Connected asset and service data holds insights far beyond the service department, providing a better business lens for almost every other line of business. 84% say successful utilization of asset data can positively impact all areas of the business.*

**WHO BENEFITS?**

- **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 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, customer adoption and behaviour insights.

*ServiceMax / Vanson Bourne Research 2018

IT and field service leaders estimate a 14% revenue boost in 12 months from the automatic collection and analysis of service data. 87% say that successfully collecting and using service data will have a positive impact on their ability to remain competitive.