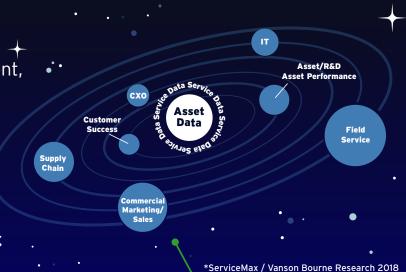


WHY ASSET & SERVICE **DATA MAKES YOU SMARTER**

Connected asset and service data holds insights far beyond the service department, providing a better business lens for almost every other line of business

say successful utilization of asset data can positively impact all areas of the business*





SAY INSIGHTS FOR FINANCE Better cash flow decisions in accounting, accurate billing and warranty and contract leakage, clearer understanding of cash pipelines, more accurate forecasting

SAY INSIGHTS FOR R&D Unprecedented feedback loop to R&D about customer usage, product innovation, peaks and troughs in demand; clear oversight of what is working in the field, what needs improving and where the opportunities are

SAY INSIGHTS FOR SUPPLY CHAIN Reduces costs by optimising 34% inventory based on consumption, lifecycle, history, installed base, location and planning data, and increases first time fix rates with preventative maintenance

SAY INSIGHTS FOR SALES Opportunity identification, 38% customer adoption and behaviour insights



IT and field service leaders estimate a 14% revenue boost in 12 months from the automatic collection and analysis of service data



say that successfully 87% say that successions collecting and using service data will have a positive impact on their ability to remain competitive