



O'Reilly Auto Parts

NCMA 2010 Update

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Wendy Hughes





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Agenda:

- O'Reilly Auto Parts & Ozark Automotive
- New Project Announcement
 - Special Order/Inventory Availability
- 2010 Product Data Requirement Goals
 - O'Reilly, CSK & Our Suppliers





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O'Reilly Automotive, Inc

- Founded in 1957, went public in 1993
- Corporate office located in Springfield, MO
- Over 3,400 Retail Locations
 - O'Reilly Auto Parts
- Over 20 Distribution Centers
 - Ozark Automotive
- Specialize in servicing DIY & DIFM





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Special Orders – Inventory Availability



- Aggressive Timeline
- All O'Reilly Stores
- Supplier Partnership

- Special Orders – O'Reilly Store Level
- Instant Pricing & Inventory Availability





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IPO Or Inventory Snapshots

- Two Options
 - IPO
 - Daily Inventory Deliveries
- Available Today!





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Inventory Snapshots



- 5 Fields Required
- Delimited Flat File
- Daily File Delivery
- Secure FTP Delivery





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Inventory Snapshots



- 5 Fields Required
 - Supplier DUNS
 - Part Number
 - Quantity On Hand
 - Special Order UOM
 - Shipping Zip Code





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Special Order Business Rules



- Shipment Cut Off Times
 - M – F, Weekends, Holidays
- Call Center Availability
- Shipment Lead Times
- Special Order Restrictions
- Shipping Method(s)
- Alerts to Fulfillment Issues





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Minimum Product Information Delivery

- Supplier DUNS
- Part Number
- Descriptions
 - Application, POS, Warranty
- Dimensions
 - Retail, Inner Pack, Case, Pallet
- Retail Package Qty
- UPCs
- Price & Price UOM
- Car Quantity
- Minimum Order Qty
- MSDS Required?
 - If so, 4 additional fields
- Restricted Selling?
- Keep from Freezing?
- Air Freight Allowed?



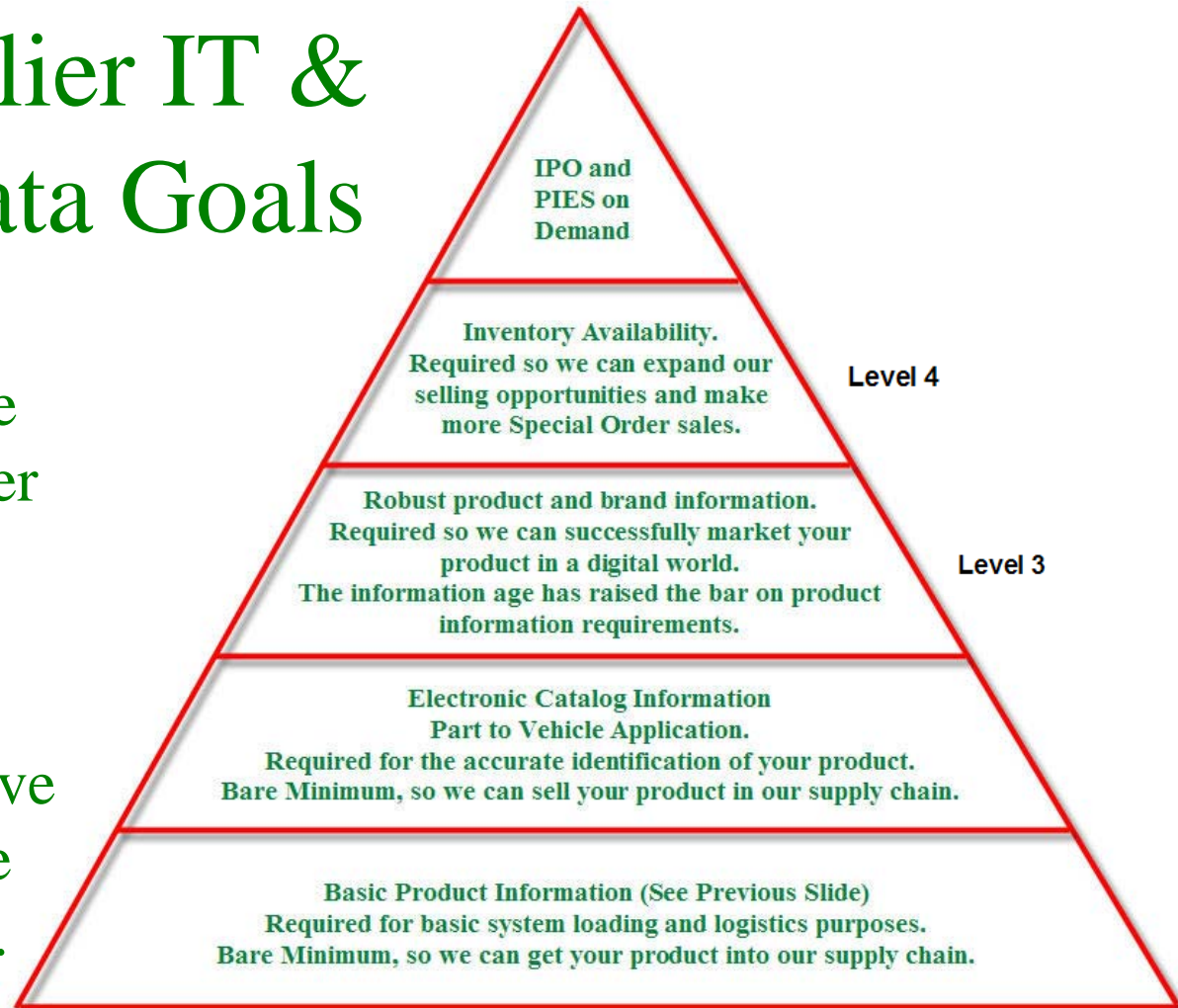


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2010 Supplier IT & Product Data Goals

- All Suppliers should already be working to deliver level 3 today
- All Suppliers should begin working to achieve level 4 within the next few months.





