



SERVICE360™ CLIENT DIRECT

REACH SERVICE SALES GOALS WITH SERVICE360™ CLIENT DIRECT

AUTOMATE LOW-DOLLAR, HIGH-VOLUME SERVICE SALES

With Service360 Client Direct, you can rest assured that you will capture high-volume, low-dollar sales opportunities that most organizations frequently overlook. Designed for the Value-added Reseller, Systems Integrator, Solution Provider, Dealer or Retailer, Client Direct provides a low-touch, no-touch approach to delivering service quotes to your customers, ensuring that all service renewals and unattached products (products sold without a service contract) are addressed.

Through automation, we make it easier than ever for you to make sure that all service contract opportunities – no matter how small – are being pursued quickly, efficiently and at a low sales cost. Now, you can take command of your overall sales strategy, and spend more time focusing on critical high-dollar opportunities. Service360 Client Direct will take care of the rest: we'll deliver customized and branded service quotes direct to your customers. With our proven automated solution, it's never been easier to reach your service sales goals.

EXECUTE A LOW TOUCH SOLUTION TO INCREASE REVENUE

MaintenanceNet automates the quote creation process, helping you achieve higher sales conversion rates. Client Direct will pre-validate quotes to ensure you are selling the “right” service for your customers’ critical products, reducing the number of quote and order errors. Professional, branded electronic quotes are then delivered monthly to customers via e-mail on your behalf, making quoting convenient and efficient.

FEATURES & BENEFITS

- ▶ **Automated Delivery of Quotes to Customers**
Low touch/no touch solution to address all low dollar service sales opportunities
- ▶ **Delivers Pre-validated Quotes Electronically**
No cost or resources to deliver valid quotes
- ▶ **Quote and Order Management**
Visibility into all quotes/orders via Service360 cloud-based platform
- ▶ **Transact Orders Online via Service360**
Branded e-commerce platform for easy order transactions
- ▶ **Integration With Pricing and Availability Systems**
Ensures you deliver valid and accurate quotes; Aligns with discounting models
- ▶ **Quote Emails Are Branded With Your Logo**
Keeps your supply chain relationships intact
- ▶ **Currency Conversion and Language Translation**
Enables global delivery of quotes



“MaintenanceNet automated our service quotes and ordering process and eliminated our back office expenses, while making it easy for us to quickly increase our service orders.”

—Leading Solution Provider

FOR A FREE DATA ANALYSIS AND PRODUCT DEMO CONTACT US 866.699.7212

REACH YOUR CUSTOMERS THROUGH AUTOMATION

Client Direct integrates with the Service360 Data Core to present complete and accurate customer information and product and service details. The quotes generated are based on a targeted date range of service opportunities and include information on the contract expiring and/or product that is uncovered by service.



EMPOWER YOUR TEAM TO CLOSE SALES

Gain access to Service360 to view and manage all quotes online. You and your customers can also transact the quotes online through the Quote to Order module provided to you by Service360. It's that easy to deliver quotes and allow your customers to instantly order online. Spend less time and fewer resources on high-volume, low-dollar service orders, and start focusing on winning new business and selling high-margin solutions. Get started today and don't let potential profits slip away!

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