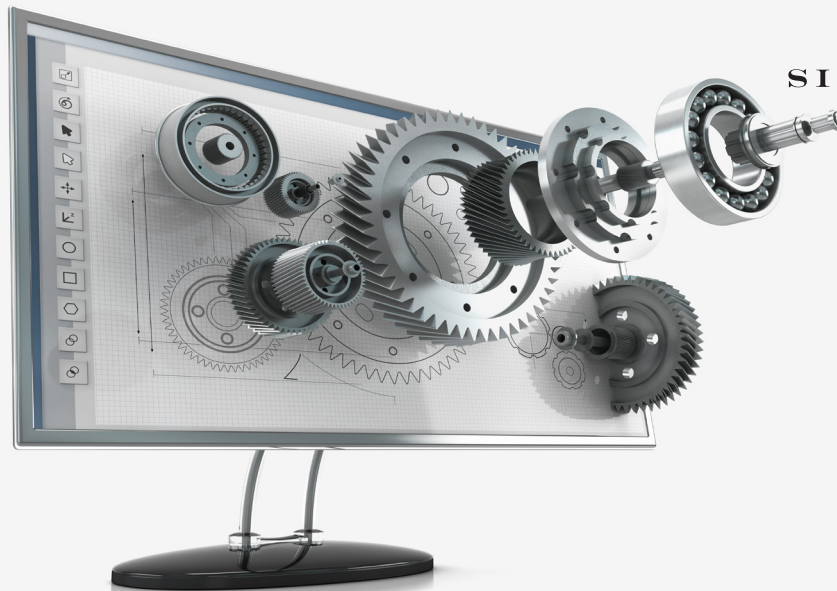




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Signifikant Aftermarket Business Platform

Delivering the right information across the value chain

Key Business Benefits

- Find spare parts, accessories and related documentation in a few clicks
- Modern design to meet and exceed your client's expectations
- Increase revenues by cross selling products
- Eliminate duplicate parts with the help of part storage
- Engage with customers and distributors through multichannel engagement
- Faster time to market - Reduced lead time through a modular design of after sales information
- Overcome the bottlenecks of incompatible file types and formats, redundancy
- Map product information to ensure higher sales through exposing replacements, kits, accessories, variants in the SKU

The aftermarket has become more complex and much more important for the success of the products profitability over its complete lifecycle. The need of Spare Parts fulfillment originates from a very complex scenario and mix of channel partners that are "authorized" or "independent", providing single-brand or multi-brand services.

With the increased competition seen in the services sector many customers select their service partner based upon value for money and technical quality which of course also includes the quality of the spare parts and the dedicated technical documentation.

The Signifikant Aftermarket Business Platform

Signifikant provides a pragmatic aftermarket business platform designed to overcome the complexity of aftermarket sales while strengthening your brand in the market. Efficiently manage more than just end products - monitor versioning and built goods and, in turn, preserve the value of customer investment.

The Signifikant Aftermarket Business Platform is an end-to-end aftermarket solution that helps companies seamlessly consolidate product information into a central repository and effectively present it through a user friendly interface.

It aims to be "the company" portal for anyone planning for their new Aftermarket Information portal. It can also be partly or fully integrated into the customer's existing solutions via the Signifikant Platform's flexible integration capabilities

The solution automates the entire process of aftermarket sales catalogue management right from creating a new catalogue to updating the catalogue information from a centralized environment to partners, dealers and customers through the web and/or workshops.



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Aftermarket Data Management

It is crucial for businesses to provide correct, high quality information of the products to the market. But unfortunately, product data is usually found in data silos. Signifikant's platform includes a PIM solution for the aftermarket, that helps companies seamlessly consolidate product information and effectively present it through a user friendly interface.

The Signifikant platform, which is used to store and distribute information, is an advanced Data Warehouse for handling all information that covers your products and it can be integrated with the source data from any PLM/ERP/CAD/DMS system and connected to any ERP/WEB shop and Ticketing systems for more transactional integration.

This data warehouse enables collaborative teamwork in a distributed organization and it provides a unified structure of all information and allows for real time updates of non-structure information, as pricing availability, and other type of parts related information.



Key Features



Single Source of Information

Effectively manage product data, documentation, digital assets—all available in a central repository



Manage Data Groups

Efficiently handle both initial data loading from legacy solutions as well as continuous maintenance of the aftermarket information



Validation Engine

Improve team productivity and aid data governance through robust validation flows. Data profiling is performed and source product data is mapped into the PIM data structure.

