

How OEMs Can Drive Dealer Loyalty with Payments Tech

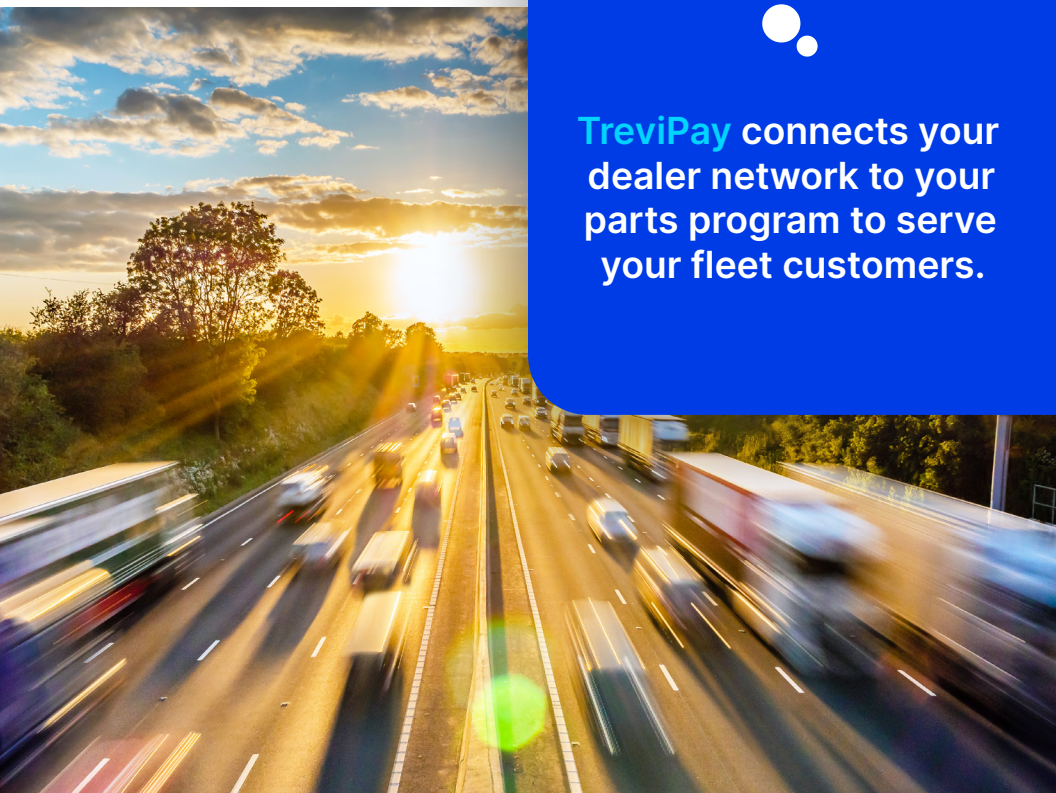


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Introduction

OEMs—especially in the commercial and fleet industry—must maintain complex supplier relationships with their dealer networks to earn loyalty from fleets. To keep fleets loyal, suppliers must provide tangible, replicable and memorable service experiences across vast dealer networks. This requires tight alignment to deliver perks such as automated invoicing and consolidated monthly billing. These benefits help fleets enjoy more predictable cash flow and lock in not-to-exceed pricing—a requirement in the aftermarket parts game.



TreviPay connects your dealer network to your parts program to serve your fleet customers.

Connect Your Dealer Network to Drive Revenue

TreviPay's technology platform connects parts manufacturers, dealerships and fleets to build lasting business relationships.



Underpinning the technology are network sponsors—leading OEMs like you—that reap immense benefits.

Using your brand, as a network sponsor you can:

- Shape our highly configurable, multi-tenant platform to fit your exact needs
- Reduce billing errors due to manual entry by dealers
- Honor not-to-exceed pricing for fleet customers with automated, dynamic pricing
- Provide a seamless, accurate B2B invoicing experience for both dealers and the fleets they serve based on dealer-entered details
- Increase sales volume through a tailored purchasing experience
- Get valuable business insights from consolidated purchase data
- Implement operational efficiencies by digitizing invoicing and A/R processes

Aftermarket Parts Manufacturer Increased Sales by 42x

A leading OEM, one of the world's largest manufacturers of medium and heavy-duty trucks and parts, was struggling to scale a \$36 million program. The truck maker needed new ways to increase growth and develop loyalty. That's why they partnered with TreviPay. And thanks to this powerful partnership, the OEM's Parts Fleet Services has enjoyed outstanding results during the 14-year partnership.



