

Customer Metrics

20%

increase in customer satisfaction

14%

decrease in service cost

21%

increase in contract renewal rate

Average ServiceMax Customer Results

Benefits:

- Improve customer experience
- Increase efficiency and reduce costs
- Improve customer loyalty and renewal rates
- Increase upsell opportunities

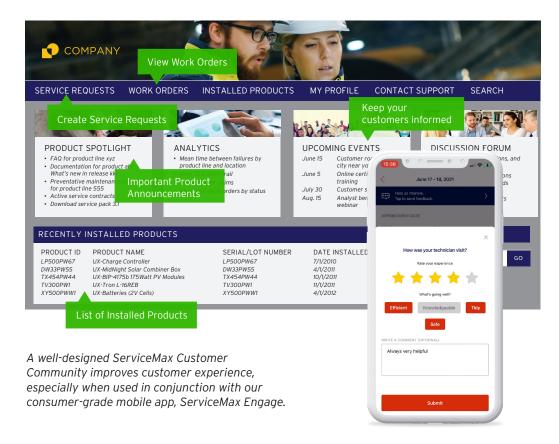
Feature Highlights:

- Connect to your customers in real time
- Fully brand your customer portal
- Securely share relevant information
- Flexibly support your omnichannel service strategy
- Seamlessly integrates with your ServiceMax platform

The customer is front and center in everything you do. In fact, the success of your business depends on the strength of your interactions with your customers and their experience with you. Customers know what they want, how they want it, and speed is of the essence. They are always connected, increasingly mobile, social, and self-educating, becoming more digitally engaged and less enthused about picking up the phone to ask routine questions or request service.

Build long-term, profitable relationships by partnering with your customers

ServiceMax Customer Communities are a conduit for your brand and can be a cornerstone of your omnichannel strategy. Geared towards streamlining the customer experience, while lightening the workload of your frontline workers, Customer Community portals work hand in glove with our mobile app **ServiceMax Engage to ensure transparency with your customers**.





"We are now able to create swift audit trails, access and report on account data, not only to improve service at the customer site, but to help us identify trends and diagnose problems with products. We use ServiceMax to help us approach customer satisfaction from all directions, through exceptional service delivery and constant improvement in product design."

Rohan Bloice, Business Development, James Automation

With ServiceMax, your customers can quickly, easily, and safely access information, open cases, and perform tasks - either in the portal or on Engage. You determine what and how much of the service information, and asset data you want to share via each channel. For example, during a customer renewal, Engage might be utilized primarily for notifications to the customer regarding the renewal process, which then directly link your customer to detailed renewal information and contract execution the portal. Utilizing both Engage and Customer Communities together also helps you keep a focused scope for your portal implementation that will result in a faster time to value.

KEY FEATURES & CAPABILITIES

- Quickly implement a branded customer portal that is integrated with the ServiceMax Core platform and the mobile app ServiceMax Engage
- Leverage Customer Community and Customer Community Plus to manage both your portal and Engage users
- Build one community for all or one for each of your customers, just as you need it
- Enable self-registration to give community users instant access
- Protect your community by trusting Salesforce's proven security technology
- Closely monitor the activities of your community and Engage users
- Utilize built-in sharing rules to manage who sees what for your portal as well as for Engage
- Embed customer-specific dashboards and reports into the branded portal pages

- Enable customer users to create new service requests, view and update existing work orders
- Share equipment & service history with your customers
- Create a central location to put information like product manuals, user docs, FAQs, announcements, and news into the hands of your customers
- Give your customers visibility into their service contracts and warranties so they're aware of upcoming expiration dates, coverage and expected levels of service
- Turn customers into ambassadors with the ability to interact online, leave comments and ask questions in dedicated forums
- Enable customers to consume and order parts

About ServiceMax

ServiceMax's mission is to help customers keep the world running with asset-centric field service management software. As the recognized leader in this space, ServiceMax's mobile apps and cloud-based software provides a complete view of assets to field service teams. By optimizing field service operations, industries with high value, complex, mission-critical equipment can support faster growth and run more profitable, outcome-centric businesses. For more information, visit www.servicemax.com.

Get your personalized demo today at **servicemax.com/demo**