

# SIGNIFIKANT: Aftermarket Information Platform



***A BUSINESS ABSOLUTELY DEVOTED TO SERVICE WILL HAVE ONLY ONE WORRY ABOUT PROFITS. THEY WILL BE EMBARRASSINGLY LARGE."***

**HENRY FORD, FOUNDER OF FORD MOTOR COMPANY**

The Signifikant Platform is a solution for increased aftermarket sales through enhancing aftermarket information delivery, increasing equipment uptime, streamlining maintenance processes and expanding the spare parts business. The Platform may be integrated with your PLM or ERP solution and adds functionality for the aftermarket.

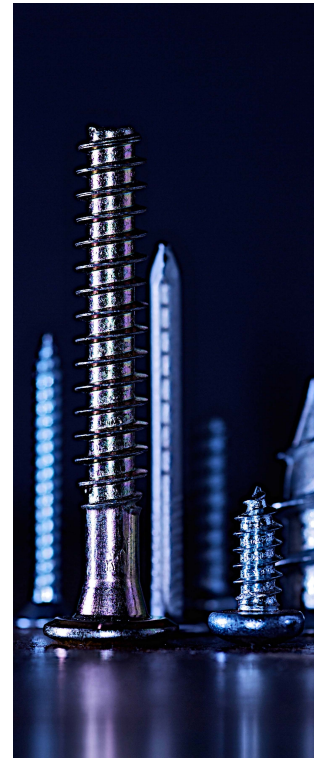
**The Signifikant Information Platform is especially designed for companies just like yours.**

## **The Signifikant Aftermarket Platform Offers:**

- Dynamic delivery service and support information;
- Hierarchical, visual and table of contents navigation;
- Attributes and model-based filtering;
- Multiple search functions, including field and full text;
- Illustrated parts catalogue integration via hyperlink;
- Publishing of information through inter-net, webserver, CD, DVD and PDF document;
- Incremental update mechanism for remote deployment such as intranet, hosted environment and standalones;
- Handling of multiple brands;
- Note book and bookmarks;
- Ordering system.

## Key Benefits The Signifikant Aftermarket Platform Provides:

- Double productivity
- Decrease lead time by up to 30%
- Improve safety and compliances
- Accelerate information retrievals
- Strengthen channel and customer relationships
- Increased maintenance
- Increased productivity and asset availability
- Desktop and web-based catalogue
- Tracking of parts history
- Product model, assembly and chassis number wise search engine
- Parts number wise search engine
- Separate administration and dealers.



**Increase your  
aftermarket sales  
by 20%**

Along with your strategic work to increase aftermarket sales, our solution will provide you the means to increase your aftermarket sales with 20% or more.

Compete efficiently with third party vendors, increase your service staff sales and generate higher margins.

### **The Signifikant Platform will boost your total profit!**

With innovative features like contents uploading through multiple delivery channels together with e-commerce capabilities, the Signifikant Platform provides unprecedented benefits to OEM's, operators and service providers.

## Margins are created in the aftermarket

Numerous surveys have been conducted within the aftermarket of manufacturing industry, all showing a clear shift towards the aftermarket as a driver for margins. As low-cost competition increases and product margins are put at peril, the trend escalates.

Still, despite the clear threat of low-cost competition, most manufacturing businesses choose to grow their aftermarket at the same rate as the over-all business.

Simply, the aftermarket is not turned into a strategic tool to increase profitability.

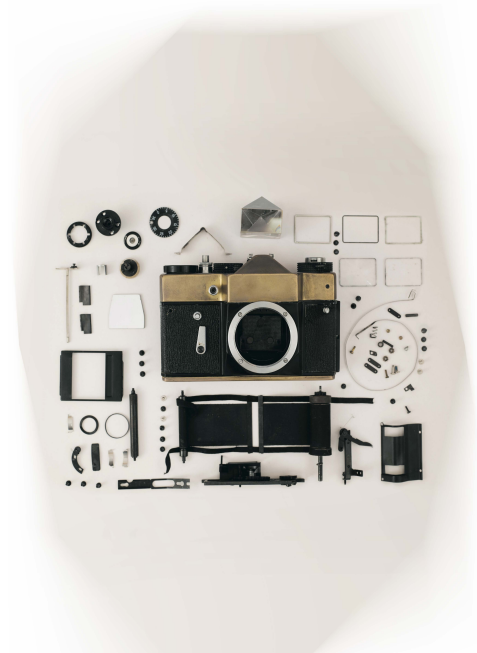
### A possible business risk.

