

Industry Battlecards

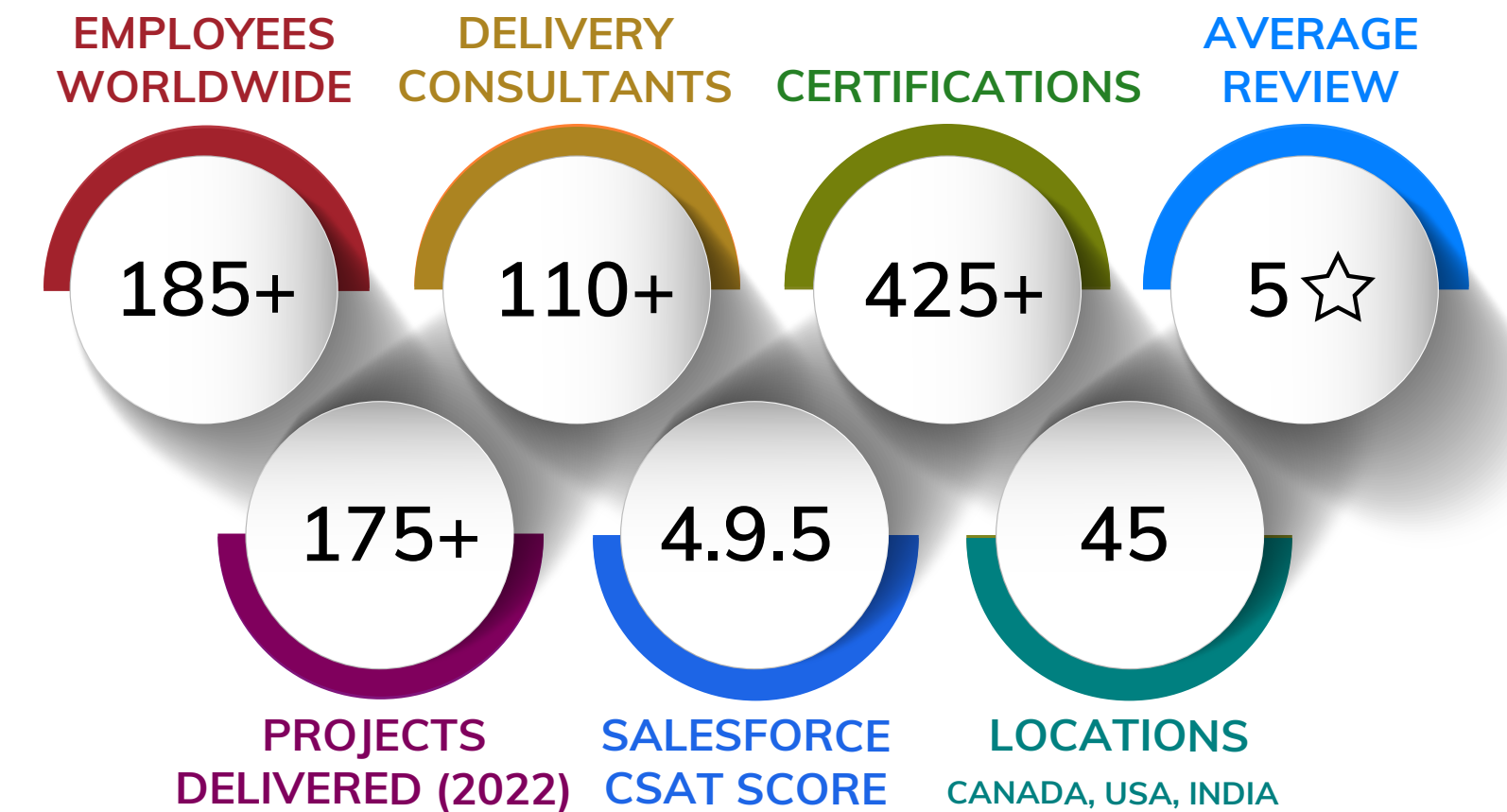


Oil and Gas | Utilities | Telecommunication | Manufacturing | High Tech, Software, and IT | Home and Business Services | Healthcare and Life Sciences

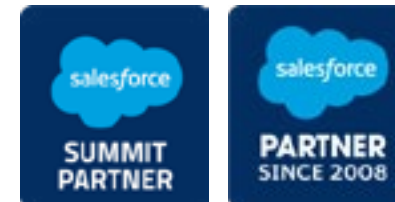
ABOUT

Experts in service, field service management and revenue solutions

- A North American solution integrator with 20+ years experience in ClickSoftware and Salesforce
- Dedicated to customer success and providing the best tools for the job
- Deep technical and integration expertise technical expertise
- Experience from numerous successful implementations driving value for our clients



PARTNERS



INTEGRATIONS



Oil and Gas

End-to-end solutions that improve your operations and ROI.



