PARTS Clerk

Network Evolution

Mission:	Increase the profitable sales of parts industry companies by providing better communications, data, and technology. Integrate the business systems of trading partners into a network of Buy Better, Deliver Better, Sell Better.
Problem:	Data decays. Maintenance is expensive. It is as if every business speaks a different language from its trading partners. Worse, that language is constantly changing with new or outdated products, pricing, and availability.
Solution:	Data libraries, Common-Language™, provide subscribers with common information about SKU's, inventories, specifications, etc. Affordable sales/operations software with integrated web serving, Common-Tools™, networks transactions between trading partners. Network every mechanic, shop, distributor and manufacturer to self-host their business transactions with Desktop Hosting.

Our book, "Desktop Hosting" is listed at Amazon.com. PDF format of our book is at http://store.webclerk.com/DesktopHosting.html
"Profit is the value customers pay for, less the cost to compete. Communications builds understanding of that value. Better communications equates to more profit."

Similar Concept:	In other industries, Sabre airline ticketing and West Publishing's legal referencing.
Market:	Parts manufacturing is a very large, fragmented industry with incompatible data sets and business systems. Department of Commerce production statistics for a few of many categories:

Aerospace	$139.7 billion in 1999
Ball & roller bearing	$6.0 billion in 1999
Motor vehicle parts	$201.5 billion in 1999

Industry is highly fragmented. One example:

Briggs & Stratton (B&S)	29,000 dealers with incompatible sales systems. Dealers sell more than just B&S products.

Revenues: Preempt translation costs and errors. Trading partners exchange in a Common-Language™ with Common-Tools™. This drives out errors, reduces inventories and creates cost savings. This software applies Deming and Just-in-Time Principles to the selling process. A 1% improvement of the selling process supports PartsClerk revenues of $100 million/year by Year 5:

Revenue streams:

Software	20%
Data Rental	30%
Equipment Sales	15%
Internet Services	20%
Training, Service & Support	15%

Distribution: Flood the market with introductory offers to plant seeds. Spread the network as trading partners benefit from near-zero cost of transactions between those who have adopted our Common-Language™ and Common-Tools™.

Technology: Software is operating profitably for other vertical industries:
http://www.djreprints.com (Dow Jones reprints of The Wall Street Journal)
http://www.newsclerk.com (How 180 publications sell reprints)
http://demo.webclerk.com/parts.html (Example of how SEGA sells parts on the web: after 6 months of use, 50% of orders entered by their distributors)

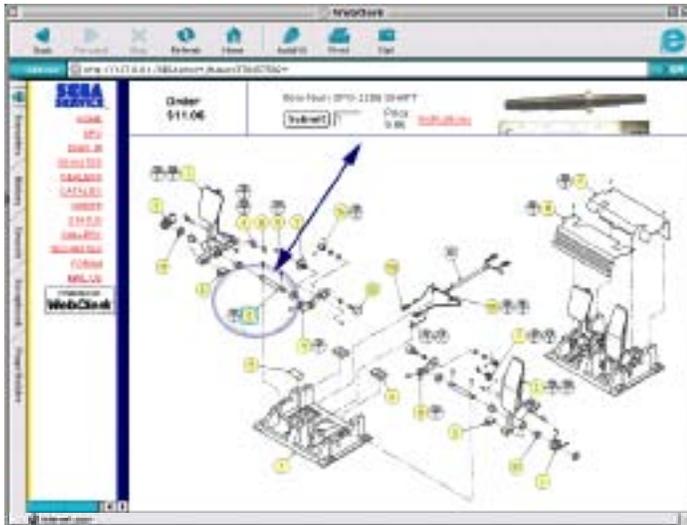**Contact:** Bill James • voice: 612.414.4211 • bill.james@partsclerk.com
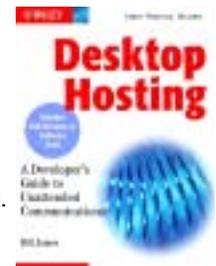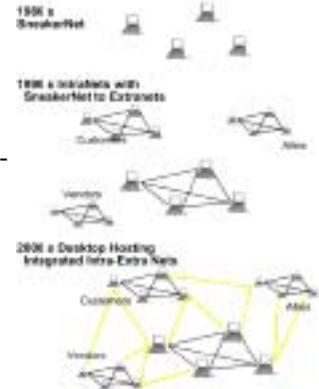
PARTS Clerk

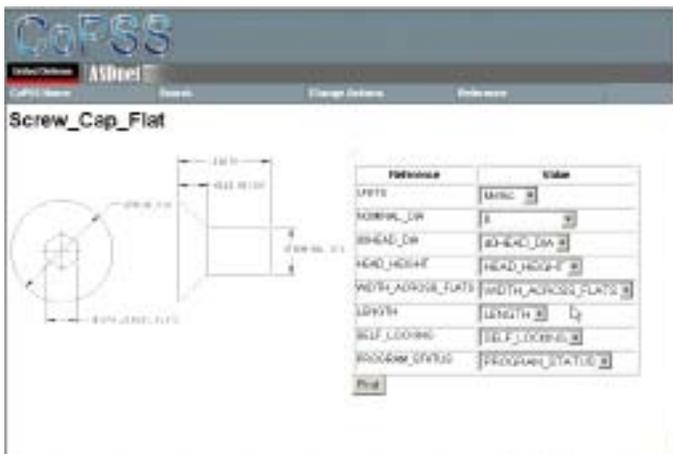# *Supply Chain Automation*

SEGA

Fujitsu General

United Defense

Always the Right Part

"In the first six months of using PartsClerk, 50-percent of new orders were placed without the assistance of a Sega customer service representative to assist with order entry. We project that by the end of the first year, 100-percent of our orders will be placed without order entry assistance. (NOTE: 99+% orders now placed without service support)

We've already exceeded our ROI with significantly reduced errors, lower costs, and increased customer satisfaction."

