



Valuepart Streamlines Dealer Commerce with Innovative Online Initiatives



Valuepart Inc. has launched two commercial initiatives that enhance and streamline online transactions for its large and growing Americas dealer network.

In early May, the company launched its E-Bill Express dealer invoice and payment system. Offering industry-leading online security and payment technology, the system significantly streamlines the dealer process of receiving, managing, and paying invoices.

Dealers using the system can now initiate real-time invoice summaries, make, schedule, and allocate payments against specific invoices, and even communicate directly with Valuepart's Accounts Receivables team regarding individual payments or invoices.

Working with its commercial banking partners, and incorporating inputs from its dealer community, Valuepart developed the system over a span of approximately six months. "With the system live only three full weeks, we have seen a rush of dealers requesting access and today, a significant percentage of our accounts have switched over to E-Bill Express" said Ann Rivera, Valuepart's Manager of Collections. "Dealers are raving about the ease of use and flexibility the system offers."

The second initiative—the Valuepart "deal sheet"—was launched later in the month of May. Available to Valuepart dealers with access to the company's dealer online ordering portal, the deal sheet outlines a set of special, limited offers that are available while supplies last. Updated weekly, the deal sheet provides Valuepart dealers and their customers access to a set rotating products that are priced to move—allowing dealers to earn a reasonable margin while passing on the "deal" to their customers.

Developed in conjunction with requests from the Valuepart dealer community, the deal sheet was developed with user friendliness in mind. "It's quick and easy to reference", said Andres Martinez, Chief Information Officer of Valuepart, "It is our hope that dealer purchasing and sales resources are able to leverage this tool as a way to drive incremental sales within their customers and create value for their customers."

For further information how your dealership can benefit from E-Bill express or the Valuepart "deal sheet", please call your local Valuepart branch.

About Valuepart and Valuepart Inc.:

Valuepart is a leading global manufacturing and wholesale distribution enterprise focused on the supply of aftermarket construction undercarriage components and repair parts. Marketing its products under the "VTRACK by Passini" brand, the company maintains manufacturing and supply chain assets on five continents and serves OEMs, dealers, distributors, and end users worldwide. Wholly owned subsidiary ValuePart Inc. serves customers in North, Central, and South America through a network of ten warehousing and administrative offices.

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