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# *NAPA IBS Supply Chain Solutions*



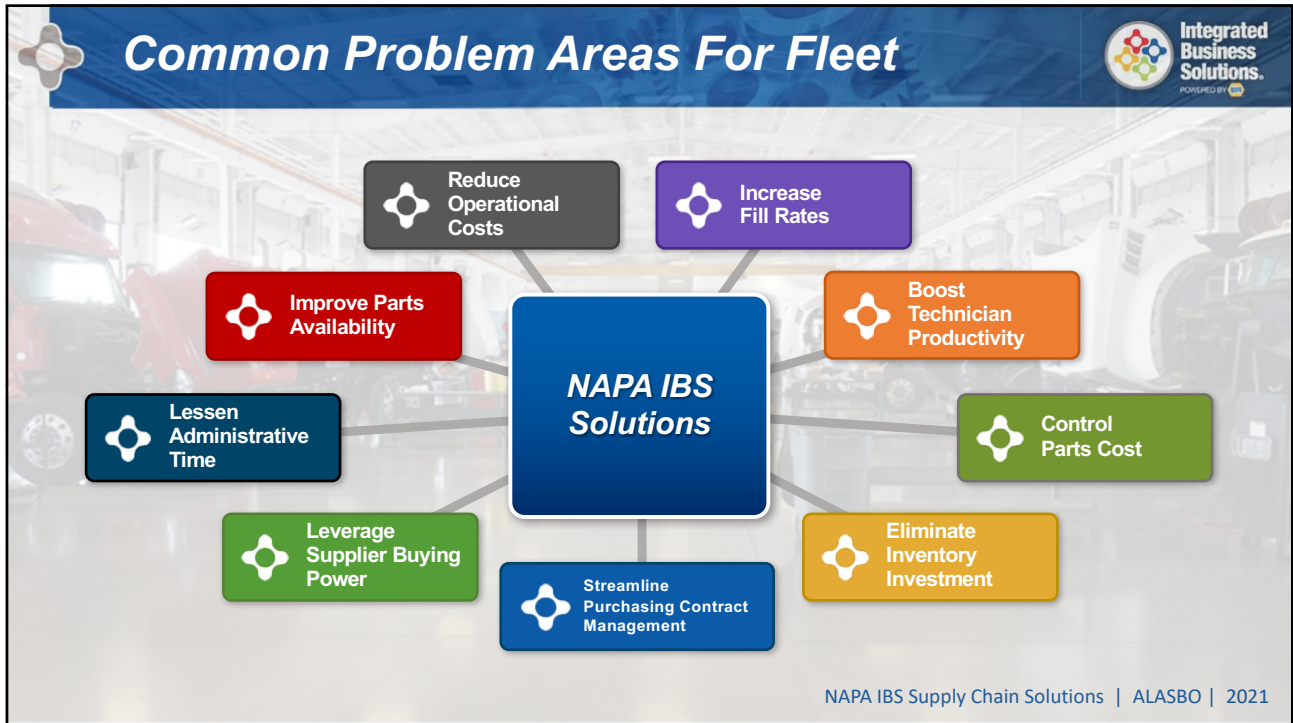
*Marty Smith  
Alaska General Manager*



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# *Program Overview & Customer Base*





**NAPA Integrated Business Solutions**

**The NAPA IBS Solution:**

- ❖ Dedicated Parts Store Onsite in your Shop
- ❖ NAPA Owns All Inventory Until Requested for Work Order
- ❖ Vendor Management Consolidated to Single Source
- ❖ 1,300+ OE & Aftermarket Vendors Managed
- ❖ One Parts & One Operating Bill Each Month

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## NAPA Integrated Business Solutions

**With over 27 years of automotive inventory management experience, NAPA IBS can develop a customized shop parts solution for you.**

**Sourcing, Warehousing & Supply Chain**

- ❖ NAPA IBS is the independent warehousing solution within Genuine Parts Company & NAPA

