



EMPOWER YOUR SALES TEAMS WITH SERVICE360™

FUEL REVENUE GROWTH WITH TECHNOLOGY

Empower your sales teams and partners to sell more services with a cloud-based service contract management platform that drives top- and bottom-line service revenue. Service360 provides a 360-degree view of your standard warranty and service contract portfolios and offers an entirely new approach to product and service lifecycle management.

More than a technology tool, Service360 is a revenue center. It provides complete visibility into your services business and gives you and your partners the ability to attach more services, close more renewals and increase technology refresh sales. Service360 supports language translation, currency conversion and can be custom-branded for delivery to your global internal sales teams and channel partners.



DELIVER ACTIONABLE BUSINESS INTELLIGENCE

Data quality is the key to the success of Service360. In conjunction with MaintenanceNet's Data Management Services, Service360 aggregates and cleanses service contract information from multiple data sources, including internal systems used by manufacturers and their channel partners – from entitlement and POS, to ERP and even legacy systems. Once the underlying data integrity is improved, and complete and accurate end customer information is assured, it is populated into Service360. This new-found business intelligence, along with our customizable data analytics, empowers you and your supply chain partners to discover and take action on a multitude of new service sales opportunities.

FEATURES & BENEFITS

- ▶ **Cloud-based Platform; Multi-level User Access**
Channel-friendly, anywhere-anytime access for managing sales opportunities
- ▶ **Multi-source Data Core**
Single system of record for contract management
- ▶ **Renewal & Unattached Opportunity Management**
Visibility to 100% of service opportunities
- ▶ **Inventory Management**
Alignment of assets to service contracts
- ▶ **Automatic Expiration Email Notifications**
Eliminates risk of non-coverage on critical assets
- ▶ **Quote creation & Order management**
Streamlines quote and order process
- ▶ **Reporting & Analytics**
Visibility into service performance



“By providing quick, convenient and accurate information, Service360 has revolutionized the way we manage our services business. It enables us to be more responsive, streamline processes, save time and win more business.”

—Leading Fortune 500 Technology Distributor

FOR A FREE DATA ANALYSIS OR PRODUCT DEMO CONTACT US 866.699.7212

SIMPLE, SCALABLE INVENTORY MANAGEMENT

Service360 is the industry's most powerful service sales engine. It gives manufacturers and their channel partners unparalleled visibility into the inventory of their service and maintenance agreements, along with the products attached to those agreements. A highly scalable solution, Service360 is built to provide secure access downstream to channel partners or end customers – thus serving as a single system of record for inventory and renewal management.

Best of all, Service360 lets you be more proactive: it manages your renewal business for you so you can focus on critical high-dollar sales opportunities. By sending automatic email notifications to users when contracts are nearing expiration, the platform lets you rest assured that even low-dollar opportunities will get addressed.

SELF-HELP SERVICE QUOTES AND ORDERS

It just got easier to realize faster and more efficient service revenue. Service360 streamlines the quoting process for contract renewals and new service quotes with its add-on Quote to Order (QTO) module.

Bundled with Service360, QTO allows users to save time with self-help services that enable them to create on-demand quotes and transact orders online. Integrated with a manufacturer's or channel partner's ordering system, and linked to their internal pricing structures, QTO presents customer-specific, real-time pricing to your sales organization and your partners. The module greatly reduces time-to-close ratios by enabling organizations to create, validate and manage quotes and orders across the entire sales cycle.

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