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GM PRODUCT, AVB MARKETING

One Goal, Two Tools:

Sell Smarter with HUB + ePASS

WHAT IS HUB?

**Everything a salesperson needs in
one place — product data,
promotional calendars, and full CRM
tools with integrated texting and
email.**





All-in-One Sales Enablement

Harness the power of HUB to access all the essential data you need to make a sale. From comprehensive global catalog details to integrated POS data and enhanced customer insights, HUB equips you with everything necessary to excel in your sales interactions.

- ✓ Pricing
- ✓ Promos
- ✓ Inventory
- ✓ Vendor Inventory

The screenshot displays the HUB interface, which includes a product catalog table and a mobile app view of a product page.

Product Catalog Table:

Avail	Brand	PTS	PMAP Compliant	PMAP start date	PMAP end date	Future Promotions: PMAP	Future IR	Home Depot	Lowe's	GE	WP	B
9	Samsung	PTS	899.00	8/22/2024	9/11/2024	09/12-10/02 \$999 10/03-10/23 \$999						
8	GE Profile	PTS	1,298.70	8/22/2024	9/11/2024	09/26-10/16 \$1443	9/1/24 - 9/30/24 (\$32.00)					
8	LG		899.00	8/22/2024	9/11/2024	09/12-09/25 \$999 09/26-10/16 \$999						
8	GE		1,998.90	8/22/2024	9/11/2024	09/12-09/25 \$2221 09/26-10/16 \$2221						
8	Frigidaire Gallery		1,199.00	8/22/2024	9/11/2024	09/12-09/25 \$1199						
8	Frigidaire		829.00	8/22/2024	9/11/2024	09/12-09/25 \$829						
7	Samsung		1,599.00	8/22/2024	9/11/2024	09/12-10/02 \$1777 10/03-10/23 \$1777						
7	Whirlpool											
6	Samsung		1,199.00	8/22/2024	9/11/2024	09/12-10/02 \$1332 10/03-10/23 \$1332						
6	LG		1,099.00	8/22/2024	9/11/2024	09/12-09/25 \$1149 09/26-10/16 \$1149						
6	GE Profile		2,499.30	8/22/2024	9/11/2024	09/12-09/25 \$2777 09/26-10/16 \$2777						

Mobile App View (Product Page):

LG 24" PrintProof™ Stainless Steel Top Control Built-In Dishwasher with 1-Hour...

Model #: LDNTH862S **\$1,249.00**

Promotions

Type	IR	IR
Name	FALL SAVINGS	OCTOBER SA
Description	Temp Price Reduction	Temp Price Re
MAP	\$1,549.00	\$1,549.00
PMAP	\$1,249.00	\$1,199.00
Compliant price	\$1,249.00	\$1,199.00
Retail discount	\$300.00	\$350.00
Wholesale discount		
Rebate amount		

hub.avb.net



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The screenshot displays the HUB interface with several data overlays:

- INVENTORY**: Shows product details for Samsung and Whirlpool, including prices like 899.00, 1,298.70, and 1,998.90.
- UPCOMING PROMOS**: Lists promotional periods and prices, such as 09/12-09/25 at \$1199 and 09/12-10/02 at \$1777.
- BIG BOX PRICING**: Compares prices between Home Depot and Lowe's, showing items like \$828.00 and \$2,798.00.
- COMPLIANT PRICING**: Displays pricing details for various products, including Samsung and Whirlpool.
- SELL PLAN**: Shows promotional periods and prices, such as 09/12-09/25 at \$1199 and 09/12-09/25 at \$829.
- UPCOMING IRs**: Lists upcoming inventory review periods, such as 9/1/24 - 9/30/24 at (\$93.00).
- VENDOR INVENTORY**: Shows vendor inventory details, including LG and GE Profile, with prices like 2100, 1454, and 1275.
- PMAP WINDOW DATES**: Displays PMAP window dates, such as 8/22/2024 to 9/11/2024.



Universal Customer Management

Because of the powerful ePASS integration, HUB brings your in-store purchase data right into a complete customer profile.

Salespeople can see every transaction alongside richer CRM insights — store visits, product browsing activity, notes, and even linked household or relationship connections. It's the best of both worlds: ePASS data powering HUB's robust CRM tools to give you a full picture of every customer and every opportunity.

- ✓ **In Store Purchases**
- ✓ **Historical**
- ✓ **Merged on contact info**

The screenshot shows the HUB CRM interface. At the top is a navigation bar with tabs: Dashboard, Customers (selected), Interactions, Products, Quotes, Boards, Sales, Emails, SMS, Tasks, and Reports. Below the navigation bar is a status bar indicating 'Assumed identity: John Brown from Don's Appliances'. The main section is titled 'Customers' with a plus icon and a filter icon. Below this is a table with columns: Name, Phone number, Email, Address, City, State, and ZIP. The table contains six rows of customer data, each with a colored circular icon on the left.

	Name ^	Phone number	Email	Address	City	State	ZIP
1H	1 Above Holdings	(718) 810-3968	benzi.h@1abovgroup.com	1217 East 21st Street	Erie	PA	16504
1L	1726 E.Carson Street Llc	(724) 816-8349	dscherrer@sigma-resources.com	1726 E Carson St	Pittsbu rgh	PA	15203
2M	2 Penn Center West Hds Marketing	(412) 759-5985	mdoninski@hdsideas.com	2 Penn Center West	Carneg ie	PA	15276
2H	200151941 Etc Fbo: Ben Heal	(312) 339-8458	benjamindheal1@gmail.com	330 44th Street	Arsena l	PA	15201
2W	211186 Warrantech	(800) 279-1662	claimsinfo@warrantech.com	4171 County Rd 26	Winter sville	OH	43953
2C	2500 Smallman St. Corp	(732) 925-1658	bvas@oxforddevolment.com	215 25th St.	Downt own...	PA	15222



Product Data Customization

Because ePASS is highly customizable, all of your configured values flow seamlessly into HUB. That means any items on your sell plan, commission structures, or strategic notes managed in ePASS carry over and align with your full product catalog in HUB. Instead of viewing these details product by product, HUB lets you see and manage them at a global level — giving sales teams a unified, high-level view of goals, performance, and opportunities.

- ✓ **Sell Plan**
- ✓ **Commission \$**
- ✓ **Strategy/Sales notes**
- ✓ **... anything you store in ePASS at the product level!**


Commission	Brand Bonus	Confirmed Dock Date	Strategy Notes ^	Sell Plan
50	2		27" double	
2			27" double	YES
20	2		27" double	
20			30"	
2			30" Full Depth	YES



Quote in HUB, Transact in ePASS


Bring it all together — when you make your product selections and build a quote in HUB, it's instantly ready to move. By the time you're back at your desk from creating that quote on your iPad, you can lock it and pull it directly into ePASS. The customer's ready to buy, and you're ready to transact — fast, seamless, and connected from quote to close.


HUB QUOTES CONVERTED IN ePASS
SIGNAL BACK TO HUB THAT THEY
HAVE BEEN CHECKED OUT AND
SHOW AS A SALE ON THE HUB
CUSTOMER PROFILE.

 **Bill Buchanan**

VIP

COLUMBUS

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 (614) 581-1843

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☒ GE Profile™ 24" Fingerprint Resistant Stainless Steel Top Control Built In Dishwasher

☐ GE® Gas Grate Cleaning Kit



We have salespeople who have only been on our team for a couple of months, and they're running circles around some of the veterans, all because they are using HUB with ePASS.

TIM HILLEBRAND

DON'S APPLIANCE