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DIGITAL & AI EMPOWER CHANNEL MANAGEMENT

Wendy Wei

APAC Digital PM Leader
Bosch Mobility Aftermarket

OPERATING AT THE SCALE OF A GLOBAL MOBILITY TITAN



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TRACING THE CHANNEL LIFECYCLE ACROSS THREE CRITICAL NODES

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1
SALES &
DEALER

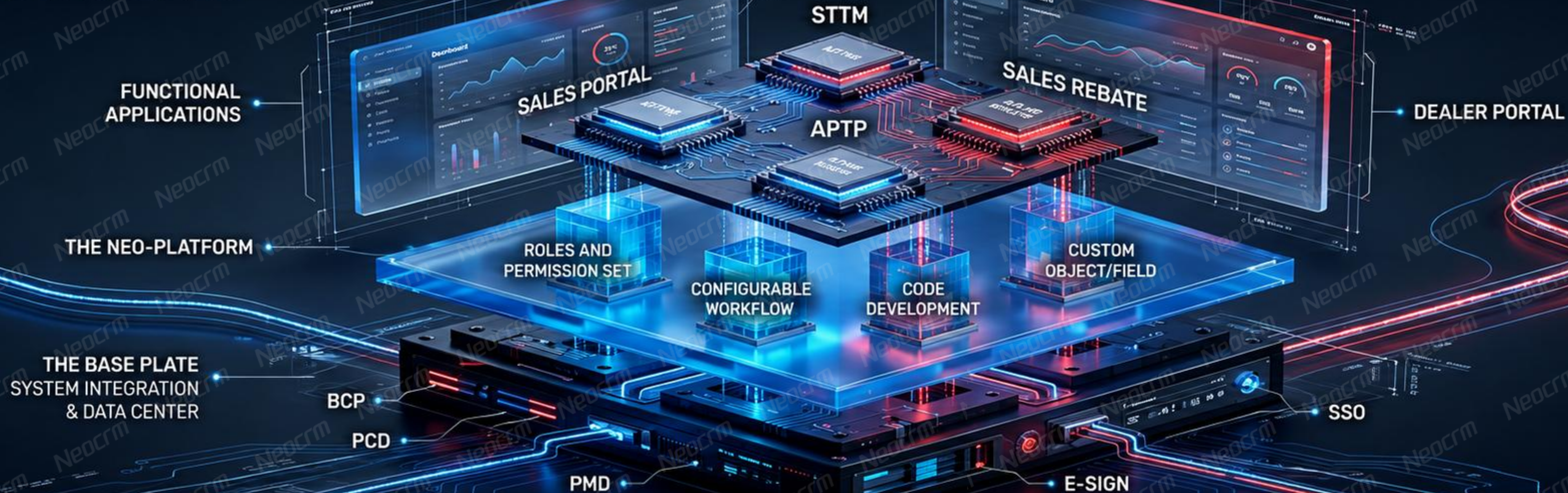
2
DEALER &
WHOLESALER

3
WHOLESALER
& WORKSHOP



ARCHITECTING THE DIGITAL FOUNDATION FOR SALES AND DEALERS

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REPLACING MANUAL ANALYSIS WITH AN AI-DRIVEN INTELLIGENCE AGENT

STTM

Automate Sales Trend Analysis
YTD Growth Rate by Team and CBF

DATA LAKE

AI ANALYSIS AGENT



AI analysis customer
target achi%



AI analysis customer
turnover by Q/Y

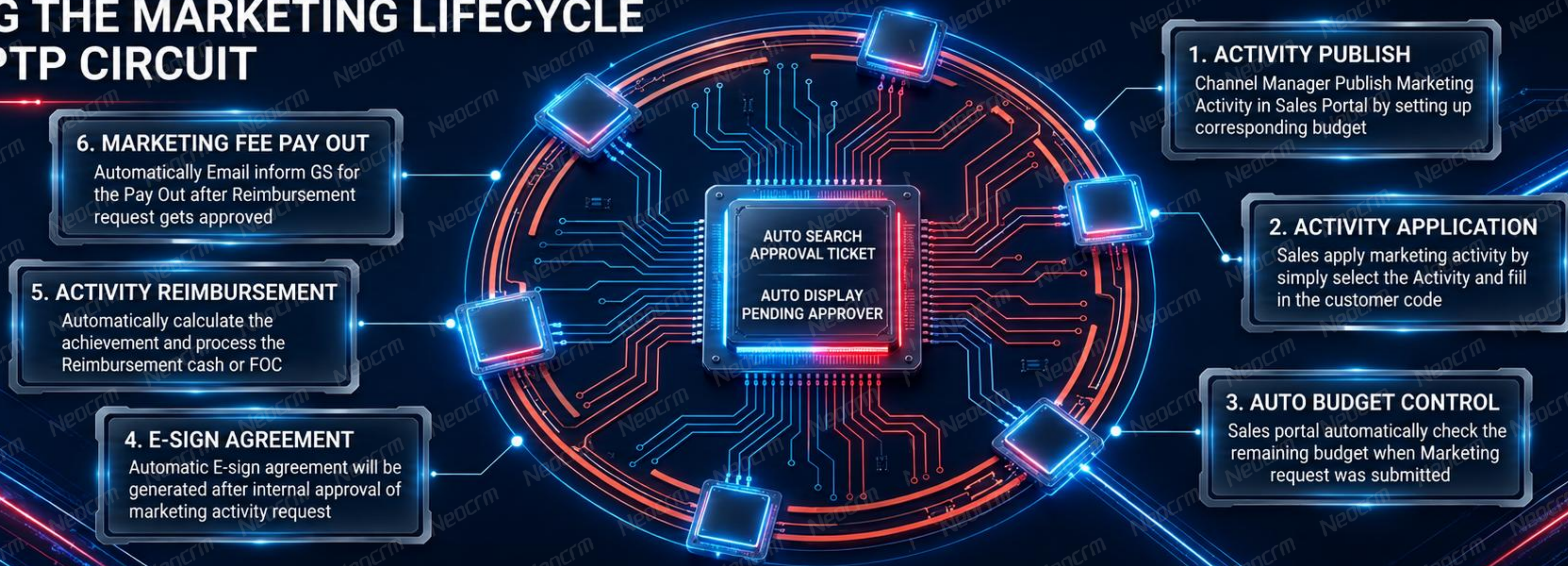


AI analysis
customer ROI

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AUTOMATING THE MARKETING LIFECYCLE WITH THE APTP CIRCUIT

