Solving the Distribution Puzzle.

The Modular Distribution System

pentana
SOLUTIONS

Driving Success Through Innovation

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MDS

Our Industry

Engineering for Automotive.

MDS is the only complete software package available worldwide that was developed specifically for the automotive wholesale distribution business. Since its conception, the development of MDS has been focused on the sales and aftersales requirements of the automotive industry.

That's why today many of the world's leading vehicle OEMs, importers, distributors and national sales companies have chosen MDS to run their business.

Out-of-the-box, MDS already has most of the specific functionality needed by automotive, agricultural sales and aftersales businesses. That means far less development and quicker implementation – making it significantly more cost-effective and less risky than trying to achieve the same functionality by building software from scratch - or worse, trying to adapt 'standard' ERP/SCM systems to meet the unique demands of the automotive industry.

Why we've raised the standard.

Low margins and fierce competition ensure that the automotive/agricultural industries need highly efficient supply chains compared to other industries. In this business, competitive advantage can be the difference between getting it 98% right and getting it 99% right. Basically, if your supply chain doesn't work, you are already going out of business.

A complete automotive/agricultural sales and aftersales package, MDS supports both locate-to-order and build-to-order business models concurrently in high-volume and low-volume scenarios. You can set dealer targets and incentives, and each vehicle is individually tracked against expected activities, milestones and lead-times throughout production and shipping processes.

"MDS had the overall product and ability to meet our business needs. They listened to us, performed a detailed fit analysis and demonstrated that the solution was flexible, yet proven."

John Watkins
CEO, Power Farming

The Right Technology

In this business, traditional administrative systems don't stand a chance.

Addressing the complexities.

The automotive industry turns out to be one of the most technologically demanding businesses on the planet.

According to studies by AMR Research, the chief characteristic of the industry's leaders is that they have more e-business connections than their competitors.

That's why automotive companies need powerful software linked to factories, dealers, logistics and suppliers just to keep track of everything. And it must be software that can be easily tailored to match a wide range of business rules, workflows, logistic demands and time constraints.

The more connected you are, the more information you can exchange. And the more information you exchange, the fewer expensive mistakes you make.

Protecting Information

While the information in the chain must be able to flow freely, it also needs to be protected from prying eyes. That means tight data security and being able to control who can get access to what, and where and when.

This challenge - the ability to make vast quantities of information available when and where needed, and yet protect it from competitors and hackers - constitutes the second key issue for the industry.

MDS employs data encryption and powerful security features that keep your data safe from prying eyes and minimises leakage of sensitive pricing information. At the same time, business-to-business features allow your dealers, suppliers, business partners, head office, and government agencies to connect and get the data they need.

Forecasting the Future

From the data you have, can you quickly identify vehicles in the supply chain that can meet an individual customer's desires? How quickly can you deliver the vehicle? What about a near match - or do you need to place a new order with the factory? Seasonal demand, downturns and customs clearance are other factors that must be weighed.

MDS allows companies to choose the right business model based on predicted vehicle sales, current stock levels and the fickle winds of consumer demand.

The Right Fit

Some companies try to adapt standard ERP/SCM packages or in-house solutions because they are already used successfully within other areas of the organisation. This is like trying to fit a square peg into a round hole.

When it comes to in-house solutions, even the most experienced technology companies struggle to contain costs and timeframes with new product development
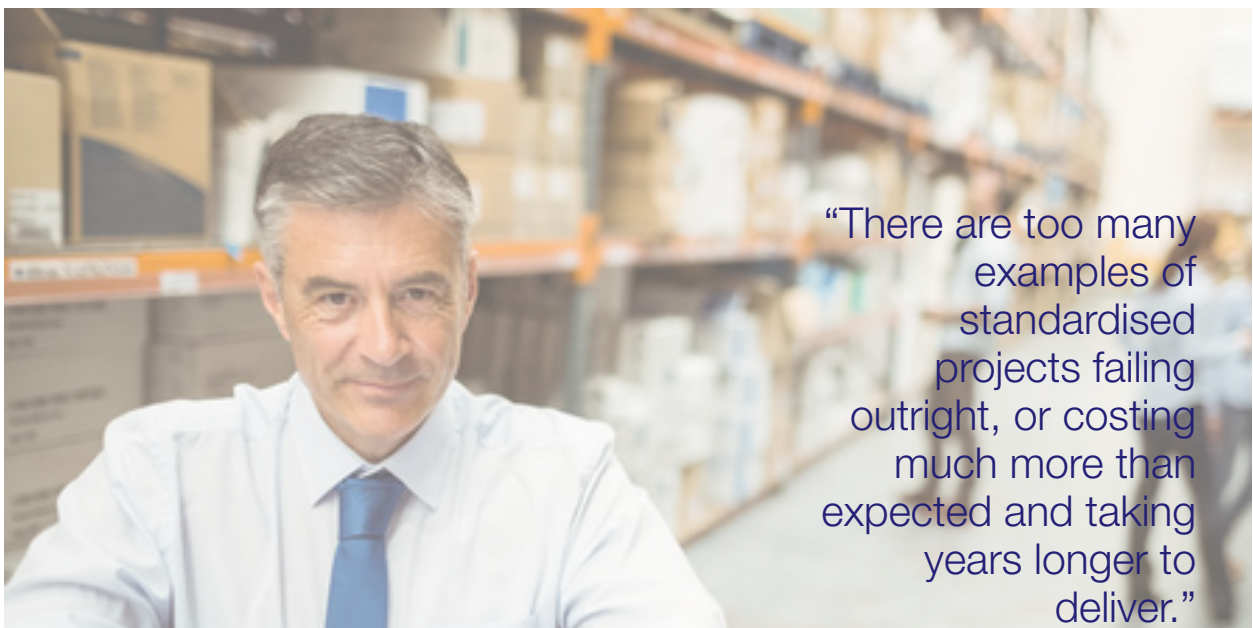
With decades of industry expertise, MDS has the development already needed to easily meet business expectations

With standard solutions, It's unlikely that the software developed will be flexible enough to provide a cost effective basis to meet ever/changing business dynamics

With modular customisation, avoid out of control costs and ensure the end product is exceeds the functionality of the legacy system it replaces

"There are too many examples of standardised projects failing outright, or costing much more than expected and taking years longer to deliver."

