



Welcome to Club Evinrude and thank you for your time and interest.

Welcome to the world of StockPro.



BRP US Inc.
StockPro
Presentation
to Club
Evinrude

It's about having the parts when the customer comes in...

Customer Satisfaction

Customer Loyalty

Higher Profits



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Improving



StockPro: Origins

- Research / Surveys / Studies
- Dealer Contacts & Council Meetings
- Best Practices – Saturn, CNH, Subaru, Harley Davidson, Hyundai



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Years of parts supercessions & proliferation of models

Minimal support from manufacturers

Research indicates on average 60 – 70% inventory is idle

High financial investment in inventory

Longer consumer down time while waiting for parts

Shop efficiency declines as technicians wait for parts



StockPro: "Why be interested?"

- Your Needs
- BRP Strategy



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Pricing Updates

Part Locator

Inventory Efficiencies

Streamline Orders

Automated Data Exchanges

Create a new DMS?

Partner with Independent DMS's to help provide you flexibility picking your Business System to your Business needs

1st Phase Johnson / Evinrude

2nd Phase BRP (Seadoo, Skidoo, ATV, etc.)

3rd Phase Multiple Manufacturers



StockPro: Part Locator - SPL

- What is it?
- Requirements
- Benefits
- Features – Demo
- Testimonies



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What is it?

Search by part number for hard to find items

Find backordered parts at other dealers

Find fast moving parts by nearby dealers to help get the customer back on the water same day (NASCAR on water)

Increase the odds of selling slow moving and obsolete inventory

BRP may buy back from Dealer network on slow moving parts

Requirements

Certified Dealer Business System

StockPro Integrator Installed

If your Dealer Business System is not certified, please contact them

Benefits

Daily inventory automatically updates, no data entry by you

Quick reference to BRP warehouse inventory

Quick reference to your own inventory, bin locations and pricing

Locate hard to find and obsolete parts

Locate fast moving parts by nearby dealers to help get the customer back on the water same day

StockPro Team installs StockPro Integrator

StockPro: Part Locator - SPL

DealerPort Demo



Live Demo, log onto DealerPort

E/J PN's

176349 B/O

984330 B/O

986969 NLA

176469 NLA

386686 InStk nearby Dlr

436857 InStk nearby Dlr

Volvo PN's

3852464 InStk nearby Dlr

Mercury PN's

Fp686-1 InStk nearby Dlr

Yamaha PN's

646-24251-02-00 InStk nearby Dlr

67f-w0078-00-00 InStk nearby Dlr

SSA

A64312166000

A83504166000

420941906

7070003



StockPro: Part Locator - SPL (continued)

• Testimonies



HERE'S WHAT DEALERS HAVE TO SAY ABOUT THE STOCKPRO™ PARTS LOCATOR

JAMIE FOTI, WEST COAST MARINE SERVICES, BELLINGHAM, WA
"We get calls from dealers around the country wanting to buy some of our old parts. This cleared out some old parts for us and gave us more space."

TOM NEIDEIGH, PARTS MANAGER, HOLDEN'S MARINE, SPARTANBURG, S.C.

"I love the Parts Locator. I have people calling me from places like South Dakota and California and I get emails from people around the country that need old parts that we have. I have also used the Parts Locator to find some obsolete parts."

GREG WARNER, WARNER'S DOCK, NEW RICHMOND, WI

"When the guy from BRP called me and told me about the Parts Locator, I told him that there was a part that I needed to complete an order for a customer in Germany. So I entered that number in the Parts Locator and found it at a dealer about 100 miles away. I got the part right away and was able to fill my overseas order. We think Parts Locator works pretty good. A few days later I got a request from another customer who wanted an obsolete part that was again able to locate. It's great to be able to find old parts somewhere around the country. I have 1400 parts in inventory that are now obsolete and the Parts Locator should help me move a lot of them."

GIL MUNZ, MARINE MECHANICAL REPAIR, SAN RAFAEL, CA

"Parts Locator is excellent. The very next day after Stock Pro was installed I got a call for an obsolete part that I had in stock. It is just fantastic. And we can source parts that are hard to find. We have thousands of dollars of 'sleeping money' in obsolete parts that Parts Locator should help us move out."

MARCY SCHIMACHER, PARTS MANAGER, BAY MARINE, KENNESAW, GA

"I love the Parts Locator. It's great. We have used it several times to find obsolete parts."

GREY BENHAM, SERVICE, SEAGER MARINE, CANANDAIGUA, NY

"Our parts department really likes the Parts Locator. They have sold a lot of obsolete parts thanks to the Parts Locator."

*As you can see from the above comments dealers who have tried the StockPro Parts Locator love it!
So if you haven't tried it yet, it is time to get on board.*



Described in April SeaLog article, documented the success of StockPro by Dealers like yourself.