



DATA MANAGEMENT SERVICES

ACCELERATE REVENUE WITH DATA MANAGEMENT SERVICES

TURN DATA INTO ACTIONABLE BUSINESS INTELLIGENCE

MaintenanceNet's Data Management Services will improve the quality and integrity of your warranty and service contract data and give you a complete picture of your services business. We will turn your data into actionable business intelligence and uncover even more opportunities to accelerate sales and grow your service revenue exponentially.

With our proven data mining and analytics techniques, manufacturers and their channel partners gain the business intelligence they need to succeed at service sales. We don't just improve the quality of your data; we repair the process by which you capture this information, consequently solving ongoing data integrity issues.

SERVICE360™ DATA CORE: BUILD YOUR REVENUE CENTER

Our core competency resides in the ability to manage and aggregate large volumes of data. Unlike competing solutions that extract data from a single source, MaintenanceNet takes it further by extracting information from multiple, multi-party data sources to build a Service360™ Data Core for our clients. MaintenanceNet does not replace existing systems, but works with you to integrate with your internal asset management, ERP, POS and CRM tools. It's the CORE of our business.

At the onset of our engagement with manufacturers and their channel partners, MaintenanceNet initiates a data analysis by first applying its intellectual property (IP) and algorithms to their current static sales information. The resulting perspective, creates a deep 360-degree picture of the overall opportunity that is present across the installed base. By building this base of data analytics along with a powerful data core, MaintenanceNet begins the "healing" process for the customers it serves.

FEATURES & BENEFITS

- ▶ **Data Aggregation & Gathering**
Single system of record for your services business
- ▶ **Data Enrichment & Cleansing**
Complete and accurate customer information
- ▶ **Data Mining & Discovery**
Identify new revenue streams
- ▶ **Integration & Customization**
Easily deliver actionable service opportunities
- ▶ **Reporting & Analytics**
Gain insight into your service sales performance



“ MaintenanceNet helped us to recognize our revenue potential by remediating the gaps within our data, resulting in significantly more recurring service revenue. ”

—Leading Fortune 100 Technology Manufacturer

FOR A FREE DATA ANALYSIS OR PRODUCT DEMO CONTACT US 866.699.7212

DISCOVER NEW REVENUE STREAMS THROUGH DATA ENRICHMENT

MaintenanceNet uncovers new product and service sales opportunities through its data enrichment and data discovery processes. We unite existing and historical sales data to create a complete and accurate representation of all products sold as well as associated warranties and services.

Steps are then taken to cleanse the data and fill in the “gaps,” creating reliable customer information and an accurate representation of product and service lifecycles. Through our data discovery process, MaintenanceNet facilitates sales growth and uncovers new opportunities that drive your services business to new heights.

GAIN INSIGHT INTO YOUR SERVICE OPPORTUNITIES THROUGH DATA ANALYSIS & REPORTING

Our Data Management Services include business intelligence reporting tools, which facilitate a check and balance of the client’s internal systems against their supplier’s systems, generating a complete customized audit of their service contract and warranty business. We also include a range of reporting and analytics such as supply chain auditing, performance review, incentive tracking and much more.

MaintenanceNet places sales agents in position to engage more successfully and intelligently with their installed base, and at the same time, managers can use our business intelligence and analytics to measure not only what has been sold, but also what has been overlooked in the service sales process.

accelerate