

# Equipment sales factsheet

From fragmented sales practices  
to realizing growth excellence







# Sales challenges faced by equipment businesses



Sales  
performance  
tracking



Price &  
discount  
management



Customer  
relationship  
management (CRM)



Trade-ins/  
multiple trading  
cycles



Forecasting &  
inventory



Customization



Pre-delivery  
inspections



# Seamless sales operations from beginning to end with A365

A365 enhances the engagement between businesses with customers. It utilizes engaging and hyper-personalized interactions to provide unparalleled customer experience at every touchpoint, creating a more convenient path to purchase, and simultaneously building trust and brand loyalty.

With A365, your business can leverage advanced technologies and analytics to drive shorter, faster, and more tailored customer engagement. This helps your business redefine sales strategy by expeditiously automating customer engagement, driving unique marketing campaigns, and accelerating the conversion of potential leads.

01

Customize and configure the upselling of additional accessories

02

Identify service and finance packages to boost revenue

03

Improve customer retention, secure loyalty, and increase profit

04

Simplify catalog encompassing various makes, models, and configurations

## A365 equipment sales features



Sales management



Warranty management



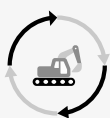
Sales pricing management



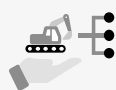
Demo & loan machines



Used equipment sales



Trade-ins/multiple trading cycles



Equipment configuration options



Pre-Delivery Inspection (PDI) & commissioning



Insurance & finance contracts



Contracts & projects management



# A365 equipment sales functionality coverage



## Equipment sales

### Multiple makes, models & configurations

Manage a diverse range of equipment options, from different manufacturers and configurations, all in one system.

### Sales management

Streamline and oversee equipment sales process from lead to conversion with comprehensive sales management tools.

### Quotation management

Efficiently create, customize, and manage quotations for equipment sales, ensuring accuracy and professionalism.

### Equipment configuration options

Offer customers the flexibility to choose custom equipment configurations that suit their specific needs.

### Accessories & attachments

Seamlessly bundle accessories and attachments with equipment sales, providing customers with comprehensive solutions.

### Sales pricing management

Manage equipment pricing strategies, discounts, and promotions to optimize revenue and competitiveness.

### Demo & loan machines

Effectively manage demonstration and loan equipment to provide customers with firsthand experience before purchase.

### Used equipment sales

Easily handle the sale of used equipment, including valuation, pricing, and reconditioning details.

### Trade-ins/multiple trading cycles

Facilitate trade-ins and navigate complex trading cycles with accurate evaluation and smooth transitions.

### Owners & operators management

Maintain detailed records of equipment owners and operators, enhancing personalized customer interactions.

### Warranty management

Track equipment warranties, communicate coverage to customers and streamline warranty claims and services.

### PDI & equipment commissioning

Manage pre-delivery inspections (PDI) and equipment commissioning, ensuring optimal functionality upon delivery.

### Insurance & finance contracts

Handle insurance and finance contracts seamlessly, simplifying the sales process for customers.

### Customer data & segmentation

Organize and segment customer data for targeted marketing and tailored service offerings.

### Service agreements

Offer and manage service agreements for equipment, providing customers with ongoing support and maintenance.

## Contracts & projects management

### Service contract creation & configuration

Easily create and customize service contracts for equipment, tailoring terms to customer needs.

### Contract pricing/discount management

Manage contract pricing structures and discounts to ensure accurate and competitive contract offerings.

### Periodic billing or 'pay per visit' charging

Set up flexible billing cycles, including pay-per-visit options, for seamless contract invoicing.

### Service contract job management

Effectively manage and assign service jobs associated with contracts for efficient execution.

### Service job costing

Monitor and analyze costs associated with service jobs to optimize profitability and cost control.

### Service contracts terms management

Keep track of contract terms, renewals, and modifications to maintain up-to-date agreements.

### Contract revenue & cost tracking

Monitor contract-related revenue and costs, providing insights into financial performance.

### Projects budget management

Set and manage project budgets for accurate financial planning and control.

### Project planning & scheduling

Plan and schedule projects efficiently, ensuring timely completion of contract obligations.

### Project progress tracking & reporting

Monitor project progress and generate insightful reports for informed decision-making.

### Resource management & allocation

Efficiently allocate resources, including equipment and personnel, to projects for optimal utilization.

### Equipment leasing contracts

Manage equipment leasing contracts, tracking terms, payments, and asset usage.

### Finance contracts

Handle finance contracts seamlessly, ensuring compliance and proper documentation.