



OnParts Fractional Collision Parts Manager Checklist

OnPart is not just “helping with parts and connections,” but acting as a *CRO of parts strategy*.

efficiency + growth + risk reduction trifecta

If that is something your organization is looking for, then let's get started.

What we handle. What you gain.

Inventory Optimization

- Develop loss leader programs to accelerate sales momentum
- Identify low-margin or deadweight parts to cut, and high-velocity SKUs to push harder
- Ensure certifications & part-types are correctly flagged on every platform
Value: Higher turns, cleaner catalogs, fewer stale assets

Zip Code Mapping

- Validate optimization for deliverable vs. shippable orders
- Confirm mapping to the latest UPS/FedEx tables
- Build heat maps to reveal growth zones, gaps, and saturation points
Value: Better logistics, reduced costs, stronger regional penetration

Pricing & Margin Management

- Benchmark competitive price positioning across CCC, OPS, Mitchell, PartsTrader
- Deploy dynamic discounting by zip, shop, or insurer
- Monitor gross margin per channel in real time
Value: Defensible margins, improved bid-win ratios, data-driven pricing discipline

Platform Integration & Compliance



- Audit listings across CCC, Mitchell, OPS, Car-Part, etc. for consistency
 - Ensure insurance & Part compliance rules are reflected in your profiles
 - Automate reporting dashboards for visibility at the exec/board level
- Value: Reduced risk of chargebacks or compliance flags, fewer manual errors

Supplier & Shop Relationships

- Map preferred supplier alignment to revenue strategy
 - Track shop-level buying patterns (loyalty, churn, order frequency)
 - Identify high-value accounts vs. drag accounts
- Value: Stronger retention, cleaner supplier scorecards, less leakage

Sales Acceleration Programs

- Launch introductory bundles
 - Build monthly promotional calendars for shops
 - Evaluate platform-driven quoting velocity
- Value: Faster adoption, measurable campaign ROI, smoother entry for new revenue lines

Executive Reporting & KPI Framework

- Monthly Performance Pack: sales by channel, gross profit by part-type, delivery velocity
 - Quarterly growth roadmap: where to invest, where to cut, and projected impact
 - Customized PE/Board decks aligned with exit strategy metrics
- Value: Transparency for CEOs, clarity for investors, accountability for operators

Talent & Role Replacement

- Identify tasks where manual staff hours can be reduced/eliminated
 - Build process maps for parts management workflows
 - Implement fractional oversight to eliminate need for full-time headcount
- Value: Reduced payroll, scalable structure, no single point of failure