- Darl Davidson
SEGA

http://sg.partsclerk.com/home.html (SEGA parts)
http://hvac.partsclerk.com (air conditioning parts)
http://www.hearthops.com (building supplies)
http://www.wineops.com (food supplies)

Objective: Increase the value of deployed inventory. Inventories are "published" to trading partners so assets flow to meet needs. The software integrates the business systems of trading partners into a network of Buy Better, Deliver Better, Sell Better.

Concept: Click-2-Order tools provided to every level of the supply chain. Mechanics always order the right part. Inventories can be seen by others so goods can flow to meet needs.

Mulitple languages, multiple currencies. Applicable to spare parts, medical supplies, building supplies, service and security services, etc....

General Support

Direct Support

Unit

Mechanics
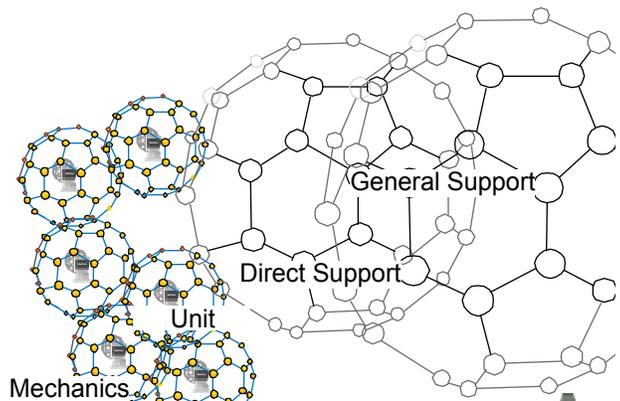
Bill James, (612) 414-4211
bill@jitcorp.com

Mission:	Increase the profitable sales of wine industry companies by providing better communications, data, and technology. Integrate the business systems of trading partners into a network of Buy Better, Deliver Better, Sell Better.

Problem: Data decays. Maintenance is expensive. It is as if every business speaks a different language from its trading partners. Worse, that language is constantly changing with new or outdated products, pricing, and availability.

Solution: Provide data libraries so the cost of data maintenance is spread over all subscribers. Provide software so transactions flow directly between trading partners with a common set of product codes and a common set of business software (WebClerk, CommerceExpert and RetailClerk).

Service: Provide 'desktop hosting' capabilities, to publish inventory, transactions, status, etc.

Market: Reinforce the existing trusted relationships with data and technology.
Members are easily identified due to licensing requirements.

Retailers (US Only)	672,000 licensees
Wholesalers	5,000 world-wide
Wineries	115,000 world-wide

Revenues: Long term goal: 60% to 80% marketshare of data library market, to become the language in which wine is traded
$100 million/year by Year 5
$1 billion/year at 25% market share:

Software	$205 million
Data Rental	$240 million
Equipment Sales	$120 million
Internet Services	$240 million
Training, Service & Support	$360 million

Distribution: Flood the market with introductory offers to plant seeds. Spread the network as trading partners benefit from near-zero cost of transactions between those who have adopted our Common-Language™ and Common-Tools™.

Technology: Software is operating profitably for similar vertical businesses:
http://www.djreprints.com (Dow Jones reprints of *The Wall Street Journal*)
http://www.newsclerk.com (180 other publishers sell reprints)
http://sg.partsclerk.com/home.html (How SEGA sells parts on the web: after 6 months of use, 50% of orders entered by their distributors)

Examples: Other industries examples of commercial data libraries used by subscribing large and small businesses to knit together their ability to transact: Sabre airline tickets. West Publishing's legal library.

Team: Experienced in building companies:
Technology: William James • *Wine:* Kevin Zraly • *Hospitality:* Fred Tibbitts
• *Operations:* Leanna Peterson • *Recruiting:* All

Contact: William "Bill" James • voice: 612.414.4211 • bill.james@wineops.com

Mission: Increase the profitable sales of home and gift industry companies by providing better communications, data, and technology. Integrate the business systems of trading partners into a network of Buy Better, Deliver Better, Sell Better.

Problem: Data decays. Maintenance is expensive. It is as if every business speaks a different language from its trading partners. Worse, that language is constantly changing with new or outdated products, pricing, and availability.

Solution: Provide data libraries so the cost of data maintenance is spread over all subscribers. Provide software so transactions flow directly between trading partners with a common set of product codes and a common set of business software (WebClerk, CommerceExpert and RetailClerk).

Service: Provide 'desktop hosting' capabilities, to publish inventory, transactions, status, etc.

Market: Reinforce the existing trusted relationships with data and technology.
Summary of US market:

Retailers	400,000
Independent Sales Reps	20,000
Rep Agencies	2,500
Manufacturers	20,000

Revenues: Long term goal: 60% to 80% marketshare of data library market, to become the language in which home and gift wares are traded
$100 million/year by Year 5
$1 billion/year at 35% market share:

Software	$205 million
Data Rental	$240 million
Equipment Rental & Sales	$120 million
Internet Services	$240 million
Training, Service & Support	$360 million

Distribution: Flood the market with introductory offers to plant seeds. Spread the network as trading partners benefit from near-zero cost of transactions between those who have adopted our Common-Language™ and Common-Tools™.

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Team: Experienced in building companies:
Technology: JITCorp • *Industry:* Christian Mosso • *Graphics/Printing:* TR Digital

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