

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 (10) 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 1,500+ 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 the partnership has provided over the last 4 years.

Savings Category	2017	2018	2019	2020	Last 4 Year Savings	
					Indirect	Direct
Parts Cost Improvements	\$7,743	\$19,443	\$21,834	\$20,853		\$69,873
Operational Cost Improvement	\$32,000	\$32,000	\$32,000	\$32,000	\$128,000	
Rebates & Discounts	\$27,475	\$23,864	\$21,121	\$22,075		\$94,535
Acquisition of Inventory (Initial & Transit)	\$170,000		\$27,561			\$197,561
Inventory Ownership Savings	\$28,918	\$33,155	\$40,474	\$46,968	\$74,757	\$74,757
					\$ 202,757	\$ 436,726