Accurate Invoices:

90% improvement

Decreased invoice errors from 20% to less than 2%

Accelerated Growth:

42x growth

Increased annual sales from \$36 Million to \$1.5 Billion

How the Leading OEM Accelerated Their Fleet Services


Solving Complex Payment Requirements

The OEM uses not-to-exceed pricing for parts and service as a key driver for fleets to purchase new and used trucks. Like most vehicle OEMs, their challenge was managing not-to-exceed pricing agreements across a disparate group of dealers and distributors.

Prior to the OEM's partnership with TreviPay, fleets were routinely frustrated by error-riddled invoices that failed to honor negotiated rates. In fact, one out of five invoices were incorrect, leading to manual, labor-intensive accounts receivables. Today, disputes related to billing errors are less than 2%.

Consolidating Invoicing

Leveraging TreviPay technology, the OEM offers fleets one, consolidated bill. This is especially welcomed by large fleets with multiple trucks serviced each month. Invoices can also pull in VMRS codes for fleets tracking total cost of ownership for their trucks.



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Presenting Omnichannel Purchase Data

Digital transformation has pushed the OEM to make significant investments in eCommerce. In lock-step with the OEM's efforts, TreviPay was able to connect buyer data from their dealer network with purchase data from online sales to provide them a holistic picture of fleet sales across all sales channels.

Expanding Across the Globe

As the OEM expands its parts program across the globe, they have leveraged TreviPay's expertise in facilitating cross-border payments, managing KYC and KYB verifications and supporting cross-currency sales.



Reduced invoice error rates from 20% to less than 2%

Increased annual program volume from \$36 million to over \$1.5 billion

Supported program growth with existing staff levels

Improved business efficiency in 20 countries and 5 currencies

Amplified their brand loyalty by making purchasing easier for fleets

It's All About the Invoice

Getting these details right helps OEMs get paid faster:

- Invoices are sent faster, using dealer-entered and contractual information
- Invoices are accurate, avoiding delays due to disputes
- Invoices are easy for dealer and fleet ERPs to ingest, process and pay



Inaccurate invoices are more than a business inconvenience; they delay payments, slow down cash flow, create rework and often require rebates to settle overpayments. Creating a network powered by TreviPay can eliminate these problems by:

- ✓ Ensuring negotiated pricing is always reflected in invoices
- ✓ Reducing errors resulting from manually created invoices
- ✓ Consolidating monthly fleet billing for faster and easier payments
- ✓ Providing additional fields so dealers can capture unique buyer identifiers, such as the VIN

Three Top Benefits for Parts Manufacturers



As an OEM, you know that staying competitive in today's manufacturing environment requires working smarter and building loyal relationships with your dealers.

At TreviPay, we'll do the hard work for you, saving you hundreds of in-house development hours. Plus, our B2B invoicing and payments expertise makes it fast and easy for you to enjoy:

1

Global cost savings, thanks to efficiencies gained by automating multicurrency invoicing and payments

2

Increased dealer and fleet loyalty with branded invoicing and billing services

3

Business growth when your dealers and distributors have access to an established, reliable financial relationship

Cost Savings. Increased Loyalty. Business Growth.

For transportation OEMs looking for a competitive advantage, TreviPay can give you the edge you need to improve operational efficiency and scale easily while sales increase. Learn how you can transform your manual invoicing and payments processes into great customer experiences.

Visit TreviPay.com to learn how to grow fleet services with TreviPay.



About TreviPay

At TreviPay, we believe loyalty begins at the payment. Thousands of sellers use our global B2B payments and invoicing network to provide choice and convenience to buyers, open new markets and automate accounts receivables. With integrations to top eCommerce and ERP solutions and flexible trade credit options, TreviPay brings 40 years of experience serving leaders in manufacturing, retail and transportation.