An Introduction to Eagle for Automotive

Welcome to the Introduction to Eagle for Automotive!

Epicor's Eagle is a powerful software that supports the wholesale and retail environments of a wide range of businesses.

Not the least among these is the automotive industry.

Even though Eagle covers many industries, Epicor tailored Eagle for Automotive to meet the specific needs of this industry.

In this course, we'll describe general information about Eagle for Automotive and examine some key fields and catalogs that you'll encounter using the system.

So, sit back, buckle up, and choose a topic to learn more about the basic concepts that make Eagle for Automotive unique to your business.

Objectives

- General Information
- Fields and Catalogs

General Information

What makes Eagle for Automotive, or Eagle Auto unique, or different from other Eagle applications?

Because various industries use Eagle, it's set up with different modes to accommodate an industry's particular needs.

Eagle Auto runs in mode three which uses a Line/Part system instead of SKUs to identify parts.

Some businesses that combine Auto with HWHC may also run mode two, which uses SKUs up to thirty characters.

One of the ways that Eagle Auto is different is in the way we place orders.

Many businesses place their orders based on either of two criteria: low quantity on hand or low price.

In the automotive industry, we do both, basing our orders on points as well as special pricing.

We'll frequently base some orders on season such as air conditioning parts and others on price, resulting from show pricing.

To help keep an auto parts store's inventory investment low and reduce stock outs, many auto parts stores run an RSO (Report Suggested Order) to their Primary Vendor DAILY, even several times a day.

To protect the financial health of your business, Eagle gives you several methods.

You can use the system to protect the gross profit created in sales through software security.

One method is to use security to prevent selling price changes.

If you need to allow your counterman some flexibility, you can use security to control the amount of change they can make or even require manager override.

In addition to system reports, you can use the Compass analytic tool to help monitor the gross profit in sales.

Like any industry, automotive comes with its own set of unique terms and abbreviations.

You'll hear terms like class vs line code, fineline vs subline, item vs part, and many more. Let's examine a few of them.

Sometimes, the difference in terms is subtle. For example, an item in HWHC Eagle is a part in automotive.

In automotive, the Line Code, or Class in HWHC, is very important in part number identification.

Many different auto parts manufacturers may use the same part number to represent entirely different applications.

In automotive, it's common to have to use the part number, manufacturer, and description to make sure we're selling the right part.

The subline in auto (fineline in HWHC) is a six-digit value comprised of three digits that represent the class and three digits that represent fineline.

The automotive industry primarily uses the subline to divide products by price sheet within a manufacturer.

In the automotive industry, the salesperson might be the person at a counter, or one assigned to a customer that makes visits to their place of business.

Your company will make the distinction based on their business practices.

In automotive, a counterman is the equivalent of a clerk in HWHC. This is typically the last person to touch and finalize an invoice.

Eagle Auto has an especially helpful feature called Assigned Sales Rep.

Using it gives you the ability to see who created an invoice, added items by line, and who finished the invoice.

It also helps to keep track of who sells what and encourages the counterman to make accurate choices, so they avoid returns.

Fields and Catalogs

One of the key, and obvious indicators of the difference between HWHC Eagle and Eagle for Automotive displays at login.

When you sign into HW Eagle, you'll likely have to enter your Clerk username and password.

When you sign into Eagle Auto, the login prompts you for the Counterman username and password.

This is a helpful indicator if your business works with both systems.

In the automotive industry, part numbers consist of a line code and a part number.

In this example in Inventory Maintenance, the part number consists of line code CUC and part number CU1001.

The same Inventory Maintenance view in HW Eagle might look like this.

Notice that the system uses SKU in place of Part.

The automotive industry has a larger use of cores than does HW Eagle, shown here in Inventory Maintenance on the Pricing tab.

While core sales don't affect merchandise sales or interfere with Order Point Calculation (ROP) and Product Analysis (RPA), they are an issue for Inventory Valuation (RIV).

HW Eagle doesn't include this on the Pricing tab.

We cover these in detail in other training on demand topics.

Another difference lies with how automotive addresses vendors.

The automotive industry typically deals with multiple vendors for the same item.

The Vendor tab in Inventory Maintenance helps to distinguish this by listing alternate vendors.

With regard to vendors, HWHC businesses typically does purchasing by using the vendor fields in Inventory Maintenance.

Auto does purchasing with the RSO off of an additional tab in the Vendor Record where you define the Lines (Classes) you purchase from that vendor.

One of the main reasons for this is that Auto parts stores typically have exponentially higher item counts than a HW store, addressing it from a Line/Class perspective speeds up the processing of the RSO reports.

Let's touch briefly on catalogs.

We use them to look up and find parts for our orders.

In HWHC, Eagle uses a parts catalog embedded in the system.

In automotive, the system accesses a catalog that is essentially a bolt-on to Eagle. This is the LaserCat3 catalog.

Here's an example of what you can expect to see when you access the LaserCat3 catalog. Notice the selection options for Year, an indication of the sheer volume of parts the catalog maintains.

While a typical HW business might deal in thousands of parts, the automotive industry deals with millions, hence the need for an external information source.

Regardless of the system you're using, Eagle accesses parts information in much the same way, just from different sources.

For more information on the LaserCat3 catalog system and how to use it with Eagle Auto, see your learning administrator.

Recap

As you can see, Eagle for Automotive is a powerful software designed to keep you at the head of the pack in the automotive world.

In this course, we'll describe general information about Eagle for Automotive and examine some key fields and catalogs that you'll encounter using the system.

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements is built into every solution—in the cloud, hosted, or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, connect with Epicor or visit www.epicor.com.

EPICOR

Corporate Office	**Latin America and Caribbean**	**Europe, Middle East and Africa**	**Asia**	**Australia and New Zealand**
804 Las Cimas Parkway	Blvd. Antonio L. Rodriguez #1882 Int. 104	No. 1 The Arena	238A Thomson Road #23-06	Suite 2 Level 8,
Austin, TX 78746	Plaza Central, Col. Santa Maria	Downshire Way	Novena Square Tower A	100 Pacific Highway
USA	Monterrey, Nuevo Leon, CP 64650	Bracknell, Berkshire RG12 1PU	Singapore 307684	North Sydney, NSW 2060
Toll Free: +1.888.448.2636	Mexico	United Kingdom	Singapore	Australia
Direct: +1.512.328.2300	Phone: +52.81.1551.7100	Phone: +44.1344.468468	Phone: +65.6333.8121	Phone: +61.2.9927.6200
Fax: +1.512.278.5590	Fax: +52.81.1551.7117	Fax: +44.1344.468010	Fax: +65.6333.8131	Fax: +61.2.9927.6298