



News release

DuPont and OEConnection® partner for more powerful body shop management system

CollisionLink® online parts ordering now integrated with ProfitNet™

RICHFIELD, Ohio (October 26, 2005)

OEConnection, LLC, a leader in e-commerce procurement and analysis solutions for the automotive original equipment replacement parts business, is partnering with DuPont Performance Coatings (DPC) to enhance DPC's ProfitNet™ collision shop management system. As part of this agreement, OEConnection® is integrating its CollisionLink® e-commerce parts procurement technology with the repair management capabilities of ProfitNet™. Shop users will now be able to electronically order parts from their dealership suppliers with the added confidence of securing the right part the first time.

CollisionLink® integration dramatically transforms the OE parts ordering experience by eliminating the need for non-productive phone time, relieving a shop's reliance on incomplete or outdated part information and reducing duplicate keystrokes when managing orders. Using sophisticated VIN scrubbing technology, CollisionLink® automatically validates the accuracy of a recommended parts order, alerting users to incorrect and/or related parts while also providing ready access to such critical repair information as paint and trim codes. This ability to deliver a more accurate parts order helps shops reduce supplements, eliminate unnecessary returns, improve cycle time, and enhance overall supplier relationships and order response time.

"DuPont is committed to providing the most value we can for our ProfitNet™ users," said Tom McGarry, Information Technology Services Manager for DPC. "By integrating the ability of CollisionLink® to easily and accurately order original equipment parts, we're offering our users significant benefits by helping them get the right part when, and where, they need it. OEConnection® is the industry leader in online OE parts ordering, making this an obvious partnership for DuPont and our ProfitNet™ users."

Mark Tomasetti, OEConnection® Vice President, Emerging Products and Markets, added, "OEConnection® is delighted to partner with DuPont, a truly respected pioneer of innovative best practices. By integrating our two technologies, we are now seamlessly automating every process that is involved in the profitable and efficient repair of a vehicle. This natural pairing offers significant industry benefit and firmly establishes the value of applying best practices to even the most traditional of processes, including OE parts procurement."

Building on the cornerstone of enhanced parts accuracy, CollisionLink® integration also provides profit-protection tools with the ability to alert users to differences between estimate price and MSRP, and convenience tools with the use of a single screen to display all order statuses.

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