



PRESS RELEASE

WORK TRUCK SOLUTIONS ANNOUNCES BODY MANUFACTURER AND DISTRIBUTOR SOLUTIONS

March 8, 2018 - Work Truck Solutions, Inc. is announcing a new suite of solutions designed specifically for body manufacturers and distributors. The new services will give these businesses a detailed breakdown of their inventory across their dealers' lots, alert them when their vehicles are sold, and provide a simple way to search for specific trucks on their dealer's lots. Customers can see a breakdown of their most successful dealers and insights into valuable inventory information, such as average days on lot, days to turn since upfit, and more.

Historically, body manufacturers and distributors have relied on inefficient, manual ways to locate their vehicles across dealerships, or understand how many vehicles they have on a single dealership's lot. To update their channel view, they would have to send a representative to each dealer's lot to count the upfits they supplied. While that process can work, it's timely, costly, and the information is challenging to share internally. This is especially true because commercial dealerships are often hundreds of miles away from each other.

For the first time ever, this market channel view is accessible on a user-friendly platform. With Work Truck Solutions, body manufacturers and distributors have the power to locate specific vehicles across all their dealers' lots, see breakdowns of inventory types, and understand their market better. This has the potential to save these businesses countless manhours and significant costs in acquiring their inventory data.

The new Platform as a Service (PaaS) suite offered by Work Truck Solutions for body manufacturers and distributors is made up of three separate components: a vehicle locator, inventory movement alerts, and detailed inventory reporting.

Work Truck Solutions' **Locator Service** consolidates in-stock inventory in one platform to help a manufacturer or distributor's sales reps locate upfits on their stocking dealer's lot. This helps them deliver the right truck for the right job quickly. They can also elect to have their Locator posted publicly on their website, enabling their customers to search for upfitted vehicles on their own.

Inventory Movement Alerts let manufacturers and their distributors know when a vehicle has left a dealer's lot, whether it's sold or traded to another dealer. This empowers the sales reps to serve dealers better by proactively reaching out to dealers and restocking their inventory.

Network Inventory Reporting provides additional backend reporting to help the manufacturer or distributor identify growth opportunities. A complete breakdown of the business' inventory is displayed in a printable table so they can understand what vehicles they have, where the vehicles are, how their different products perform, and how long it takes on average for their vehicles to move. Work Truck Solutions also offers enterprise level reporting, so companies can understand their growth in the broader context of their market.

Full demonstrations and walkthroughs are available from Work Truck Solutions. To learn more, email BMD@worktrucksolutions.com, call 855-987-4544, or visit www.WorkTruckSolutions.com/BMD.

About Work Truck Solutions

Founded in 2011, Work Truck Solutions provides dealerships, OEMs, and body manufacturers unique solutions to manage their business and increase profits. By offering a simple and intuitive search experience for online commercial truck buyers, Work Truck Solutions helps these businesses turn more web visitors into customers. Their quick data visualization, web traffic monitoring, and inventory management tools also gives management teams at all levels the information they need to be successful in the work truck industry. Find our more at www.WorkTruckSolutions.com.

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