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A FRICTIONLESS, CLOSED-LOOP AUTOMATED REBATE ENGINE

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UNCHAINING MOBILITY: REAL-TIME INTELLIGENCE IN THE FIELD

Sales Portal Mobile Access



- Anywhere Sales Tracking



- Real time Data Update



- 360° Customer Info on Visit



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Dealer Portal Mobile Access



- Checking contract achievement% anywhere and anytime



- Real Time Visible on Rebate and Marketing support status

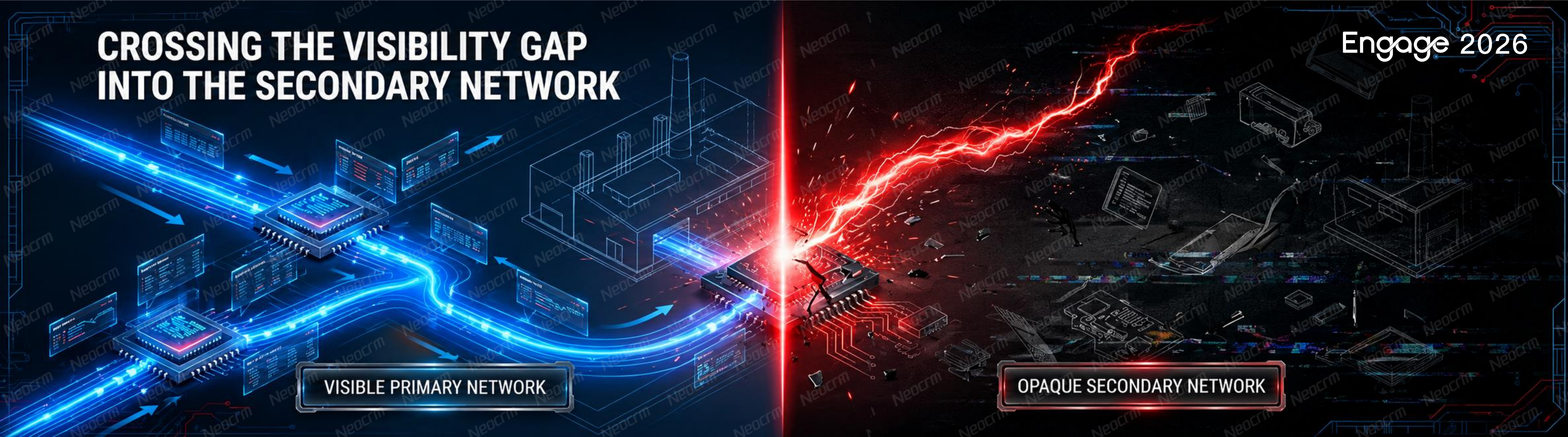
* Data & UI from test environment

CROSSING THE VISIBILITY GAP INTO THE SECONDARY NETWORK

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VISIBLE PRIMARY NETWORK

OPAQUE SECONDARY NETWORK



ILLUMINATING THE DARK ZONE VIA INTERCONNECTED ERP PIPELINES

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BRAND MANUFACTURER

Data platform Sell in & out PBI report, channel analysis, product sales trend analysis, MTD/YTD analysis, dealer inventory analysis, etc.

