

## VMI Delivers Dramatic Results

Vendor Managed Inventory (VMI) is a rapidly growing practice in the Heavy Duty aftermarket because it enables suppliers and their distributors to:

- Fully align business objectives
- Improve collaboration
- Streamline supply chain operations
- Foster stronger relationships

The result is increased profits for both the supplier and distributor. VMI has shown to deliver dramatic results within just one year of deployment:

- Sales of VMI-managed items increased 24%
- Inventory turns increased 25%
- Stock-outs reduced 31%

## Datalliance is the Leader

Datalliance is the leading provider of VMI services to the Heavy Duty aftermarket. Datalliance VMI is comprehensive and sophisticated, while at the same time easy to deploy and use.

Datalliance VMI is much more than just a computer system:

- It includes a full range of implementation and operations services delivered by skilled professionals
- Because it's delivered via the Internet using the 'Software as a Service' (SaaS) model – not as a software product you must install and maintain – you can deploy Datalliance VMI in a matter of weeks.

Start your VMI initiative today! Visit [www.datalliance.com](http://www.datalliance.com) to learn how Datalliance can help...



"It's powerful to work closely with your best customers and to focus on their growth. The Datalliance VMI model helps turn this concept into reality."

Mary Lou Hornung  
Manager of Sales, Customer Service and Support  
Bendix



### Major HD suppliers use Datalliance

- |                 |               |
|-----------------|---------------|
| Affinia Group   | Grote         |
| Arvin Meritor   | Haldex        |
| Baldwin Filters | Nissan Diesel |
| Bendix          | SKF           |
| Champ Labs      | Tectran       |
| Dana            | Timken        |
| Dayton Parts    | Truck-Lite    |
| Federal Mogul   | Velvac        |
| Goodyear        | and more...   |



"We selected Datalliance because of their reputation as the experienced leader in VMI solutions for the heavy duty industry."

Jeff Porter  
President and CEO  
Velvac Incorporated



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