

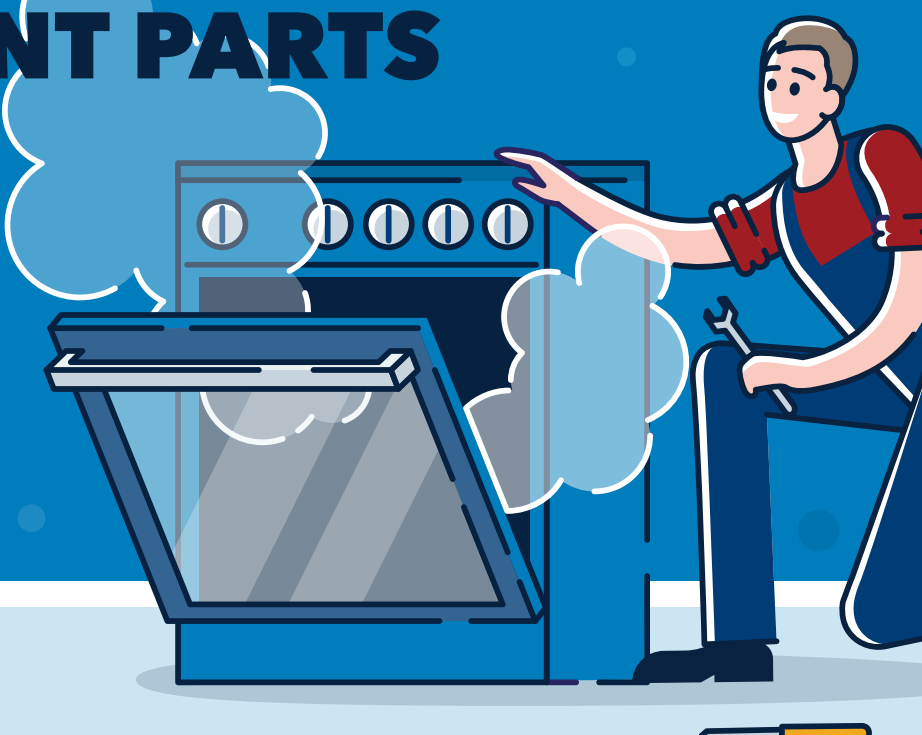
INCREASING PROFITABILITY WITH OEM-EQUIVALENT PARTS

AllPOINTS
FOODSERVICE PARTS ADVANTAGE

HOME OF
MAVRIK
OEM-QUALITY PARTS FOR LESS

If you're a service agent repairing foodservice equipment, "business as usual" has undergone a significant upheaval recently. But there's a way to help grow your profits significantly: make the switch to safe, reliable Mavrik™ OEM-equivalent parts, available through AllPoints.

SEE WHY:



A DAY IN THE LIFE

Most foodservice operators require **10.5** repairs per year, on average.

81% of repairs are non-warranty repairs.



A service agent typically makes **700-800** non-warranty calls annually.

Each service call requires an average of **1.7 parts**.

That's **1,275-1,360** parts per year per service agent!

WHAT OPERATORS WANT:

OPERATORS' REQUIREMENTS FOR REPAIRS ARE SIMPLE:

- Quick response time - within 2 hours
- Repairs that are performed correctly

Service agents have wide discretion over what parts to use in non-warranty repairs.



INDUSTRY OUTLOOK

The pandemic is having major repercussions on the foodservice industry. **100,000** restaurants are permanently closed or closed long-term, plus tens of thousands more experienced short-term closures.



(National Restaurant Association)

Some operators are trying to extend the useful life of their equipment with repairs and maintenance; however, the demand for service agencies is still lower than before.

CHANGING THE PARADIGM

Service agencies should look for other ways to increase their profits.

OEM-equivalent parts are a good opportunity.

Mavrik OEM-equivalent parts are **29% LESS EXPENSIVE** than OEM parts.