## Growing the aftermarket.

For many businesses, the aftermarket is an untapped potential for growth.

Research suggests that a strategy to increase the aftermarket will include aligning service and sales processes as well as supporting IT-solutions for these processes.

Short and long-term effects may be reached through focusing on sales of parts whilst optimizing the delivery of exactly the right parts to existing customers.



## Increase your aftermarket sales.

A key issue in increasing sales of parts is aligning sales and service processes. Service staff are your front end to the customer, and they are the key .

### But do they have the right tools to sell?

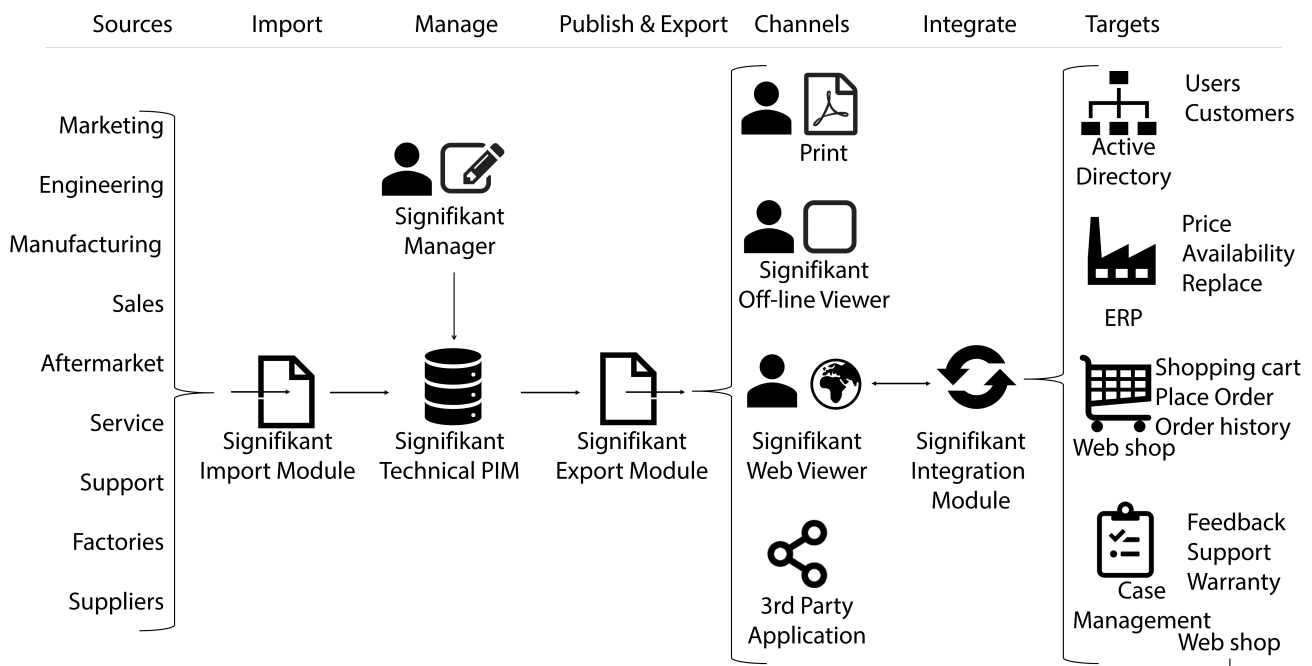
## Increase customer satisfaction

The quality of the support given to a customer is greatly dependent upon prompt handling of down-time. The top 90% of manufacturing businesses deliver the right part to the customer 99.7% of the time.

## Turn your aftermarket into a profit machine

With strategic work and operational improvement with proper IT-support, you may achieve **20% or higher increase in aftermarket sales.**

## The Signifikant Platform - Usability, Flexibility, Reliability and total Ownership



## Technologies and Platforms

The core of the platform is an information server that is a platform both for services and data warehouse.

- **Microsoft Windows operating system**
- **Microsoft .Net application framework**
- **IIS web server**
- **Microsoft SQL server**
- **Xml data integration and SOAP communication protocol**

## About Signifikant

Signifikant is an IT-provider focused on delivering state-of-the art software solutions and services for the aftermarket. Signifikants vision with the Signifikant Platform suite is to make your Aftermarket into a profit machine.

- Usability and design. The most easy to use and well designed web viewer, with powerful and fast search functionality.
- Very strong process support. Good process support is the foundation of information quality. The right part to the right machine.



**SIGNIFIKANT**