



Internet of Things (IoT) Business Transformation Checklist

STEP 1: COMPLETE THE FOLLOWING QUESTIONS.

- Are your service department expenses higher than you'd like? **Yes/No**
- Would you like to free up service staff time for other projects? **Yes/No**
- Do you find it hard to find and retain good service technicians? **Yes/No**
- Would you like to reduce parts inventory to free up cash in the business? **Yes/No**
- Would you like to streamline your operations and 'work smarter not harder'? **Yes/No**
- Would you like to find ways to differentiate your products or services from your competition? **Yes/No**
- Would you like to find new ways to increase customer loyalty? **Yes/No**
- Would you like to generate new lines of revenue for your business? **Yes/No**

STEP 2: TALLY YOUR SCORES

_____ Number of Yes Answers

_____ Number of No Answers

STEP 3: SCHEDULE AN APPOINTMENT

Call Ectobox at 412-923-3002 or email XXXXXXXXXXXX@ectobox.com to schedule an appointment to review your answers. (Each company is different, but generally, **if you answered "yes" to one or more questions** on the checklist, your company would benefit from the Ectobox IOT Business Transformation Plan.)

After your appointment, Ectobox will walk you through the options that would most benefit your company. Then, Ectobox will work with you to implement IoT and integrate your systems to refresh your business. With your IoT Business Transformation Plan, you will start seeing lower costs, happier customers, and more energy and resources for your company.