



Innovation Driving Service Excellence

Intensive companies manage large volumes of spare parts that circulate through global networks and out to dealer locations.

As consumers continue to repair aging vehicles and equipment, rather than buy new, and profit margins continue to shrink, some dealers and distributors are realizing the need to optimize their inventory to become more customer-centric in hopes of cutting costs and keeping their businesses afloat. These automotive and distribution organizations, who recognize the need to evolve with their customers, see the need to improve their planning and management practices with a solution tailored to automotive and distribution companies.

The Automotive & Distribution Industries are Facing Challenges

Customer-centric service companies can gain a competitive advantage, cut operating costs and build customer loyalty with the right service tools. In trying to survive in this highly competitive market, companies face several challenges, including:

- Increased Demand for After-Sale Parts
- Need to Manage Large Volumes of Parts
- Intermittent and Variable Demand
- Global Supply Networks
- Demanding Customer Expectations for Service

The MCA Solution Suite

is ideal for automotive and distribution companies hoping to optimize their global service supply chain networks and see dramatic improvements in company performance, including:

- 15% to 50% Reductions in Inventory
- 5% to 20% Increases in Service Levels
- Enhancements in Service Offerings
- Increase in Fill Rates

The Technology Advantage

MCA's innovative software allows for ultimate flexibility in product deployment and support with easy integration and hosting capabilities.

Successfully integrating with Oracle, SAP and other ERP systems, MCA delivers faster implementations, reduced costs and further protection for clients' existing investments. And with MCA's Software-as-a-Service (SaaS) offering, MCA OnDemand Edition, ownership benefits such as flexible customization, scalable performance and security combine with hosted benefits like lower administrative and support costs to maximize ROI.

The MCA Solution Suite delivers capabilities tailored for automotive and distribution companies, including:

- Forecasting and optimal inventory planning from suppliers through distribution to dealer and retail channels and back through product return and repair processes
- Ability to manage a wide range of guaranteed response times, service levels, and contract commitments
- Ability to leverage fleet data to better forecast demand and position inventory across a nationwide or international network, ensuring the right part is available at the right time
- Ability to determine optimal order quantities for repair, purchasing and allocation within the network
- Ability to analyze and optimize the structure of service businesses, including service network design, contract pricing and determination of the cost service level tradeoff

“ MCA was able to very quickly understand and model our supply chain. The optimization drove an additional 10% inventory reduction below our traditional planning approach. ”

- Automotive OEM Executive

“ With MCA Solutions' software, we're able to eliminate the guesswork and accurately manage inventory to save money and consistently meet and exceed our customers' needs. ”

- John Guy, Vice President of Distribution at Briggs & Stratton

MCA Deployment Options

MCA Enterprise Edition

- On-premise for enterprise customers
- MCA consulting aids in deployment and installation



MCA OnDemand Edition

- Hosted solution in secure data center
- Planning Care to help in planning process
- Significant reduction in IT support required



MCA Desktop Edition

- Single user, low cost and easy to deploy solution
- Packaged with all required software components
- Interactive Rapid Model Builder



World Headquarters

Two Penn Center Plaza, Suite 700
1500 JFK Boulevard
Philadelphia, PA 19102
Tel: 215.717.2180
Fax: 215.717.2189
info@mcasolutions.com

www.mcasolutions.com

EMEA Headquarters

Mechelsesteenweg 277
B-1800 Vilvoorde
Belgium
Tel: +32 2 254.85.42
emeasales@mcasolutions.com

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