

Autologue Computer Systems Acquires Multi-million Dollar Software Provider SBC Solutions Inc.

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By aftermarketNews staff

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BUENA PARK, Calif. – Autologue Computer Systems has acquired SBC Solutions Inc. of Chicago.

In commenting on the purchase, Jim Franco, CEO and President of Autologue, said, "I've been in the business for over 26 years and recognize that when opportunities avail themselves it makes a lot of sense to do acquisitions of this magnitude. There are two compelling reasons for acquiring SBC. First and foremost, is the longevity of the staff and their endless experience in the automotive aftermarket. For instance, Jim Green, one of the programmers, just celebrated 30 years at SBC just two weeks ago, and he's still in his early 50s. This is just one example of the entire staff at SBC, who have spent many, many years servicing, programming and deploying technology to businesses in the automotive aftermarket. Finding seasoned customer service reps, hardware technicians and programmers, which from my experience are very difficult to find, is another positive aspect of this acquisition. The second reason is their technology. SBC has been developing systems for the last 34 years, and within the last five or six years has developed a complete Windows .NET package. This technology is what is needed for this industry. Autologue, with over 2,000 customers, needs a path to take them to the next level, and to run their companies on the latest, state-of-the-art Windows technology. Autologue has full intentions of enhancing the SBC product for their existing customer base by integrating all of our existing phenomenal 'eProducts'."

Autologue's suite of eProducts include ePartConnection, ePartConnection, eDelivery Tracking, eDataCommerce and eDataAnalysis.

Franco added that the company also plans to enhance the existing Autologue customer base by introducing the new SBC Windows technology to them.

"We see this as a huge opportunity to once again bring technology to the parts distributor to increase their productivity, decrease costs and increase profits," said Franco. "Autologue's philosophy is a customer-first attitude with 'Service Beyond Service,' and we have instituted at SBC the Autologue model. When the customer calls our 800 customer support number, they go directly to a customer service representative to get answers immediately –no voicemail, no receptionist. During this downturn in the economy, there's no better opportunity to experience the Autologue philosophy of very little or no up-front money for most of our products, and no long-term contracts. We make it easy for our customers to do business with all the divisions of Autologue. Try our products for 30 to 60 days at no charge or no obligation."

SBC will be showcased at AAPEX in November in Autologue's booth No. 3071, as well as at the AWDA one-on-one meetings.

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