



Boost Dealer **Loyalty**. Grow Parts **Revenue**.

Simplify parts ordering for dealers and improve collaboration with smart stocking suggestions to optimize parts availability and sell more, together.

Build your retail inventory management (RIM) program with Synchron.



Improve customer **experience**. Increase dealer **loyalty**. Sell **more** parts.

Help dealers order the right parts with less effort. Improve forecast accuracy with point-of-sale data. Simplify replenishment planning. Do it automatically.

Synchron Dealer Parts Planning



OEMs set Stocking Policy

- OEMs set the stocking policy for each dealer warehouse
- Typically established using dealer clustering techniques



Dealers send daily data

- DMS daily extraction of sales, stock, open purchase orders
- Enrichment with OEM data



OEM suggests stock levels & orders

- Daily execution of planning processes
- New stock levels (& new orders) proposed to dealers



Dealers approve stocking policy & orders

- Dealers approve stocking policy changes, or recommended procurement orders
- Partial or full auto-approval



OEM buys back parts that don't sell

- Stock that has been bought following the RIM recommendations is brought back if it doesn't sell over a period of time

According to terms & conditions

Successful RIM programs

Synchron Dealer Parts Planning solution enables you to:



Establish retail inventory planning, including demand forecasting, optimization, ordering and returns.



Simplify parts ordering through frictionless, easy, automated approvals.



Gain visibility into POS data, tracking, and execution across the entire dealer network.



Reduce returns and buy-back credits through automated policy compliance.



Increase same-day fulfillment levels via parts transfers between dealers.



Create a smoother demand curve and add predictability to dealer orders and revenue.

RIM Results and ROI



Up to 5%

parts revenue increase



Up to 25%

parts availability increase



Up to 20%

inventory reduction



Up to 25%

reduction in freight cost

DAIMLER

Daimler reduced dealer inventory and returns while increasing service levels.

- Increased **service levels by 32%**
- Reduced return rates to industry-leading **1.5% of order value**
- Reduced excess **inventory by 15% (\$60M)** across dealer network



Your Aftermarket Growth Engine

Synchron powers aftermarket **revenue growth for OEMs** with complex dealer networks.

Talk to a RIM expert today at synchron.com/contact