NAPA IBS
Supply Chain Solutions

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Program Overview &
Customer Base
Common Problem Areas For Fleet

- Reduce Operational Costs
- Increase Fill Rates
- Improve Parts Availability
- Lessen Administrative Time
- Leverage Supplier Buying Power
- Streamline Purchasing Contract Management
- Boost Technician Productivity
- Control Parts Cost
- Eliminate Inventory Investment

NAPA IBS Solutions

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
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 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
**K-12 & Higher Education Experience**

- 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

**Alaska & Other Notable Experience**

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

**Our Alaska Network Includes:**

- Boeing
- Walt Disney World
- Chicago Transit Authority
- Delta Air Lines
- American Airlines
- Southwest Airlines
- Hawaiian Airlines

**Other Notable IBS Customers Include**

- City of New York, NY
- City of Chicago, IL
- Washington DC Public Works
- City of Sacramento, CA
- City of San Diego, CA
- Ohio DOT
- Salt Lake County, UT
Centralized Inventory Concept

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
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

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
**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.

Thank You