**Inventory Management**

- ❖ NAPA IBS is a unique, specialized program
- ❖ Customized processes & technology for each IBS

**NAPA IBS Footprint**

- ❖ NAPA IBS manages 80%+ of all fleet VMI operations across the US
- ❖ 400+ Sites, including 20+ school districts and 100+ government fleet customers



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## NAPA Integrated Business Solutions


**NAPA IBS Program Timeline**

- ❖ 1993: City of Richmond, VA
- ❖ 1994: Xcel Energy (13 Sites)
- ❖ 2000s: Major Municipalities (NYC, CHI, CTA)
- ❖ 2010s: Airline GSE Business (Southwest, Delta, American)
- ❖ Other Prominent Customer Categories:
  - Utility
  - Construction
  - State DOT
  - Auto Repair
  - School Districts & Universities
  - HD Repair & Trucking
- ❖ Today:
  - 400+ IBS Parts Rooms Managed
  - \$180+ Million in Dedicated Inventory
  - 1,100+ IBS Employees in Customer Shops




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## K-12 & Higher Education Experience



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**Our School Network Includes:**


- Palm Beach County Schools, FL
- Clayton County Schools, GA
- Cobb County Schools, GA
- Fulton County Schools, GA
- Liberty County Schools, GA
- Mansfield ISD, TX
- University of Oklahoma, OK
- Atlanta Public Schools, GA
- University of Illinois Chicago, IL
- DeKalb County Schools, GA
- Douglas County Schools, CO
- Muscogee County Schools, GA
- University of Georgia, GA
- Newton County Schools, GA
- Oklahoma State University, OK
- School District of Philadelphia, PA

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## Alaska & Other Notable Experience



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**Our Alaska Network Includes:**

- Golden Valley Electric Association
- Carlisle Transportation
- Ravn Airlines\*
- Ft. Wainwright\*

**Other Notable IBS Customers Include**

Boeing	City of New York, NY
Walt Disney World	City of Chicago, IL
Chicago Transit Authority	Washington DC Public Works
Delta Air Lines	City of Sacramento, CA
American Airlines	City of San Diego, CA
Southwest Airlines	Ohio DOT
Hawaiian Airlines	Salt Lake County, UT

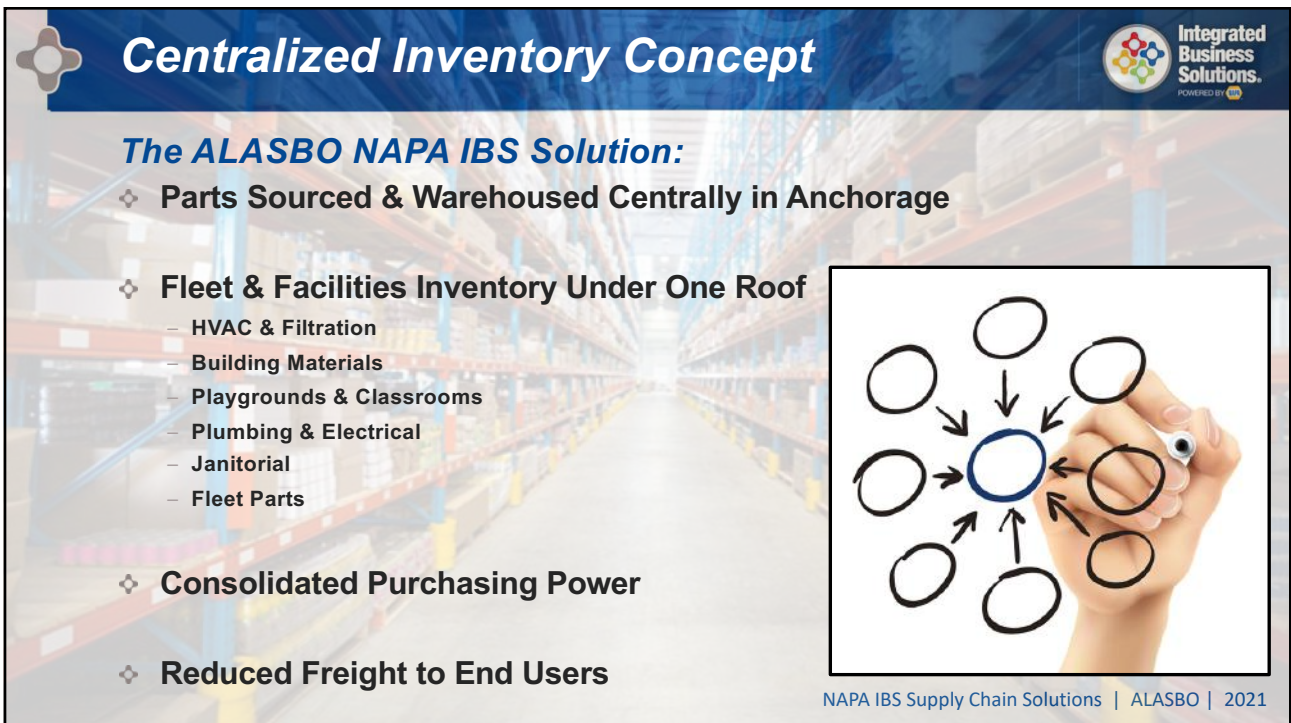
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*Proposed Solution for ALASBO*

