

Advisory & Optimization Services

Think of it as “pull away” planning

The Kentucky Derby and the Daytona 500 are two of the world’s most prestigious sporting events. In each, the competition is fierce from the start of the race. Many times these events are decided in the last leg of the race and a winner emerges by pulling away from the rest of the pack.

The world of business is no different and the end of an economic downturn is when smarter companies start taking steps to gain leverage faster than their competitors, or where investments sustained through the downturn start to pay off in improved customer revenues. That is what makes the end of a downturn an excellent time for companies to be thinking about performance improvements and preparing themselves to gain position in the recovery.

Managed Maintenance can help you pull away in your services business by setting improvement targets, elevating efficiency and effectiveness in your service contract management, and ultimately putting you in a position to increase your annuity-based services revenue streams.

Turn the page to see our methodology in motion.

Contact us at **561-869-4399** or visit **www.managedmaint.com**.
Be sure to follow us on Twitter at **www.twitter.com/managedmaint**
for the latest best practices and industry trends.

How It Works

Our Advisory & Optimization Methodology:

1. Discover
2. Analyze
3. Recommend
4. Implement
5. Support & Measure Results

How It Helps

"Your knowledge of vendor systems and procedures has helped us to quickly create streamlined, back-end processes that have reduced the complexity and cost of delivering maintenance agreements to our end-users...creating over 30 million dollars, a 150% increase in new revenue."

COO of an
IBM Premier Business Partner

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1. Discover

Services Discovery Meeting provides Managed Maintenance the ability to understand your unique processes, current maintenance business and key metrics utilized today.

Analyze 2.

By looking at sales out vs. maintenance dollars in, plus current workflow and renewal rates, Managed Maintenance can begin to determine areas for improved effectiveness and efficiency.

3. Recommend

Our recommendations are based on the Discovery and Analysis steps performed, industry best practices, and the customer's desired outcome.

Implement 4.

Based on the customer's acceptance of recommendations, Managed Maintenance utilizes best practices to implement changes to maximize revenue growth, efficiency and effectiveness of the maintenance and annuity service processes.

5. Support/Manage

Managed Maintenance provides customers with ongoing support both during and after a service engagement, through additional training, ongoing webinar series, and regular communication with the client company.

Want to know more about Managed Maintenance?

See how we can turn your maintenance contract supply chain into a turnkey renewal machine!

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