Complete Functionality

The Modular Distribution Solution offers 12 key components, that when in used in totality, gives Importers and Wholesalers efficiency gains and decreased costs in every area of their operation.

- Vehicle Production
Forecast fleet, wholesale, and retail sales by dealer, model, and options. Gain full visibility and control to set monthly ordering targets for each dealer, taking into account their buffer stock requirements. Automatically clear older stock before placing new production orders on the factory.

- Vehicle Management
Unique serial number tracking functions help you track each vehicle from order, through pre-production, production, shipment, landing, customs, bond release, build-up and repair, compliance, despatch, transportation, dealer stocking, retail, warranty, recall, change of owner, and servicing to recycling and final destruction. Actual costing at every stage in the supply chain.

- DocuSmart
A paperless office solution that makes it possible for organisations to store and manage documents electronically and better control their workflows. DocuSmart simplifies and streamlines businesses by automating processes that were previously performed manually.

- Warranty Claims
Record, analyse, and manage warranties for every vehicle and all parts. Gain total control over the entire warranty process for every kind of claim, service credits, goodwill, recalls and authorisations. Provide dealers and service centres with real-time approval and pricing

- Warehouse Management
Manage all phases of parts storage and distribution, from reception to put-away, from picking to dispatch. Your warehouse configuration can be fully mapped from bulk storage zones down to aisles, rows, racks, pallets and bins. Increase warehouse throughput by faster receipt and delivery with bar code and radio frequency (RF) support and streamlined receiving, cross-docking, put-away, picking and packing processes.

- Electronic Parts Catalogue
Provide comprehensive information about authorised spare parts available to dealers, service centres, fleet management companies, retailers, and vehicle owners via the Internet. Change parts details in real time so that your customers have instant access to the latest information.

All of the MDS modules can operate independently, be interfaced into any leading tier one ERP or be configured in any combination of fully integrated modules as required.

• PareX

An online parts warehouse links to your Dealer Management System, or other stock system, for the regular upload of your stock data. PareX facilitates the easy transaction of your obsolete stock with other users, while allowing you to buy bargains or urgently needed parts straight from other dealers.

• PartsEye

A web-based parts inventory planning management system that calculates each of your dealer's parts requirements on a daily basis and prepares a suggested stock order based on the dealer's own sales activity and inventory movement. Through PartsEye, dealers can reduce inventory costs and improve on their overall ROI on parts and manage obsolescence.

• Data Warehouse

Retrieve and analyse data to gain real visibility of business dynamics. Standard data models can be manipulated to report and analyse orders, sales, owners, demographics, inventory, warranty claims finance, planning, budgets and forecasts. Create and track key performance indicators with ease.

• CAMS

A licensed monitoring and alert system that provides real-time performance tracking and server fault notifications. 150 custom metrics are used to procatively monitor your system, acting as an early warning system for issues and an aid for outage mitigation.

• The Configurator

Manage multiple brands and models from different manufactures and the options available for each - colours, paint finishes, trims, engines, transmissions, options, specifications and the complex rules that govern what can be configured for manufacture. Cost each feature separately and set standard prices for customers.

• 5 Star Hub

The 5 Star Hub solves the complex problems of combining data from multiple disparate DMS' by generating standardised and uniform information at the users' fingertips. Our expert automotive consultants use the 5 Star Hub to create a smooth flow of information on service and parts invoices, new and used car sales/inventory, service bookings and other data.

The MDS Difference

"For every day a truck sits on a wharf waiting delivery to the customer, it costs the company around $100 in direct charges, plus the risk of damage. If we save one day on 3,000 plus units per annum, you can quickly see how a system like this comes to pay for itself."

Jeff de Ridder
General Manager, Mitsubishi Trucks Australia

Competitive Advantage.

MDS' comprehensive solution includes software, hardware, implementation, integration, training, maintenance and full customer support.

With over 40 years of investment in research and development, MDS products have both the maturity and flexibility needed to support today's automotive sales and aftersales industry.

MDS solutions help companies worldwide achieve a rapid return on their technology investments, streamline processes, optimise routines and give real-time control of the information that flows through their businesses.

As our customers can attest to, the MDS software quickly pays for itself by helping to reduce operating costs and capital outlay without cutting quality of service. It lets you allocate your precious resources where they are most needed: looking after your products, sales and customers.

Through it all, Pentana Solutions provides top-level support, from implementation through to training and support. MDS consultants are industry experts with years of Automotive experience. They work on-site with your company, sharing best-practice knowledge to provide a smooth transition to a fully optimised and integrated supply chain solution.

MDS' intelligent software is completely scalable and able to grow with your business well into the future.

The Bigger Picture

The Modular Distribution Solution is part of a bigger picture.

For over 40 years, Pentana Solutions has pushed the automotive envelope through innovation, cutting edge technology and industry changing inventions. We think outside the box, we push the boundaries and we never stop developing for the future.

Our passion for the industry and our expertise in the field drives us to always look for the next opportunity. Through customer collaboration and over 40 years of industry knowledge, we work around the clock to ensure our customers' businesses operate more profitably.

With a global footprint spanning more than 130 countries and 50,000 users, we're driven to deliver innovative solutions that transform the way you'll work tomorrow.

Start your journey today.
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