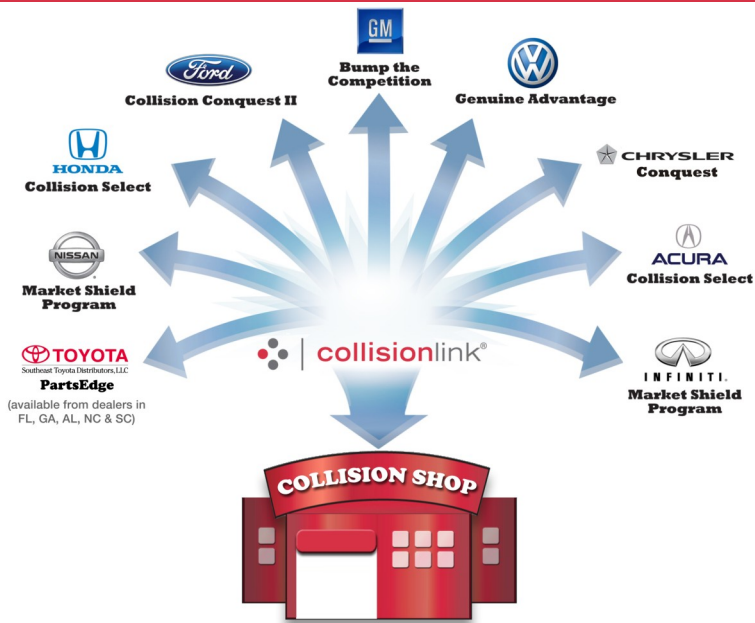


# Automaker Parts Programs available through CollisionLink®



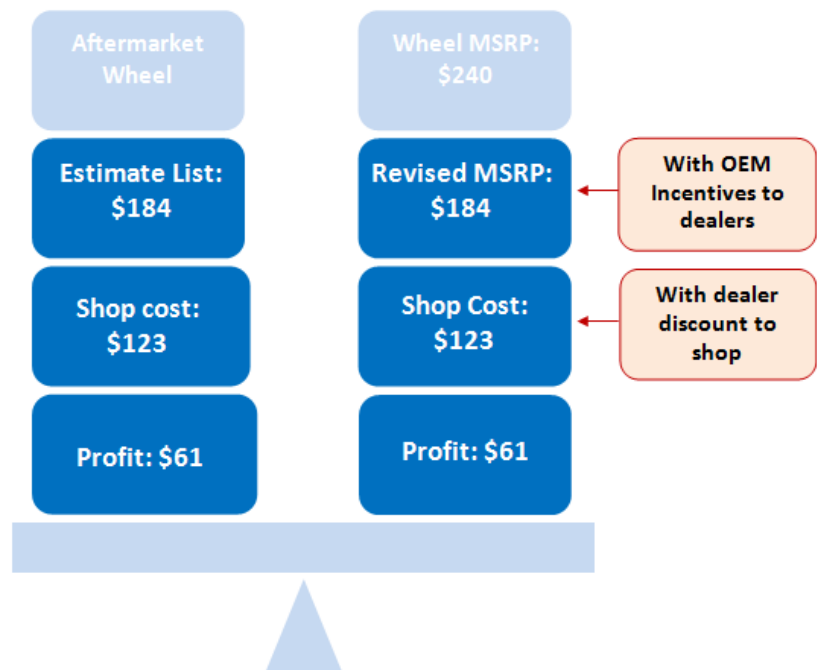
## What's in it for shops?

- 9 parts programs, representing 20 vehicle brands, accessible through 1 efficient process: CollisionLink
- 20,000+ high-volume collision parts qualify for discounts when shops buy OEM instead of originally-specified aftermarket parts.
- Shops are able to use *more* OE parts, satisfy insurers and their customers... without sacrificing profits.

## How do they work ?

- CollisionLink is the technology that automates and manages programs for OEMs.
- When shops send electronic orders through CollisionLink, aftermarket parts that may qualify for discounts are "flagged."
- Dealers and shops negotiate on price that will satisfy both parties.
- OEMs provide additional incentives to dealers, who pass the savings on to shops.

(Actual Comparison of Ford Collision Conquest II vs. Aftermarket)\*



\* This comparison provides estimated results. Estimates are not a guarantee of actual results, which will vary based on a number of factors.