

FACT SHEET

Go-to-Market	2004
Company	MaintenanceNet empowers the world's leading manufacturers and their channel partners to expand the scope and success of their service sales initiatives. The company has delivered billions of dollars in service revenues globally, while also improving overall customer satisfaction and retention for the businesses it serves.
Customers	HP, Cisco, Panasonic, Fujitsu and other major manufacturers, as well as Ingram Micro, Westcon Group, Azlan Tech Data and other top-tier distributors and leading value-added resellers.
Technology	MaintenanceNet's Service360™ technology platform expedites and automates sales processes, and provides a channel-friendly approach to service quoting, ordering and renewing. The cloud-based platform was developed to provide the most advanced data analytics available, yielding unparalleled, 360-degree insight into product and service lifecycles, which in turn leads to substantial increases in overall profitability and revenue for manufacturers.
Market Differentiation	The key to MaintenanceNet's success is its proficiency in turning incomplete or inaccurate customer data into actionable business intelligence for manufacturers and their channel partners. By carefully cleansing service contract data and delivering improved business intelligence through channel enablement and automation solutions, MaintenanceNet takes all of the guesswork out of the service sales equation, ensuring the most optimum outcome for its customers. MaintenanceNet accelerates revenue through business intelligence, empowers sales teams with technology and helps its customers reach their service sales goals through automation.
Management Team	Scott Herron – President & CEO Shayne Skaff – Vice President, Business Development Rob Neville – Vice President, Finance & Accounting Kelly Crothers – Director, Marketing
Funding	MaintenanceNet is privately held.
Headquarters	Carlsbad, Calif.
Website	www.maintenancenet.com
Follow Us	Twitter: @MaintenanceNet LinkedIn: http://www.linkedin.com/company/maintenancenet YouTube: http://www.youtube.com/maintenancenet