



# FINDING YOUR ASSET MAINTENANCE SOLUTION: SELECTION AND PRICING

Finding Your Financial Fit Without Overpaying





## Downtime. Asset lifecycle costs. Maintenance expenses. Shop productivity. Paperwork. Parts inventory. Warranty recovery.

These challenges undoubtedly look familiar. Whether you manage trucks, trailers, yards, warehouse assets or a retail service center, you are under constant pressure to reduce costs, boost productivity and increase your operation's bottom-line performance. And as you know all too well, outdated technology won't get you there.

As with the purchase of any piece of equipment, a new asset management and maintenance solution must deliver tangible improvements in operational efficiency, costs and uptime, as well as increased visibility and control. Bottom line, it needs to make your life a lot easier.

This guide is designed to help you choose a solution that will be a perfect fit for your business and budget. And, in an age of "connected" trucks and telematics platforms, it's vital to understand how your new software can help you do more not only with the assets you operate today but those you will be managing in the years to come.

### Affordable Technology in an Evolving Market

Powerful, modern asset management and maintenance software can give you greater cost control, streamline your operations and improve

resource utilization. Many solutions have similar features, but some might not offer the fast, easy installation, upgrades and configurability you really need. Be sure to look for elements that can directly benefit your company, employees and customers.

#### Key elements should include:

- Streamlined management of preventive maintenance and unexpected breakdowns and service calls
- Parts purchasing and inventory tracking
- Repair history
- Fuel and tire usage
- Technician scheduling and work hours
- Integration of external service providers, along with billing audits
- Overlooked warranty tracking and recovery
- Automating pre-trip inspections and resolutions
- Mobile tools for remote system access
- Measurable ROI with in-depth reporting and analytics

Your sales professional will help you explore the solutions and integrations available and evaluate your business requirements.



# Pricing Your Solution

There's no one-size-fits-all approach when it comes to pricing. Your costs will be determined by several factors, including the type of business you run, your choices of additional modules or software and your selection of modern cloud-based vs. conventional on-premise implementation.

Asset maintenance solutions are also available both for asset-based companies and service centers. Each has upfront and recurring costs. Each offers a range of capabilities and pricing options.

## Key Factors Effecting Price Include:

- Type of business
- Number of users
- Implementation needs
- Training requirements
- SaaS, Hosted or On-premises
- Necessary modules
- Ongoing support

# Determining Factors



## Service Centers

- How many users will you need?
- Are you an independent heavy-duty repair center?

### Do you:

- Own any equipment?
- Need invoicing capability?
- Have vehicle repair history tracking?
- Manage service contracts with your customers?
- Need to accept credit card payments?
- Want to offer an online portal for customers?
- Perform special work such as engine or transmission rebuilds?
- Provide 3rd-party repairs for other fleets?



## Asset-Based Companies

### Do you:

- Work on equipment for other people?
- Lease or own your assets?
- Require fleet-level business reporting?
- Outsource maintenance?
- Handle asset warranties? If so, do you have a warranty department?
- Treat your shop as a profit center?
- Operate a breakdown department?
- Manage fuel internally or purchase externally?
- Manage consignment inventory?



## What to Expect From Your Solution Provider

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Your ultimate goal in selecting an asset maintenance and management solution should be to get it right the first time so you can quickly start reaping the rewards of your investment. For this reason, you should expect your provider to have proven expertise not only in the transportation sector, but in skillfully matching available system features, functionality, scalability,

implementation options and, yes, costs, to each customer's unique requirements.

Whether replacing a legacy system or looking for your first solution, your provider should be ready, willing and able to work as part of your team to configure a solution that will help take your business where you want it to go.





# Get to Know Trimble Transportation

As the leading provider of transportation management, business intelligence and fleet maintenance solutions – [Trimble Transportation](#) maintains a laser focus on supporting transportation businesses like yours in the never-ending journey to accelerate growth while maximizing efficiency and bottom-line performance.

Our solutions are developed and supported by industry experts who understand the daily challenges you face inside and out. With thousands of customers worldwide, our base represents carriers of all sizes and includes more than 70% of the top 100 for-hire carriers and 30% of the top 30 US brokerage companies.

We can help make your job easier through highly flexible, configurable software and solutions that will adapt to and grow with your business. Picture a living ecosystem that will bring you the end-to-end visibility and control you need to make the right decisions, right now.

## About Trimble

Trimble is transforming the way the world works by delivering products and services that connect the physical and digital worlds. Core technologies in positioning, modeling, connectivity and data analytics enable customers to improve productivity, quality, safety and sustainability. From purpose-built products to enterprise lifecycle solutions, Trimble software, hardware and services are transforming industries such as agriculture, construction, geospatial and transportation and logistics. For more information about Trimble (NASDAQ:TRMB), visit: [www.trimble.com](http://www.trimble.com).





# Ready to get started?

Let's talk about the right fleet maintenance system fit for your business. Explore our low cost of entry, hosted, subscription-based maintenance tools and curated bundles.

**For more information,  
contact us:  
[transportation@trimble.com](mailto:transportation@trimble.com)  
or call us at 866-914-5299, option 2**

