



AUTOMOTIVE AFTERMARKET

TODAY'S CHALLENGES

Automotive aftermarket suppliers are facing dramatic disruptions right now that are reshaping their industry and directly impacting their daily operations.

The transition from the internal combustion engine to autonomous, connected, electric and shared (ACES) vehicles is forcing many executives to make key long-term decisions in the short term. For example, ACES require a considerably different set of parts and related maintenance services. Executives need to decide when to start supporting ACES.

FUTURE TRENDS

The challenges of today will result in a fundamentally restructured automotive aftermarket supply chain in the future.

Access to consumer and vehicle data will be the key to the success of future tailored offerings to end customers. Organizations should build strategic relationships with OEMs and parts distributors to

Today, automotive aftermarket organizations have limited access to end customers. Online access, however, is growing in popularity while business in brick and mortar stores is diminishing. Aftermarket providers need to accumulate data on the actions and behaviors of their online customers to gain essential insight into demand.

ACES is causing industry consolidation and opening the door for new market entrants, altering the automotive aftermarket and its competitive landscape. This presents a growth opportunity for organizations operating in China and emerging countries.

capture customer and vehicle data that will result in predictive maintenance and the ability to make real-time consumer recommendations.

Fueled by digital technologies, the restructured supply chain will operate at blazing speed. Manufacturers will require full supply chain visibility to compete effectively.

IMPERATIVES FOR KEY DECISION MAKERS

Successful COOs will bring digital technologies to the shop floor and operations to ramp up the production of connected products and related services. This will increase their knowledge of consumers' maintenance needs, allow for optimized planning and provide for increased on-time delivery while decreasing inventory.

CFOs will need tools to make operational and information technology investment decisions with confidence and to adjust quickly to the uncertain business environment.

CIOs will need to move from old, unsustainable, insecure systems to agile solutions, in order to take advantage of advanced analytics, adapt rapidly to changing business models, and to deal with inevitable consolidation and the turbulent external environment.

CPOs must become more strategic due to higher price transparency by improving visibility and applying best practices along the complete supply chain.



HOW CAN QAD HELP?

QAD has been a trusted solution partner to companies in the automotive supply chain for four decades.

QAD Adaptive ERP provides a comprehensive yet flexible manufacturing ERP, supporting the unique needs of each manufacturer and offering excellent fit out of the box. It includes support for internationalization, IATF 16949 and MMOG/LE to address supply chain and regulatory requirements

The **QAD Enterprise Platform**, the application platform for QAD Adaptive ERP, simplifies the adoption of digital technologies for automotive aftermarket customers. It also makes it easy to modify the ERP solution using a low/no code approach.

QAD prides itself on fast and dependable cloud implementations and around-the-clock global support in the QAD Cloud.

QAD offers solutions that support scenario planning, which is critical for success in an era of transition. QAD Adaptive Applications offers an integrated

portfolio to support the distinct planning and manufacturing needs of aftermarket suppliers. It includes solutions for quality management, global trade management, demand and supply chain planning, production execution visibility, and others.

QAD actively participates in global industry associations, like AIAG, Odette, JAPIA and others, in developing standards for quality, the supply chain and corporate responsibility. QAD incorporates the resulting automotive best practices in its solutions.

For more information on how **QAD Adaptive ERP** can help your company, please contact QAD at +1-805-566-6100 or email info@qad.com.



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100 Innovation Place, Santa Barbara, CA 93108