**Introduction (2 mins)**

Good Morning Everyone.

First of all, thank you for inviting us here today to showcase our amazing product and how we can help solve your organization’s challenges.

My name is Ken, I am the Sales Manager at EPICOR and I have brought with me a team of experts specialized specifically in automotive parts manufacturing. This is Jacob – he is our product & tech lead. And his team of product specialists namely: David, and Simran.

Based on prior communications, we understand that supply chain constraints are a major challenge in your facility.

**(transition to slide 2) - 2 to 3 mins**

And maximizing manufacturing growth by providing effective supply chain solutions is exactly what we specialize in. At EPICOR, we help our customers achieve efficient supply chain management by providing customized innovative solutions that allows you to align our system with your needs.

We are currently a leading brand in global manufacturing ERP space operating in 150 countries and currently servicing 27,000 customers to drive their business growth.

At EPICOR, we have a plethora of experience in this field, and a team of industry specific experts that allow us to help our customers achieve their goals.

**(Transition to slide 3 – value proposition) – 2 to 3 mins**

Our system enables you to gain a bird’s eye view over your shop using internet of things (IoT) sensors to monitor your machines, reduce margins of error on shipping and inventory accuracy using our cutting-edge technology. Streamlining your existing processes will reduce production costs as well as reduce your lead times, allowing you to enhance your customer’s satisfaction by meeting delivery schedules.

Our system also possesses world class automotive EDI that will continue to meet ever changing customer labeling and compliance requirements.

Also, our system is a reiterative software that will allow you to flexibly customize according to your needs, which will enable you to keep up with our world’s fast paced market changes.

Depending on your needs, we offer system implementations on both on-premises and cloud environment.

**(Transition to slide 4 – support services) – 2 to 3 mins**

We understand that operational disruptions and delays could cost you potential sales, customer dissatisfaction, and other intangibles that could overall cause negative bottom-line impact.

This is why here at EPICOR; we offer EpicCare, a customer support portal that is available to you 24/7. This will empower you with information and resources on your own schedule. It is a central hub for you to access our resources as well as to get in touch with our specialists when you need it.

We offer this platform because we strongly believe that being able to service our customers ON DEMAND is key in providing high quality of customer service to our customers so that you can continue to deliver high quality of customer excellence to your customers.

**(Transition to slide 5 – why choose Epicor?) – 2 to 3 mins**

At EPICOR, the cornerstone of our business is to provide our customers the flexibility to revolve their processes around our system. Our system enables you to mold it into your specific needs.

Our iterative software will allow you to tweak it as necessary in order to keep up with our dynamic market.

Among our competitors that specialize in automotive parts manufacturing, we are the only ERP solution that offers both on-premise and cloud solutions. Our cloud version allows you to spend only what you need and you will be able to easily scale up as you grow your business.

**(Transition to slide 6 – Epicor vs Industry) – 1 min**

Here are our key KPIs compared to our competitors. We’ve measured how our clients performed on these metrics after using our program vs how they were doing using their original ERPs.

Lead Time improved by 2 days

Waste Reduction improved by 5%

In-Full Delivery improved by 5%

Inventory Days of Supply improved by 5 days

We beat every single metric and our customers’ success can attest to this. We are confident that we will be able to bring the same success to your organization if you choose our product.

**(Transition to slide 7 – pricing structure) – 2 to 3 min**

Our offer for on-premise implementation is $100,000 overall cost. This does not include software updates. Updates will depend on scale and needs to be assessed at the time. We can instead provide an estimate based on our experiences with our customers. It is approximately 0.5% of annual revenue on average.

The cloud version is going to cost $7,500 for 30 users per month or $90,000 annually. Many of our clients prefer this version because it will give you more flexibility as well as you get to spend only what is necessary based on the size of your business. It also removes the headache of maintenance and other upkeep costs.

The cloud version is what we recommend because the world changes fast and if you are on an on-premise version, your operations will be impacted during upgrades, while having a cloud version will allow us to deliver updates seamlessly, automatically and routinely.