



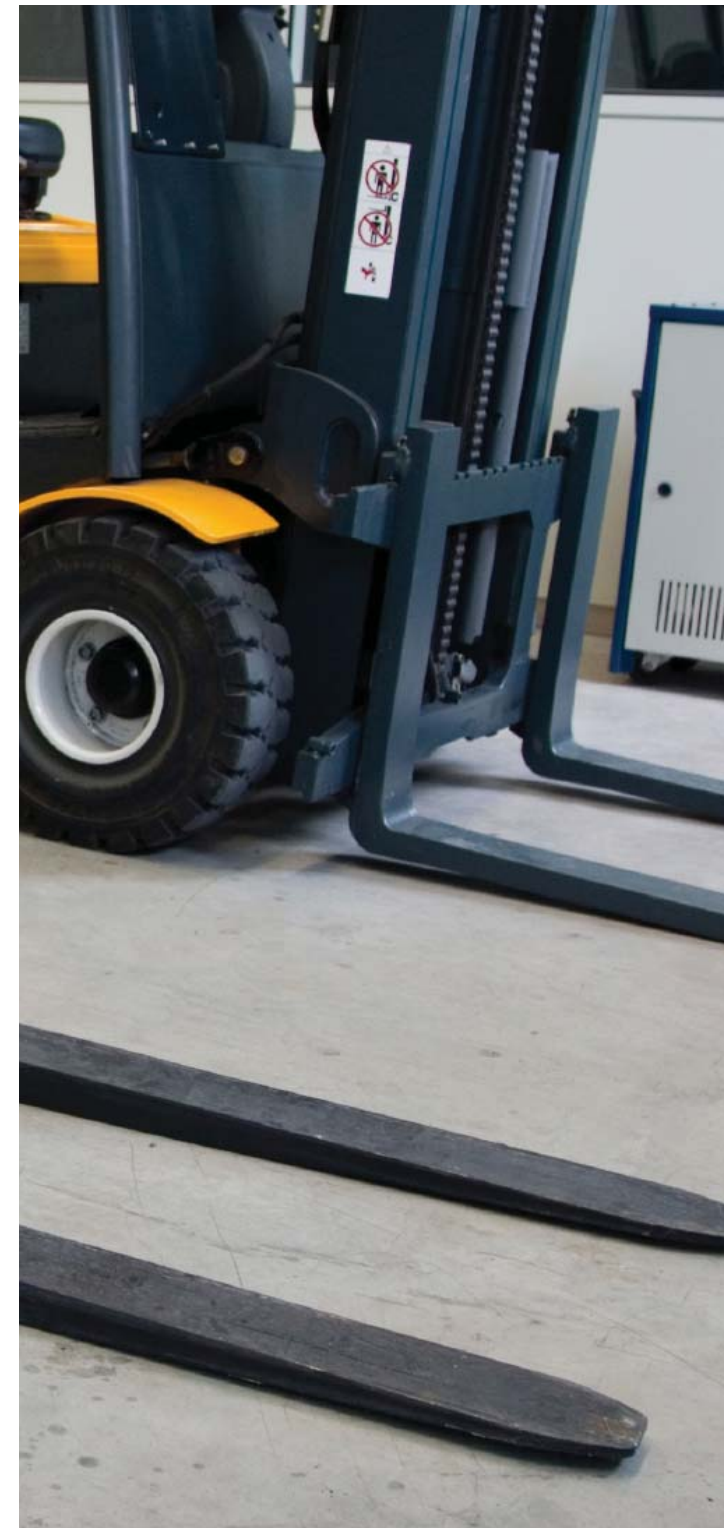
Equipment Distribution Solutions
Delivered by Tectura

TECTURA®

WE MAKE A DISTINCTIVE DIFFERENCE FOR EQUIPMENT DEALERS

In an industry where every minute counts and responsiveness is key to your success, Tectura brings industry experience and leading solutions that let you align your business more profitably with your customers and their needs. We have the expertise to understand your most pressing business and technology challenges along with the innovation to solve them. Benefit from our proven track record of focusing skill, experience and deep knowledge of the equipment distribution industry to achieve successful results. Gain access to the information you and your staff need to fulfill customer needs, optimize your business and ultimately, your profitability.

Whether it's improving the bottom line through enhanced visibility—visibility designed to allow you to gain control of costs—or forecasting future business opportunities, Tectura is your “go-to” partner. We have built relationships that last by putting clients first. We invest our expertise in our clients' immediate and enduring success. You can count on us to bring together the expertise, energy and resources it takes to make a distinctive difference for your business.



Tectura is the 'Go-To-Partner' for Equipment Dealers

HELP CUSTOMERS ACHIEVE HIGHER REVENUES THROUGH QUICKER RESPONSE TIMES AND RESPONSIVE SERVICE



In this day and age of instant information, a frequent challenge is how to keep up with customer requests to receive information faster than ever before. Tectura has the answer: an integrated business solution designed for equipment dealers that “connects” all aspects of YOUR business from equipment sales, rental and product support to customer relationship management—even self-service functionality that allows customer access to their account, and provides them the ability to manage their account online.