TIER 1 DISTRIBUTOR

Sell in record order details, goods receipt, inventory Qty, channel, district, sell out Qty, etc.

TIER 2 DISTRIBUTOR

Sell in/ Sell out record order details, goods receipt inventory Qty, channel, sell out Qty etc.

RETAILER

Sell out record goods receipt, sell out Qty, channel, etc.
| Part number | Customer ID

MULTI TIER ERP PENETRATION

Brand Manufacturer

Tier 1 Distributor

Tier 2 Distributor

Retailer

Data
Platform

Part Numbers & Customer IDs

1

PBI Reports, multi-tier channel analysis, MTD/YTD product sales trends, and real-time dealer inventory analysis.

2

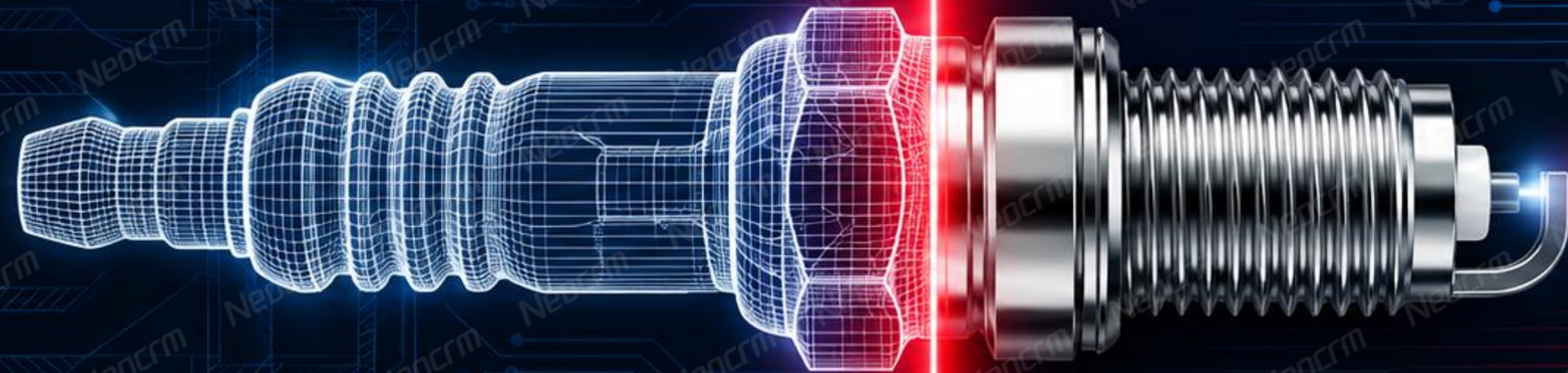
Transmitting sell-in/sell-out records, order details, goods receipt, and inventory quantities.

3

Transmitting final sell-out records, goods receipts, and channel tags.

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DIGITIZING THE PHYSICAL EDGE: THE QR AND POINTS ECOSYSTEM



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QR CODE

- Product info.
- Plant info.
- Packaging layer
- Digital inbound
- Digital track & trace



EXTRA POINTS

- Points collection by code scanning
- Points Mall
- E-warranty
- E-learning

THE COMPLETE DATA ECOSYSTEM TOPOLOGY

PHYSICAL FLOW
(BRAND TO EDGE)

