

City of Norman IBS Benefits Summary

City of Norman partnership highlights with NAPA IBS:

NAPA provides a cost saving solution for the City of Norman Fleet Department. IBS has provided a full service parts department dedicated to the City of Norman for the past three (3) years.

NAPA IBS has customized its on-site parts store to include, but not limited to the following industry standard “Best Practices”:

Experienced On-site Staff

- Provide Options on Staffing - Local network of experienced parts people ready to work today
- Backup staffing available for you in the case of emergencies, sick days, vacation and turnover
- Onsite, local, regional and national support teams

Inventory Best Practices

- NAPA IBS takes on your productive inventory investment – and will manage your existing excess inventory
- Customer only pays for parts when they need them
- Quick credits on parts returns, cores and warranties
- Increase inventory on-demand fill rates

Pricing Model

- NAPA IBS approved to purchase from State Contract pricing
- Transparent pricing model
- National 1,300+ vendor database gives you unmatched options
- Support local economy and MWDBE suppliers to stimulate the local economy.

Transaction Efficiency

- All vendor purchases consolidated into one simple monthly bill
- Reduce your administrative time and paperwork
- You issue ONE check a month - we handle the rest.

Shop Productivity

- Faster parts availability means more efficient technicians = less vehicle downtime
- Regular best business practice reviews to make sure your priorities are met
- Provide savings tracking, reporting and point-of-sale systems.

Below is a recap of savings

Savings Category	2014	2015	2016	Combined 3 Year Savings	
				Indirect	Direct
Part Cost Improvements	\$ 19,155	\$ 30,046	\$ 20,469	\$ -	\$ 69,670
Operational Cost Improvements	\$ 32,000	\$ 32,000	\$ 32,000	\$ 96,000	\$ -
Rebates and Discounts	\$ 12,704	\$ 24,873	\$ 24,582	\$ -	\$ 62,159
Acquisition of existing inventory (Year 1)	\$ 170,000	\$ -	\$ -	\$ -	\$ 170,000
Inventory Ownership Savings	\$ 36,397	\$ 43,548	\$ 53,025	\$ -	\$ 93,780
TOTALS	\$ 270,256	\$ 130,467	\$ 130,076	\$ 96,000	\$ 395,609