

*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)

#### + PLUS +

- 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

