

MAN Truck and Bus

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"To whom it may concern

apd Business Management have been providers of Dealer Management Composite information to MAN Truck & Bus UK Ltd., since 2007. During that period they have continued to improve and enhance our reporting structure and have shown considerable flexibility in adapting the data to suit the changing needs of our business.

By working in very close harmony with MTBUK, apd have been able to provide accurate and timely information to allow ourselves and our Dealer Network to cope with changing trends, difficult trading conditions and the exploration of business opportunities.

Many of our Network partners have reported that the information provided helps them compare their performance to other Network members, and in doing so they can adopt best practice to enhance margin retention and closer cost control. They are also able to use the newly created ""What If"" scenario to develop all areas of their operations and to track the improvements made on a monthly basis. Problem areas can also be quickly addressed and remedial action taken.

The Consultancy team at apd provide on site and Dealer assistance at any time, and we believe this very hands on approach to be invaluable to our business partners. The implementation and inclusion of new subscribers is also made very simple by adapting the same flexible approach with consultancy at the Dealer premises at short notice.

As MTBUK we have found that the apd Business Composite has become a living, working document, used regularly to compare performance between Dealers and to assist in finding improved practices for better financial results.

I would have no hesitation in recommending apd as a very solid and reliable provider of Business solutions and composite reporting information. We value them as a partner in our business nationally.

***John J Ryan
Head of UK Network Development"***