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Supported Delivery Methods

- O'Reilly Supports the AAIA Technology Standards.
- Suppliers should work towards PIES and IPO but we have alternatives until adoption.



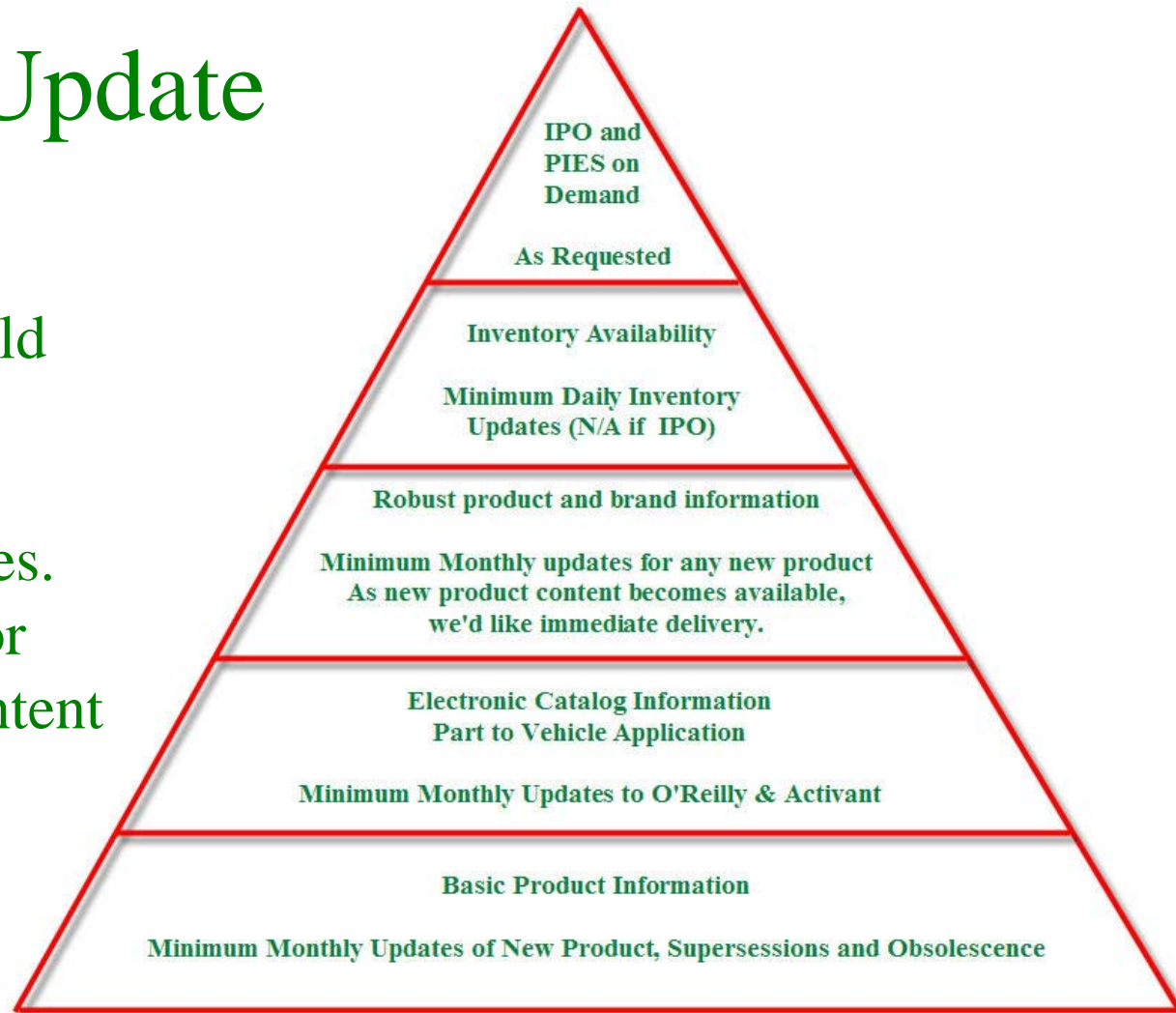


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Required Update Schedule

- Suppliers should ensure they can meet the current minimum updates.
 - Monthly for eCat and content
 - Daily for Inventory





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Unsure How to Start?

- Find out where you are on the pyramid.
 - Find out where the data is and who “owns” the data
 - Document what you do not have available and prioritize
 - Centralize the information
 - Create repeatable procedures and processes to collect and populate the information
 - Repeat! Continue to add information and marketing value.





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Start Today!



- Contact Me For More Information
 - Detailed Spec for Daily Inventory
 - Complete Listing of All Product Data Requirements
 - eCat Requirements and Recommendations
 - Image & Other Asset Specs





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Contact Information



- Contact Me For More Information

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Any Questions?

O'Reilly Supplier?

<https://supplyline.oreillyauto.com/wps/myportal/supplyline>





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Thank You!