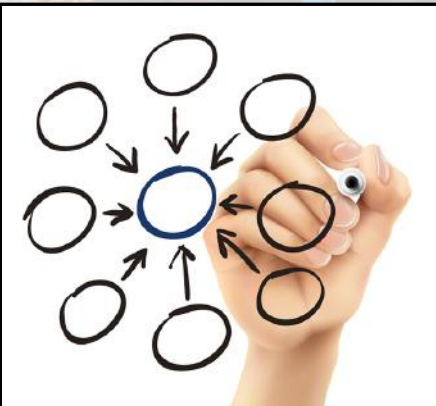


**Centralized Inventory Concept**

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*The ALASBO NAPA IBS Solution:*

- ❖ **Parts Sourced & Warehoused Centrally in Anchorage**
- ❖ **Fleet & Facilities Inventory Under One Roof**
  - HVAC & Filtration
  - Building Materials
  - Playgrounds & Classrooms
  - Plumbing & Electrical
  - Janitorial
  - Fleet Parts
- ❖ **Consolidated Purchasing Power**
- ❖ **Reduced Freight to End Users**



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## Benefits & Processes

**The ALASBO NAPA IBS Solution:**


- ❖ NAPA Sources & Owns All Central Inventory
- ❖ Warehouse Inventory Managed through IBS HUB Technology
- ❖ Warehouse is Customized for District Needs
- ❖ NAPA Facilitates Distribution to Remote Districts
- ❖ Goal = 85% On-Demand Rate at Warehouse
- ❖ Goal = Same Day Shipping to Districts
- ❖ Districts Only Pay for Items When Needed
- ❖ All Inventory Sold to Districts at NAPA Acquisition Cost
- ❖ Additional Categories Available at Deep Discounts (T&E, Paint, etc.)
- ❖ All Suppliers Managed Under One Contract
- ❖ National Vendor Deals

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## Proposed Costing Model

**3 Components to the Cost of Supply Chain Management**




**Operating Expenses**

- ❖ Sample P&L Review
- ❖ Staffing
- ❖ Technology
- ❖ Facility Cost
- ❖ Insurance
- ❖ Etc.



**Parts & Supplies Costs**

- ❖ Acquisition Cost
- ❖ Billed When Used



**NAPA Management Fee**

- ❖ 10% of Purchases
- ❖ Billed to Districts
- ❖ Billed Monthly

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# Next Steps



**Financial Analysis**



Our team will provide a Cost-Benefit Analysis.

**Site Visits**



Our team can coordinate site visits with like customers.

**Contract Strategy**



Our team can provide cooperative and template contract samples.

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*Thank You*