



SAP[®] for Heavy Equipment Management

Build a Foundation for Growth

Today, heavy equipment dealers face challenges. Legacy systems can no longer be maintained. Lack of integrated business processes creates costly inefficiencies. Mobile technologies demand a faster time to market. To be competitive and profitable, you require a fully-integrated business management solution that can be easily deployed across your partner network. SAP and B4 Consulting deliver this solution with SAP for Heavy Equipment Management.

SAP for Heavy Equipment Management is a pre-configured SAP Business All-in-One solution. Rooted in real-world experience with hundreds of dealers around the world, the SAP solution integrates all of your business processes on a single platform, giving you complete business visibility to make fact-based decisions that increase your profit margins.

Expertly implemented by B4 Consulting via a full-scope project or phased approach, SAP for Heavy Equipment Management includes capabilities for:

- **Mobile Workforce:** GIS and GPS, mobile CRM, on- and off-line orders
- **Business Analytics:** KPIs with reports and dashboards for 360° insights
- **Manufacturer Interfaces:** integrate with OEMs for purchasing equipment, parts
- **Equipment Sales:** configure, quote, order, and sell new and used equipment
- **Rentals:** manage rentals and rent-to-buy, variable contracts
- **Service Management:** schedule and record onsite and field maintenance
- **Service Parts:** integrate forecasting, inventory, purchasing, and warehousing
- **Warranties:** automate claims, validate contracts, recover warranty expenses
- **Dealership Foundation:** control business functions – finance, fixed assets, regulations
- **Brand and Customer Management:** manage leads and sales campaigns



*we're all about your
equipment management*

Delivered on-premise, on-demand, or on-device, the SAP solution from B4 Consulting is continually optimized by the SAP partner ecosystem to help you:

- *Eliminate disparate systems and redundancies*
- *Expand your business reach with enterprise portals*
- *Develop new revenue streams*
- *Accelerate time to market*
- *Lower operational costs*
- *Maximize profitability*
- *Increase customer base*

The B4 Consulting team is comprised of SAP solution experts with equipment management experience.

We're ready to help you build a foundation for success today and growth for tomorrow with SAP.

Contact us at:

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