

DEALERS

# RepairLink<sup>SM</sup> Frequently Asked Questions

## What is RepairLink Shop?

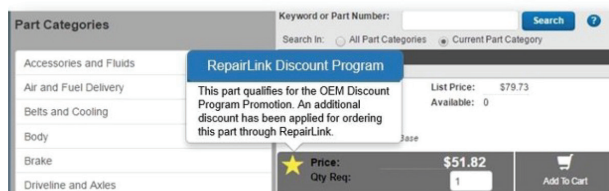
RepairLink is the market's most comprehensive OEM mechanical parts ordering and fulfillment solution, designed to streamline the mechanical parts specification and ordering process between independent repair facilities and dealers. RepairLink is the dealership side of the program, accepting online orders from buyers. RepairLinkShop.com is the shop-side program, giving independent repair facilities, fleets, and installers the ability to access a dealership's pricing and availability to order OEM mechanical parts online. RepairLink improves the wholesale parts procurement process, transitioning from time-consuming phone calls and faxes to online ordering.

## How do I sign up for RepairLink Shop?

Visit OEConnection.com or call 888.776.5792 option 2.

## What is the RepairLink PMA Program?

Independent repair facilities will see an icon next to the part if an additional discount is available (see below). Independent repair facilities still receive the standard dealer discount on all other parts. This new program allows dealers to provide parts to independent repair facilities in an effort to gain incremental value.



Dealers will see this icon on program-qualifying orders:



## Can all auto manufacturer dealerships see RepairLink online orders?

RepairLink currently works for over 20+ Original Equipment Manufacturers (OEMs). Only dealerships enrolled in RepairLink will have their parts inventory posted within the system and will be able to receive orders.

## Who uses RepairLink?

RepairLink is now being offered to franchised dealers interested in increasing their efficiency and OEM parts sales. RepairLink is available for FREE to any shop who enrolls in the program and selects a participating dealer to buy OEM parts from online.

## I like getting calls from independent repair facilities to ensure orders are received. I don't want to eliminate phone calls, plus I want to be sure my orders arrive. Can I still have calls using RepairLink?

RepairLink is not meant to replace the telephone, but rather to help dealers and shops communicate more efficiently. Instead of independent repair facilities calling a dealership to provide part number details, faxing technical illustrations back and forth, and answering part price and



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availability, RepairLink streamlines the ordering process, helps buyers find answers themselves, and enables dealers to become more efficient. Phone calls can then be minimized and shorter in duration.

**My salespeople have assigned shop accounts.  
Can RepairLink handle that?**

Yes. Dealers can configure the system so different staff members receive orders from specific people at specific shops. Dealerships receive these instructions when they enroll in RepairLink.

**I've enrolled in RepairLink for my dealership –  
what can I expect now?**

- Use RepairLink to compete within the market using online parts ordering technology.
- Receive, process, and track orders online in a secure and convenient web-based application.
- Strengthen relationships with existing independent repair facility customers, build new accounts, and increase fleet/installer business by providing an easier ordering process.
- Improve order accuracy to reduce parts returns and increase customer satisfaction through VIN filtering and illustrations directly matching those in the EPC.
- Reduction in phone inquiries because shops can view illustrations, parts pricing, and availability online.

**Independent Repair Facility benefits:**

- Independent repair facilities specify parts through the industry's most comprehensive web-based parts ordering platform.
- Customers see technical illustrations to ensure accurate parts orders, decrease the need for faxing, and see related parts for add-on purchase opportunities.
- Online communication and on-screen order status keeps customers informed on order and parts delivery status.
- Convenient, 24/7 online ordering ensures optimum customer satisfaction.

**How can I get more shops to participate in RepairLink?**

Dealers can access marketing brochures, email templates, and other support material to help enroll more shops at [www.OEConnection.com](http://www.OEConnection.com).



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