

# Expand Your Business with New Field Services

**GROWTH** is a challenge for any business, and field service is an attractive expansion option for many firms.



**Services Businesses**



**Distributors**



**Construction & Property Managers**



**Manufacturers**

## SALES OPPORTUNITIES



Companies already know their customers, and they are in a great position to develop profitable add-on capabilities—and to stop leaving this valuable business on the table.

- ✓ Preventive maintenance
- ✓ Service contracts
- ✓ Spare parts
- ✓ Overhauls
- ✓ Multi-site contracts
- ✓ Major projects
- ✓ Cross selling and up selling products and services, including referrals for partner companies

## FIELD SERVICES MANAGEMENT

### CUSTOMERS

- ✓ Start with customer relationship management (CRM) for handling marketing, leads, sales and quotes
- ✓ Keep customer information current, including locations, staff, contracts, equipment, service history and warranty status

### ORDERS

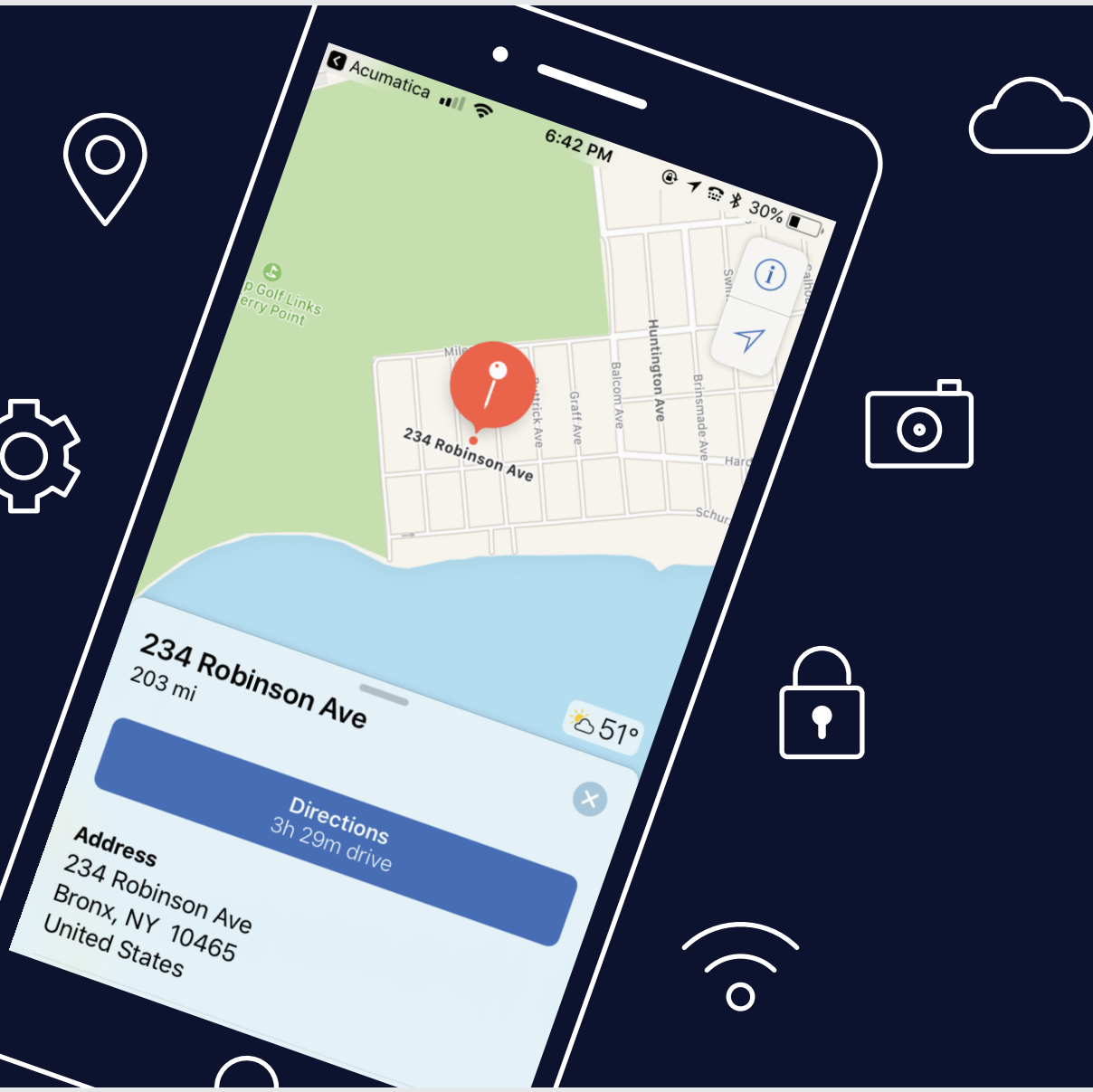
- ✓ Enter parts and service orders
- ✓ Price and discount accurately
- ✓ Assign subcontractors
- ✓ Schedule and route field staff
- ✓ Use project accounting for large opportunities

### STAFF & EQUIPMENT

- ✓ Manage service staff, skills and certifications
- ✓ Control service vehicles, equipment and specialty tools

### PRODUCTS

- ✓ Track warehouse, branch and truck inventory
- ✓ Manage lot and serial numbers, as well as backorders



### 100% MOBILE

- ✓ Easy to use on any device, anywhere, anytime
- ✓ Secure, private and controlled access for technicians, engineers and managers
- ✓ Phone and tablet barcode scanning, photos, videos, GPS location, maps and dictation for field use

### MODERN SOLUTION

It takes the right team and resources to be successful in field services, as well as the right systems to manage it.

Acumatica true cloud ERP supports distributors, manufacturers and services businesses with fully integrated field service management.

- ✓ One system including accounting, distribution and manufacturing
- ✓ Built in document management and business intelligence
- ✓ Licensed by what you use—not the number of users
- ✓ A true cloud, SaaS solution on Amazon

#### About The Answer Company

The Answer Company is a leading supplier of business management software and technology consulting services. Since 1994, it has been helping businesses answer the difficult questions with regards to investments in technology and information systems. Working from offices across Canada, they serve national & international clients with a wide range of ERP solutions and numerous to compliment solutions that are powerful & flexible, and backed by industry expertise. The Answer Company's goal is to make businesses more successful at what they do and gain confidence to make profitable moves in their respective industries.

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