INDUSTRY POINT OF VIEW

We specialize in streamlining Oil & Gas field operations on the Salesforce Field Service platforms to help re-imagine service excellence to meet the changing demands in the field.

Today Oil & Gas companies are more willing to do things focused on costs takeout that drive further efficiency, and we see these organizations staying the course on their longer term digital transformation. Diabsolut has both a proven track record of delivering fast ROI within the O&G industry, and the ability to support the sales cycle with customer references and success stories.

USE CASES

Midstream – Maintenance and Operations

Offshore – Maintenance and Operations

Onshore – Maintenance and Operations

- Pigging
- Measurement
- Inspection

Rental Equipment Management Transportation

- Water Hauling
- Sand
- Chemical
- Oil

Construction

- Infrastructure
- Optimization and Connectivity
- Network and Inventory Management

ASSETS



TOOL
FIELD SERVICE OPERATIONS REVIEW



SUCCESS STORY
GAZ METRO PLUS



TOOL
CLICK 8.3 TO SFS
MIGRATION FIT ANALYSIS



APP
MATERIAL TRANSPORT

CUSTOMERS

cenovus
ENERGY

CENTURI

CHESAPEAKE
ENERGY

EXTERRAN

MarathonOil

Western Midstream
Partners, LP

Utilities

End-to-end solutions that maximize resource productivity.



INDUSTRY POINT OF VIEW

We specialize in streamlining Utilities field operations on the Salesforce Field Service platform to help re-imagine service excellence to meet the changing demands in the field.

Today Utility companies are compelled to do things focused on assets while consolidating and integrating new innovative technologies. We see customer experience that drives retention and enablement, automation for regulatory compliance, technician safety, and remote assistance at the forefront of priorities. Our Utilities customers are staying the course on their longer-term digital transformation. Diabsolut has both a proven track record of demonstrating fast ROI and the ability to support complex sales cycles with customer references, success stories and an industry best SME enablement team.

USE CASES

Construction

- Optimization and Connectivity
- Emergency/Repair
- New Infrastructure
- Infrastructure Modernization
- Surveying/Auditing
- Parts and Material Tracking
- Capital Project Monitoring

Distribution

- Maintenance
- Connect/Disconnect/New Customer
- Meter Installs/Changes/Removals
- Locates
- Emergency Repairs
- Damage
- Inspection (Corrosion, Anode, Paint)

Lead Survey

- Lead Survey
- Measurement

Transmission

- Tree Trim/Vegetation Management
- High Load Moves
- Emergency Repairs
- Long Duration Jobs

Streetlight

- Pole Inspection
- New Connect | Maintenance | Repair

Substation

- Construction | Infrastructure
- Maintenance

ASSETS

 **TOOL**
FIELD SERVICE OPERATIONS REVIEW

 **TOOL**
CLICK 8.3 TO SFS
MIGRATION FIT ANALYSIS

 **BROCHURE**
ROLLING WAREHOUSE™ SOLUTION

 **SUCCESS STORY**
GAZ METRO PLUS

 **SUCCESS STORY**
LARGE CANADIAN ELECTRIC UTILITY

 **BROCHURE**
PSA AND TIME-OF-DAY SCHEDULING

CUSTOMERS



























Telecommunications

End-to-end solutions that improve operational visibility and control.



INDUSTRY POINT OF VIEW

We specialize in streamlining Telecommunications field operations on the Salesforce Field Service platform to help re-imagine service excellence, meeting changing demands in the field.

Today Telco companies are compelled to do things focused on customer experience that drives retention. We see efficiency to reduce cost, speed of execution, automation & safety at the forefront of priorities. Our Telco customers are staying the course on their longer-term digital transformation. Diabsolut has both a proven track record of demonstrating fast ROI and the ability to support complex sales cycles with customer references, success stories and an industry best SME enablement team.