Flexibility

Parts specifications are easily configured according to your needs, as is the style of the user interface. Functional modules, e.g. ordering or customer management, can easily be replaced by customer specific functions, in case of unique or special needs.

Process support

Signifikant provides a strong process support where information may be integrated with multiple sources as ERP, PLM and ecommerce. Manual Excel-based imports are also supported. Several processes may be used at the same time to support heterogeneous environments.

"This application is a good tool when it comes to managing the aftermarket information. Signifikant platform has comprehensive functionality and will support Ålö as we expand."

Anders Mill, Ålö AB, Support Engineer



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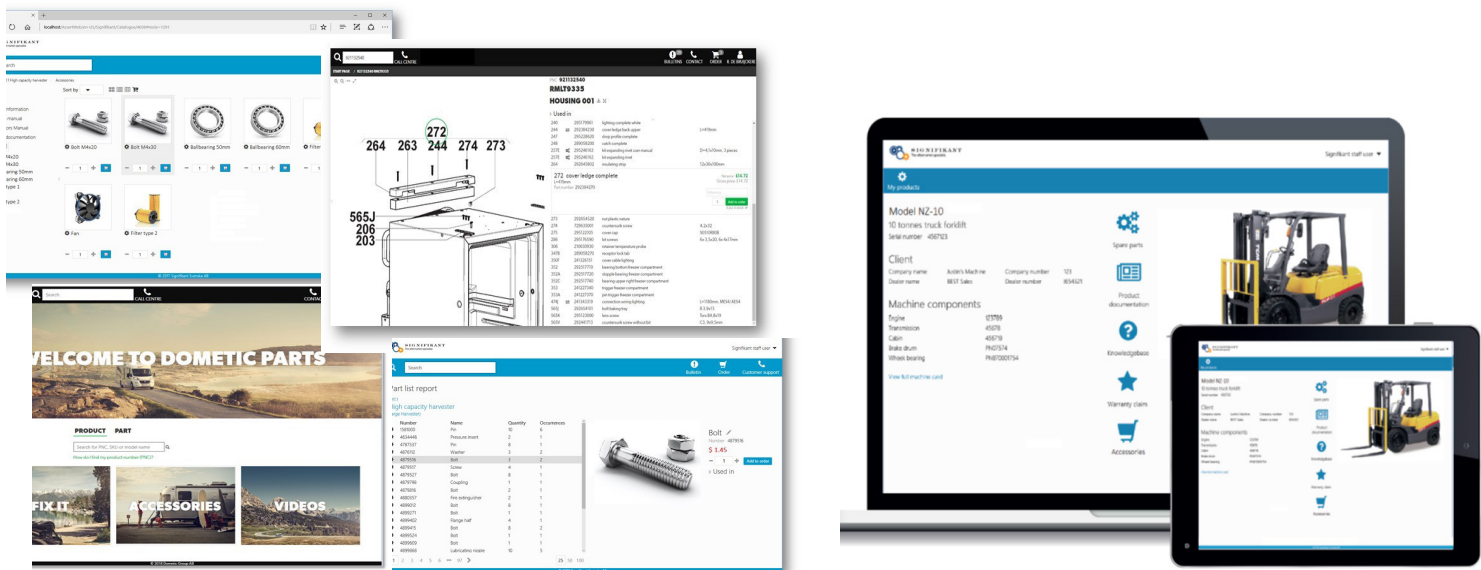
Spare Parts Support for e-commerce

E-commerce and other disruptive technologies are transforming the traditional B2B business model from a product focused approach towards a consumer experience based approach. Signifikant's integrated solution can empower organizations to effectively use "good data" to sell more and service better through a user friendly UX based webshop.

The platform has advanced features for Spare Parts sale and can be used as a standalone system or integrated with the company ERP. As an add-on to traditional eCommerce solutions for products, Signifikant provides specific support for replacement/replacement chains of spare parts and the creation of service kits, normally offered to service organisa-

-tions and other functionality special to the sale of spare parts .

The Signifikant Web Shop is a web-shop especially designed to sell spare parts, components and services related to the needs of the Aftermarket. The offers can be: Spare parts, Tools, Accessories, Merchandise, Consumables, Services, Insurance, Documentation, amongst others



"The platform has created "Signifikant" value and efficiency for Dometic, and will surely continue to do so going forward. Together with Signifikant we managed to successfully implement the new E-com website across EMEA in a record time and without major issues"

Toon Snoeren, Dometic, Head of Parts & Services EMEA

Key Features



Offline and Online Catalogues

View product catalogue and service information through web applications or while disconnected

Multi channel, market selling

Increase customer loyalty and employee productivity with up to date localized information through various channels. Limit access to information with user roles.



