

# HDX CONNECTED

Volume 3, Issue 2

March 1, 2003

**HDeXchange**

## ***HDeXchange Membership Exceeds 140, Store-and-Forward Traffic Up 363%***

In spite of the sluggish economy, HDX continues to grow in both HDeXchange, Inc. membership as well as HDX Services traffic.

With the addition of Vipar Heavy Duty and its stockholders, the entire HDeXchange membership has increased to over 140 companies. "With this growth, HDeXchange is able to continue providing leadership and direction to the industry with regards to e-commerce standards, education and support," said Jay Johnston, Chairman of the HDX Board of Directors.

HDX Services' Store and Forward product has also seen a significant increase from last year. January 2003 traffic, representing an estimated over 10,000 electronic orders and invoices, was up 363% over January 2002. Most of this increase is attributed to the increased number of active users within the HDX Community.

## ***Bendix To Offer VMI to Customers Using EDM's Datalliance™***

Bendix Commercial Vehicle Systems recently announced the selection of Datalliance™, the Vendor-Managed Inventory (VMI) solution offered by Enterprise Data Management (EDM). EDM is one of HDX Services' preferred software partner.

"VMI lets our customers focus on selling, while

we make sure they have the right products on their shelves," said John Flad, Vice President of Aftermarket Sales for Bendix. "VMI will help us improve trading relationships with our key customers."



"This new agreement with Bendix confirms that Datalliance is well suited to meet the VMI needs of commercial vehicle manufacturers and suppliers," said Carl Hall, President of EDM. Other EDM customers in the aftermarket include ArvinMeritor, Chicago Rawhide and Goodyear Tire and Rubber Company.

For more information on HDX Services' VMI opportunities through EDM and other vendors, please contact HDX at 770-493-6470 or e-mail [hdx@att.net](mailto:hdx@att.net).

## ***Nucleus Research Survey focuses on Return on IT Investments***

According to Nucleus Research, an analyst firm focused on the return on investment (ROI) from their IT investments, trends in business intelligence (BI) and enterprise application integration are most likely to drive increased ROI. Conversely, product lifecycle management investments are most likely to provide mixed or negligible returns, and oth-

[<more>](#)

ers are mixed. These results are published in Nucleus Research's "ROI Almanac," which can be downloaded from [NucleusResearch.com](http://NucleusResearch.com).

HDX Services, Inc., offers several products that can help your company's ROI. For more information, schedule a meeting with HDX General Manager Edward Kuo.

### ***EC Definition: Business Intelligence (BI)***

One of the more popular "buzz phrases" in the information technology world is business intelligence (BI). BI is the process of gathering, storing, analyzing, and providing access to data to help enterprise users make better business decisions. Data can include sales and purchasing information, as well as inventory levels and other important financial numbers.

There are numerous software programs and applications that not only track and store this information, but create reports which are easy for the user to understand. By using these applications, IT executives at many companies believe this investment in BI will lead to increased market share in their industries, greater revenues and higher margins.

### ***Sign Up for CFS Executive Conference One-On-One Meetings with HDX Staff***

HDeXchange, Inc. will once again be holding one-on-one meetings throughout the 2003 CFS Executive Conference held April 13-16 in Kansas City. Because HDX is not considered a parts manufacturer, these one-on-one meetings must be arranged individually with HDX.

To reserve a time, contact HDX directly at 770-493-6470 or [hdx@att.net](mailto:hdx@att.net).

Beginning in March, HDX will be participating in a number of other valuable industry events. The following is a full list of the events HDX plans to attend:

- NTEA Work Truck Show, March 3-5  
Atlanta, GA
- TMC Spring Meeting, March 11-14  
Ft. Lauderdale, FL
- CFS Executive Conference, April 13-16  
Kansas City, MO
- TruckPride Conference, April 30-May 3  
Palm Desert, CA
- HDDC Annual Conference, June 1-4  
Toronto, ON

If you would like to schedule a personal meeting during one of these events, please contact Edward Kuo prior to the conference.

## ***HDeXchange***

3179 Caintal Ct.  
Decatur, GA 30033  
770-493-6470  
770-493-4496 fax  
[hdx@att.net](mailto:hdx@att.net)  
[www.hdexchange.com](http://www.hdexchange.com)

HDeXchange is a non-profit company created by distributors and manufacturers in the Heavy Duty, Automotive and Industrial aftermarkets to provide a neutral, widely-accepted, electronic commerce solution for those industries.