USE CASES

Packages and Bundling

- Equipment and Services

New Equipment Installation

Site and Equipment/Asset Management

- Maintenance and Operations
- Measurement

- Inspection
- Repair

Security Systems/Smart Home

Service Delivery

- Identify the Best Tech
- Provide Service
- Capture Pictures/Scan Barcodes
- Service Reports/Digital Signatures

- Dispatcher and Tech Collaboration
- Safety Alarms for Techs
- Asset and Inventory Management

Feedback (CSAT)

- Customer Survey

Construction

- Emergency/Repair
- New Infrastructure

- Infrastructure Modernization
- Surveying/Auditing
- Parts and Material Tracking
- Capital Project Monitoring

Sales

- CPQ (Configure Price Quote)
- Pricebooks
- Quotes
- Contract/Warranty Management

ASSETS



CUSTOMERS



Manufacturing

End-to-end solutions that deliver Industry 4.0 operational efficiency.



INDUSTRY POINT OF VIEW

We specialize in streamlining Manufacturing operations with Salesforce Manufacturing Cloud and Salesforce CPQ (Configure, Price, Quote) to help increase efficiencies and visibility in manufacturing operations from production and procurement to leadership and engineering.

The Manufacturing industry is known to be behind in the adaptation of technology into its' operations and is currently navigating supply chain issues, rising material costs, and labor shortages. Connecting manufacturing teams and departments with the use of cloud-based technology is a must to obtain sustainable improvements and provide the ability to accurately forecast labor and material requirements.

The Diabsolut team has deep industry knowledge and a proven history of supporting digital transformations within the Manufacturing industry while creating effectively designed processes based on our client's unique business needs.

USE CASES

Asset and Equipment – Maintenance and Operations

- Preventative Maintenance
- Smart Manufacturing/IoT
- Emergency/Repair
- Inventory Tracking
- Production Optimization and Connectivity

Installation

- Multi-Day
- Same Day

Forecasting and Planning

- Labor and Materials
- Supply Chain Management

Order and Inventory

- Management and Tracking

Material Cost Estimation

Create and Manage Quotes

Automated Replenishment

Guided Selling

True Configurations and Sales

ASSETS

 **TOOL**
CLICK 8.3 TO SFS
MIGRATION FIT ANALYSIS

 **TOOL**
FIELD SERVICE OPERATIONS REVIEW

 **BROCHURE**
ROLLING WAREHOUSE™ SOLUTION

 **SUCCESS STORY**
WROUGHT WASHERS MFG. INC.

 **SUCCESS STORY**
INDEPENDENT CAN COMPANY (ICC)

 **SUCCESS STORY**
SANI-MATIC INC.

CUSTOMERS

 **EAI** | EASY
AUTOMATION
INC.

 **Independent**
Can Company

 **QAD**

 **Lam**
RESEARCH

 **STEGO**
INDUSTRIES, LLC

 **LITHOTYPE**

 **NATIONAL ASSOCIATION OF**
Manufacturers

 **SANI-MATIC**

 **Wrought Washer**
Manufacturing

High Tech, Software, and IT

End-to-end solutions for a competitive edge.



INDUSTRY POINT OF VIEW

We specialize in streamlining High Technology field operations on the Salesforce Field Service platform to help re-imagine service excellence, meeting changing demands in the field.

Today High Tech companies are compelled to do things focused on assets, innovation, and customer experience that drives retention. Speed, flexibility and agility are crucial elements to the success of our High Tech customers. They are staying the course on their longer-term digital transformation. Diabsolut has both a proven track record of demonstrating fast ROI and the ability to support complex sales cycles with customer references, success stories and an industry best SME enablement team.

USE CASES

Bundling of Products and Services

Installation – Same Day

Installation – Multi-Day

Asset/Product/Equipment Management

- Maintenance and Operations
- Emergency Maintenance
- Preventative Maintenance
- Repair/Troubleshooting

Parts Tracking

Complex Configurations and Sales

- CPQ (Configure Price Quote)
- Pricebooks
- Quotes
- Contract/Warranty Management

ASSETS

 **TOOL**
FIELD SERVICE OPERATIONS REVIEW

 **TOOL**
CLICK 8.3 TO SFS
MIGRATION FIT ANALYSIS

 **BROCHURE**
ROLLING WAREHOUSE™ SOLUTION

 **SUCCESS STORY**
EUROPEAN VOIP COMPANY

 **SUCCESS STORY**
QUEST

 **SUCCESS STORY**
SUREPREP

CUSTOMERS

 **CLEARWATER**
TECHNOLOGY SOLUTIONS FOR THE FUTURE

 **COREOBTS**

 **DIALEXA**

 **ekos**

 **EQUISOLV**

 **generix group**

 **GlobalLogic**

 **NET**

 **KINSMEN GROUP**

 **LITIFY**

 **MORROW SODALI**

 **INSTRUMENTAL**

 **QAD**

 **Quest**
Public Sector

 **Qumu**
Making Video Smarter

 **solved**
Reimagine the Service Company

 **SurePrep**

 **sonicfoundry**
media solutions

 **TD SYNnex**

 **TMA SYSTEMS**

 **UNISYS**

 **VASS**

Home and Business Services

End-to-end solutions that improve operational visibility and control.

