Service to be “more creative in how we price across each of our lines and with our customers,” said Huff. “We spent a lot of time speaking



Full Service Auto Parts will rely on Epicor Vision software to run its warehouse and 15 company stores.

“It is imperative that we keep using technology to help make us better in everything we do.”

**Chris Huff, Vice President
Full Service Auto Parts**

with another Vision user who has been very successful in finding an additional point or two of margin on an ongoing basis simply through improved pricing strategies.”

The Vision software also will provide Full Service with a native version of the Epicor LaserCat 3 electronic catalog interface. The company had replaced the native Ultimate eCatalog with LaserCat 3 in recent years, a move that resulted in “a huge jump in terms of service levels and productivity at the counter,” said Huff.

Another important benefit of the investment, according to Huff, is the ability to remain an Epicor customer. “We have absolute trust (in Epicor). When you’ve been an Epicor user, in my opinion it makes sense to stay with them because of the excellent service and support as well as the confidence you will have that they will help you every step of the way. There’s just too much at stake.”

About Epicor Vision

Epicor Vision is a powerful enterprise solution that includes world-class CRM tools, a centralized database, highly advanced price management and inventory capabilities, comprehensive "central services" functionality, and other features that help drive sales, efficiency, and customer satisfaction. Visit the [Epicor aftermarket solutions hub](#) to learn more.

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 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.

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