

Equips solves the maintenance puzzle related to undermanaged maintenance contracts resulting in increased costs and lack of information.

The Challenge



- The FI did not have a central location for all maintenance contracts or an accurate equipment inventory
- Questions on maintenance-related issues could not be answered by the branch managers or corporate operations
- Maintenance costs were included in many budget line items which created an inability to know aggregate maintenance costs
- Some equipment items were included in two and three maintenance contracts (M/C)

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- Acquisition of eight branches in seven months added new equipment to the equation
- An additional merger was in the works



The Outcome



- Direct and measurable cost savings
 - **20%+ compared to M/C coverage**
 - **Eliminated \$11,000 in redundant service costs**
- Operating costs decreased
- Equipment inventoried by location
- Single source service dispatch
 - All equipment
 - All service providers



The Solution

- Assessed current service provider's
 - Technical capabilities
 - Geographical limitations
- Negotiated hourly labor and parts discounts
- Wrote two separate agreements for merging parties
- Once merger was completed
 - Single *Equips* agreement
 - Equipment was priced on a pro-rated basis



The Foundation

Equipment inventory management—especially adding and deleting equipment through acquisitions and mergers—is easily accomplished when using a central management platform that manages equipment maintenance. The E-LINK tool, exclusively provided to clients of *Equips*, is specifically designed to:

- Lower equipment maintenance costs
- Improve related efficiencies
- Identify and eliminate redundancies
- View real-time insight into equipment service events
- Detail historical data for maintenance performed