INDUSTRY POINT OF VIEW

We specialize in streamlining Home and Business Services field operations on the Salesforce Field Service platform to help re-imagine service excellence, meeting changing demands in the field.

Today Home and Business Services companies are compelled to do things focused on customer experience that drives retention. We see efficiency to reduce cost, speed of execution, automation & safety at the forefront of priorities. Our Home and Business Services customers are staying the course on their longer-term digital transformation. Diabsolut has both a proven track record of demonstrating fast ROI and the ability to support complex sales cycles with customer references, success stories and an industry best SME enablement team.

USE CASES

Emergency/Repair

Installation/Services

Maintenance

Contract Entitlement

Hazard Identification

Parts and Inventory

Quoting and Scoping

Customer Enablement

Digital Engagement/Mobile: Create Service Appointment

ASSETS

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FIELD SERVICE OPERATIONS REVIEW

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MIGRATION FIT ANALYSIS

 **BROCHURE**
ROLLING WAREHOUSE™ SOLUTION

 **SUCCESS STORY**
GAZ METRO

 **SUCCESS STORY**
GEISINGER

 **BROCHURE**
PSA AND TIME-OF-DAY SCHEDULING

CUSTOMERS

DRATA

ENVIRONMENTAL
RESTORATION

GazMétroPLUS
SERVICE AND MAINTENANCE

Geisinger

GREYSTAR™

INTER-CON
SECURITY

ONYX-FIRE
PROTECTION SERVICES INC.

PRIZELOGIC

RESERVE
ADVISORS
Long term thinking. Everyday commitment.

Shepard

THE
FDA
GROUP

Δ.vivint

TENZING

EUROTECH
SAFETY INC.

OPUS
THE OPUS GROUP

UL Underwriters
Laboratories

Healthcare and Life Sciences

End-to-end solutions that improve operational visibility and control.



INDUSTRY POINT OF VIEW

We specialize in streamlining Healthcare with their field operations on the Salesforce Field Service platform to help re-imagine service excellence, meeting changing demands in the field.

Today Healthcare providers, especially with home care services are compelled to do things focused on customer experience that drives retention. We see efficiency to reduce cost, speed of execution, mobile capability & safety at the forefront of priorities. Our Healthcare customers are staying the course on their longer-term digital transformation. Diabsolut has both a proven track record of demonstrating fast ROI and the ability to support complex sales cycles with customer references, success stories and an industry best SME enablement team.

USE CASES

Assessment and Care Plans

Acquisition of New Patients or Customers

Quoting/Scoping

Home Healthcare Visits

- Hazard Identification
- Provider Support

- Customer Enablement/Notifications/Mobile

Patient or Customer Portal and Digital Engagement

- Online/Mobile – Appointment Creation

Biomedical Equipment/Devices; Healthcare Facilities

- Installation

- Routine/Preventative Maintenance
- Break/Fix
- Emergency Repair/Service
- Parts/Inventory
- Hazard Identification
- Contract Entitlement
- Contractor Portals/Management

ASSETS



CUSTOMERS



Oil and Gas
Utilities

Telecommunication
High Tech, Software, and IT
Home and Business Services
Healthcare and Life Sciences

Manufacturing

Drew Tramel

Senior Director, Sales

- 1.877.341.3227 x 557
- 847.630.0220
- dtramel@diabsolut.com
- diabsolut.com



Matt McCallum

Vice-President, Sales

- 438.300.7988
- 514.793.6368
- mmccallum@diabsolut.com
- diabsolut.com



Sebastien Rodrigue

Account Executive

- 514.461.3314 ext 1106
- 514.502.4488
- srodrigue@diabsolut.com
- diabsolut.com



Johnny Evangelista

Account Executive

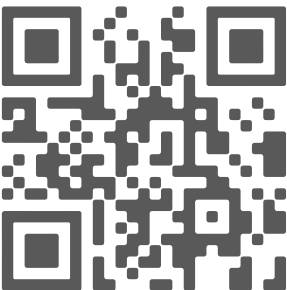
- 514.979.6282
- jevangelista@diabsolut.com
- diabsolut.com



Nick Van Haeften

Strategic Account Executive

- 438.300.7778
- 514.952.6375
- nvanhaefte@diabsolut.com
- diabsolut.com



Automotive

Education
Non-profit