Multiple and disparate rental fleet management and reporting programs will become a thing of the past with our integrated rental solution that provides instant availability and utilization visibility. Gain new customers and maintain the profitable relationships you have with current customers by instantly: locating the right piece of equipment and appropriate attachment, tracking reservations and missed opportunities caused by lack of equipment or pricing, and forecasting future rental fleet requirements.

Leverage integrated information to better understand your overall service management needs. We have the answer that will help you increase customer satisfaction and reduce costs. From analyzing labor productivity, work in process, equipment service issues and product improvements across customers—to instantly re-assigning field service personnel based on priority circumstances and having instant visibility to customer and equipment history to effectively manage and grow the relationship—Tectura has the solution.

Discover the **CONNECTED** Difference
and **Unleash** Your Full Potential

GAIN NEW LEVELS OF VISIBILITY AND CONTROL

There are many factors that can inhibit visibility and control: difficulty obtaining real-time information and access to timely reports, multiple programs that run independently, lack of a fully integrated purchasing solution, cumbersome field service dispatch, difficulty tracking attachments in the rental fleet, and obstacles in linking your dealer business system with manufacturers. These are all key contributors.

We offer streamlined, integrated business solutions that can fit every aspect of your business providing extensive visibility, and instantly empowering employees through access to real-time information—information that is pertinent to their day to day responsibilities. Instead of time-consuming and cumbersome batch report generation of unfilled backorder status, imagine your parts manager receiving this information through instant drill down; or your service managers seeing open work in process when they log into the system each day, or your accounts receivable personnel seeing past due account information that drills down to the transaction level with a few mouse clicks.

From simplified time entry functions to advanced Human Resources solutions, the power of an integrated solution delivered by Tectura allows your employees to work more effectively, ultimately increasing productivity without increasing head count.





IMPROVE PROFITABILITY

Outdated technology can negatively affect employee productivity, business operations, and ultimately, your profitability.

Challenges that impede profit growth include limited or eroding operating profit and the amount of time that passes from sending an invoice to actual cash collection. Tectura can help you utilize technology to identify, track and gain control of costs and effectively manage operating profits. Shorten the time from invoice to cash collection by using technology to automate as much of the process as possible, reducing the human error factor. Simplify employee time collection with an easy approval and posting process. Seamlessly transfer equipment to/from new inventory, rental fleet, used equipment inventory, etc., while all associated General Ledger transactions are updated automatically.

Optimize your accounting process and enable your people to become more productive by taking advantage of powerful integrated systems. Batch reports and waiting for information are a thing of the past; important information is available instantly, in real time. Let us help you reduce carrying costs with better forecasting to keep whole goods inventory lean and reduce service operating costs with the ability to analyze all costs involved in all sales. The power of a technology-rich, integrated, industry-focused business solution will enable you to better predict and control your costs.

Key Benefits of a Equipment Distribution Solution Delivered By Tectura

BENEFITS

Increase Your Competitive Edge

- User-friendly quotation templates provide easy sale price calculation based on margin parameters set by management, allowing you to retain control of margins while creating a faster sales cycle.
- Rapidly and accurately calculate cost basis on any equipment in inventory (new, used, rental).
- Easy rental contract generation and management pulls information together instantly and puts it at your fingertips.
- Optimize equipment utilization by immediately knowing where equipment and attachments are, and when they are due back.
- Project future rental fleet utilization by tracking actual and lost rentals.

Adapt and Manage Customer Demand

- Real-time field service dispatch and technician management allows for a faster service response. It also provides easier planning and scheduling for management, and better tracking of field technicians.
- Automatically transmit and expedite emergency orders to vendor.

Improve Customer Satisfaction

- Quickly see the status of equipment requested; check whether you have it or where you can get it, and when it's available.
- You will know where all inventory is located - in real time.
- Give customers secured access to, and management of, their account.

Improve Productivity

- Drill down to transaction level from any location and instantly get the information you require to make an informed decision.
- Automatically split depreciation allocations for carriers and attachments in rental fleet.
- Automatically calculate equipment basis and RPO sales quotations.
- Automatically receive and match selected vendor invoices and statements.
- Centralized digital storage and disbursement of vendor invoices; utilize an electronic audit trail from receipt through payment.
- Extensive equipment history and equipment files contain multiple lives, giving you the ability to instantly review history from new until today in one database.
- Utilize full warehouse bar code integration.

Improve Decision Making

- Gain valuable business intelligence using instant reporting features that can help anticipate customer demands, predict trends and lay a foundation for predictive analysis.
- Your data is highly secure; only those with rights established by you have access.

TECTURA | YOUR BUSINESS. OUR INSIGHT.

Tectura is a worldwide provider of business consulting services delivering exceptional service and sustainable value through consulting, software and IT implementation. Our diverse clientele includes mid-sized companies and larger enterprises.

With team members in 20+ countries, Tectura applies its industry knowledge and best practices philosophy to provide Microsoft Dynamics® ERP, CRM and technology solutions throughout the Americas, EMEA, and Asia Pacific. A Microsoft Gold Certified Partner, we maximize our vast technology resources and deep Microsoft expertise to deliver increased efficiency, project acceleration and a competitive edge. Learn more at www.tectura.com.

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