

Where To Dig In The Rich Goldmine of Aftermarket Services

Field service management tools increase your service revenue footprint, boost customer retention, and directly add to top line growth.

Aftermarket services offer a short, straight path to new revenue streams.

Relying on organic growth can be slow and costly.

Service is a rich goldmine for new revenue and top line growth.



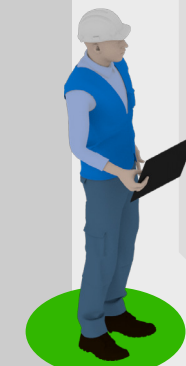
72%

of product manufacturers have now set a growth target for their service function.

4 Powerful Ways to Turn Service Into a Revenue Engine

Revenue Optimization

Move customers from time and materials to contractual relationships. Drive more predictable revenue and higher margins. Better understand customer needs and asset usage.



Stop Revenue Leakage

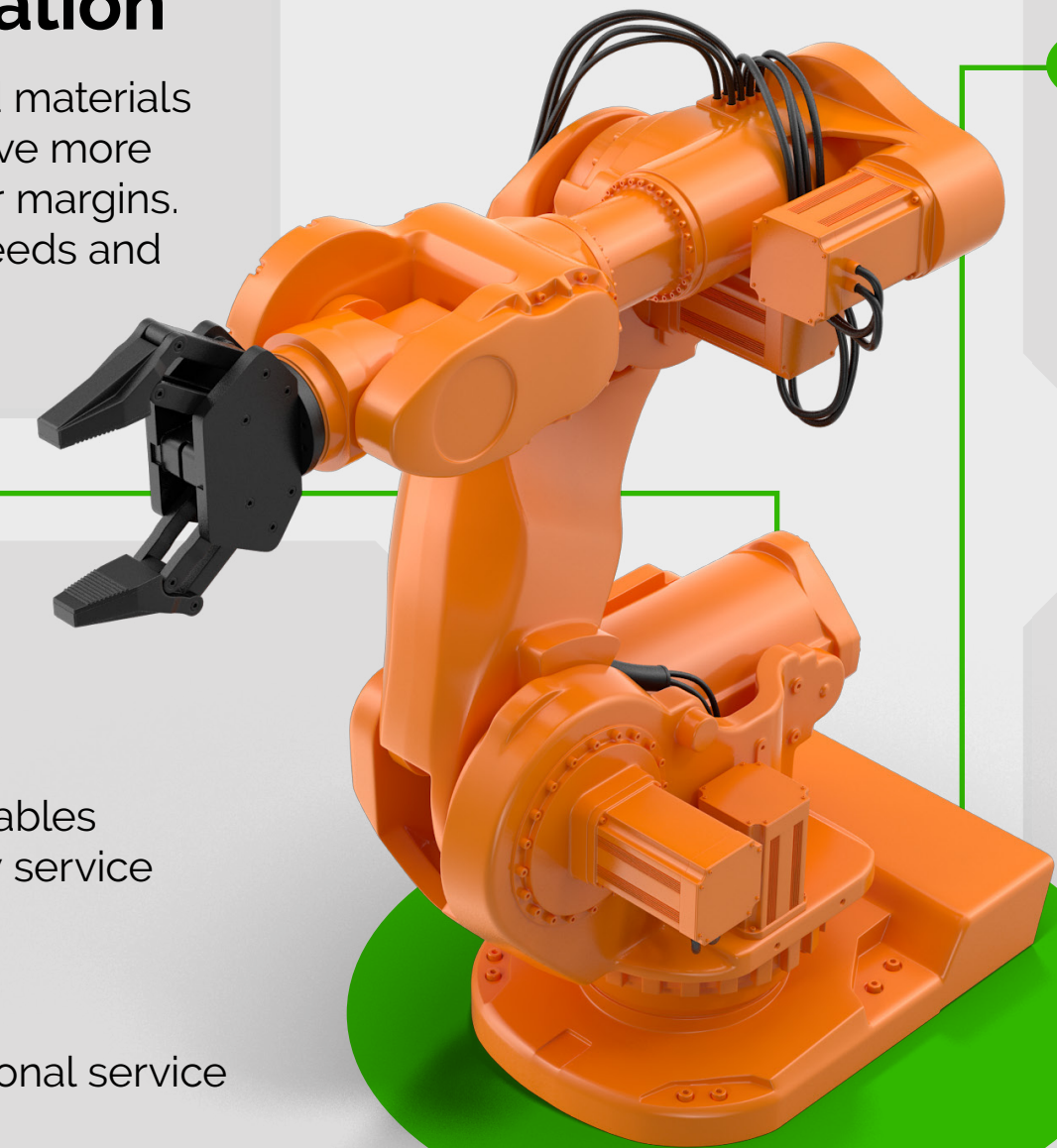
Analysts estimate 5% of earnings flow out of the business annually due to poor service contract management and entitlement visibility.



Maximize Service Revenue

Field service management enables organizations tap into rich new service revenue streams including:

- Contract and parts sales
- Upsell, cross sell and additional service and training opportunities
- Replacing end of life assets
- Pro-actively suggesting and supporting new business models, such as Servitization.
- Competitive replacement and multi-vendor service opportunities.



Revenue Protection

Actively managing service contracts prevents unintended contract expiration. Get granular visibility on service value to increase customer retention.

