

Service contracts provide added revenue

Customers purchasing high-value assets expect one-stop service with minimal risk of costly repairs or downtime. Multi-level service contracts, therefore, are an easy add-on sale with high profits. The challenge is managing the sale and tracking the complex data. SM-Plus' warranty and service contract functions drastically simplify the process, providing opportunities for profits. Best-in-class companies report up to 33% profit margin per contract. (Source: Aberdeen Group).