CORE PLATFORM

Neo-Platform, Portals, STTM

CENTRAL DATA CORE & SYNTHESIS HUB

AI & AUTOMATION ENGINES

Rebates, APTP, AI Agent

THE PHYSICAL EDGE

QR Tracking, Points Mall

SUPPLY CHAIN INTEGRATIONS

ERP Pipeline, Sell-In/Out Data

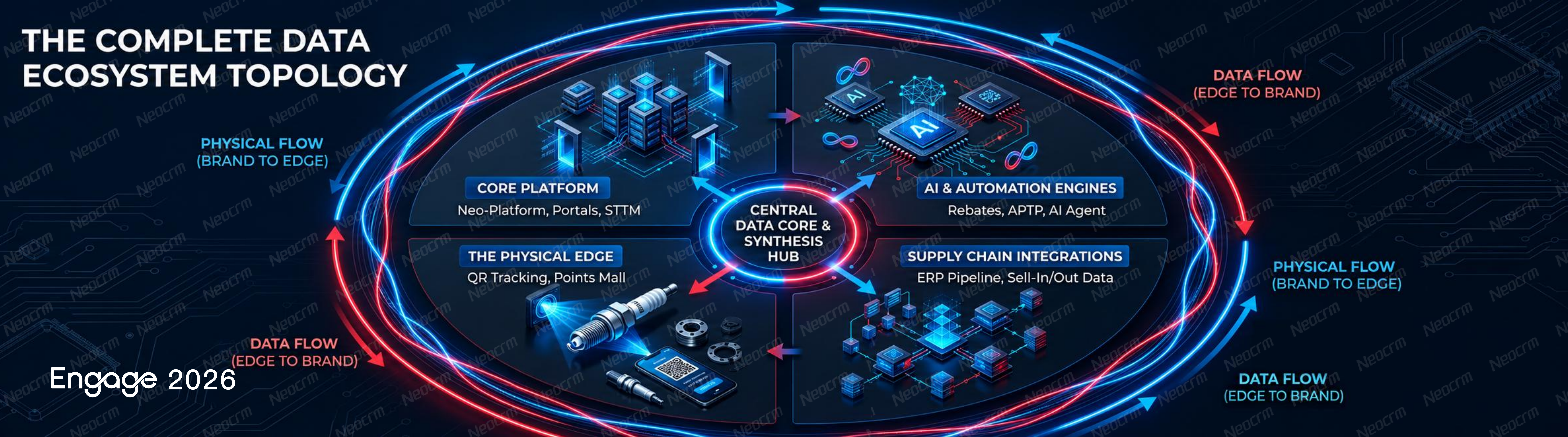
DATA FLOW
(EDGE TO BRAND)

PHYSICAL FLOW
(BRAND TO EDGE)

DATA FLOW
(EDGE TO BRAND)

DATA FLOW
(EDGE TO BRAND)

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MEASURABLE IMPACT: DRASTICALLY REDUCING FRICTION AND RECLAIMING TIME

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1.27M RMB / Year Saved

Internal process efficiency gain



100% Transparency Achieved

Real-time contract/order/AR info; real-time arrival updates for timely payments



NPS Improvement

Driven by fast data access (1 portal vs. 10+ legacy systems), accurate achievement displays, and scientifically integrated data for real-time strategy adjustments.



Rebate Calculation

Before: 60 Man Days

After: 0 Man Days



Bonus Calculation

Before: 70 Man Days

After: 0 Man Days



ATP Internal Leadtime

Before: 90 Man Days

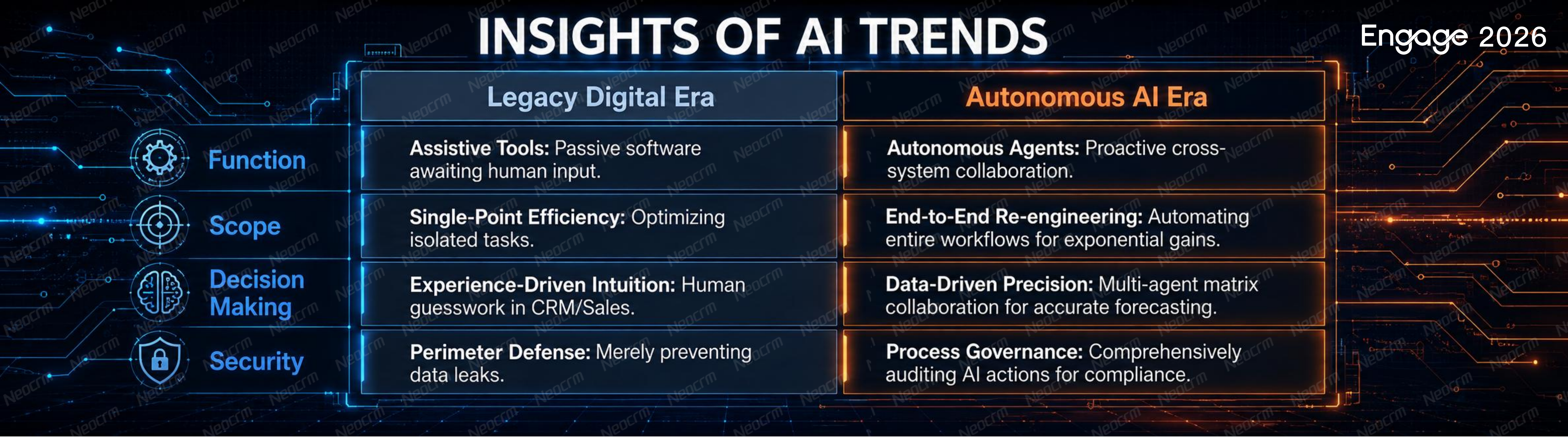
After: 15 Man Days



Result: Sales teams redirect 100% of this recaptured time to securing new customers.

INSIGHTS OF AI TRENDS

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The Future of Enterprise Architecture

From Isolated Tools to Network Infrastructure.

AI is fundamentally transitioning from a standalone application into the central nervous system of the enterprise collaborative network.