Personalization

Further customer engagement and loyalty by displaying customer relevant data based on user definition . Allow customers to easily reorder based on order history .

ERP Integration

Windows based solution that enables integration with existing ERP systems and ensure latest product, price, availability and dispatch information is available

Super-easy to find your part

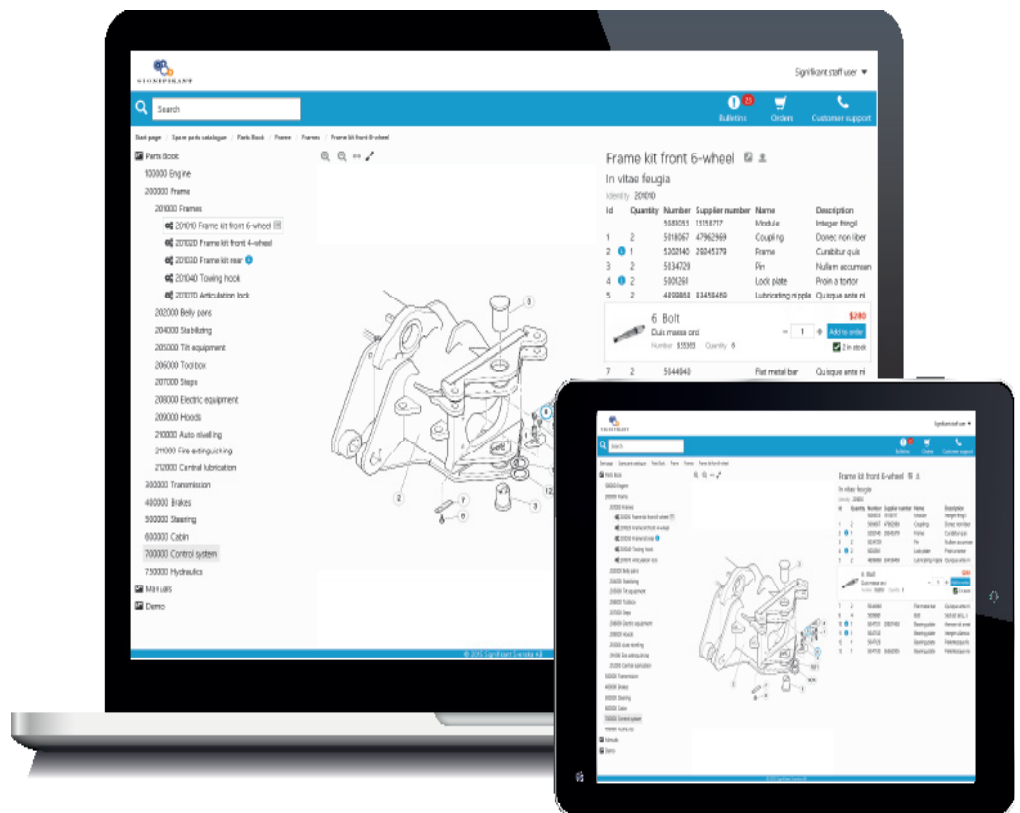
Search your parts and information based on graphical navigation, traditional product structure navigation, product serial number or search. Find your part in only a few clicks!

Modern Design

Design is modern flat design with multiple options to present your parts in an attractive and intuitive manner meeting the expectations of today's users. Add images to your parts. Navigate using pictures. Make it easy for your customers to purchase.



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ABOUT SIGNIFIKANT

Signifikant (www.signifikant.se), is a Swedish independent software and consultancy company specialized in solutions for the Aftermarket and the support for the manufacturing industry with solutions for Product and Services information (PIM). Backed by industry expertise and process know-how, our aim is to be the preferred solution and service provider in the aftermarket sector for the manufacturing industry.

With our flagship solution, the Signifikant Information platform, a state-of-the-art commerce platform with features and functions endorsed by worldwide leading companies, we enable companies to get rid of messy data while improving aftermarket business.

- Usability and design. The most easy to use and well designed web viewer, with powerful and fast search functionality.
- Very strong process support. Good process support is the foundation of information quality. The right part to the right machine.

Signifikant Aftersales PIM platform has successfully been implemented at Atlas Copco Tools, Komatsu Forrest, Dometic, Evacs, NVR, Trapaze Group, Voltas, Baoli and many others.

Visit www.signifikant.se for more information and/or to schedule a free demo.
You can also get in touch with us at info@signifikant.se / +46 8 735 58 90.