\$\$\$
AN AVERAGE SAVINGS OF **\$12.85** per part

Since you're providing...

- ✓ the **SAME FUNCTION**
- ✓ the **SAME RELIABILITY**
- ✓ and the **SAME SAFETY**

to the operator, there's

NO NEED TO LOWER SERVICE CALL PRICING.

That could lead to nearly

\$17,000

in increased profit per service agent!



WHAT ARE MAVRIK PARTS?

Mavrik OEM-equivalent parts are replacement parts that provide the exact same function as Original Equipment Manufacturer (OEM) parts.

AllPoints offers more than **16,000** Mavrik OEM-equivalent parts

Our Mavrik parts go through rigorous testing and must meet strict quality standards



We're so confident in Mavrik parts that we back up our commitment to quality with a 180-day warranty.



THE BOTTOM LINE

Here's what that could look like for an entire service agency:

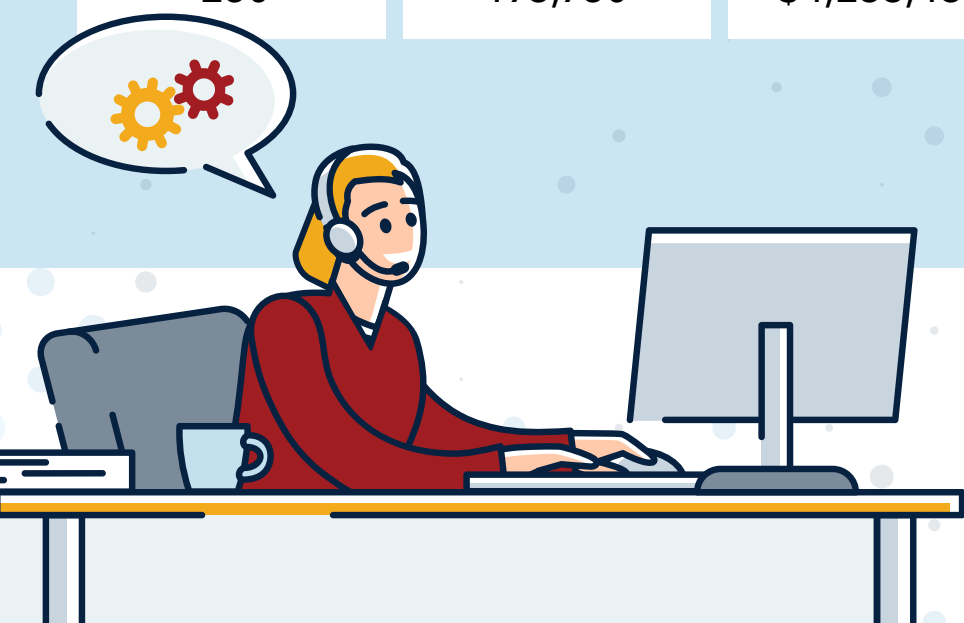
A profit boost of **\$12.85** per part adds up quickly.

NUMBER OF SERVICE AGENTS	NUMBER OF SERVICE CALLS PER YEAR*	1 YEAR POTENTIAL PROFIT IMPACT**	5 YEAR POTENTIAL PROFIT IMPACT**	10 YEAR POTENTIAL PROFIT IMPACT**
15	11,625	\$254,006	\$1,270,030	\$2,540,060
25	19,375	\$423,344	\$2,116,720	\$4,233,440
50	38,750	\$846,688	\$4,233,440	\$8,466,880
100	77,500	\$1,693,375	\$8,466,875	\$16,933,750
250	193,750	\$4,233,437	\$21,167,185	\$42,334,370

* Based on average of 775 calls per agent per year.

** Based on 1.7 parts (or \$21.85 savings) per service call.

Unless otherwise noted, all data sourced through an independent study conducted by Pentalllect, a leading foodservice consulting company.



Need a part? Ask for

AllPOINTS