

Decisiv Showcases Revenue Potential for Service Providers and Fleets

New calculators quantify increased revenue opportunities from using Decisiv SRM to increase control and efficiency across the asset service management process

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Decisiv, Inc., the industry leader in Service Relationship Management (SRM) solutions, announced today new tools for service providers and fleets to accurately calculate the revenue potential from streamlining maintenance operations and improving control over commercial vehicle service processes.

“Top service providers are driving higher revenue by 25% to 49% and top fleets are realizing a 3.36 average reduction in days out of service by using the Decisiv SRM platform,” said Mark Wasilko, VP Marketing at Decisiv. “That value can now be easily quantified by using the new Decisiv Revenue Calculators.

“The value calculators are designed to enable both fleets and service providers to determine the additional revenue they can achieve by using the SRM platform to more effectively control every aspect of the asset service management process,” Wasilko added.

The [Service Provider Revenue Calculator](#) provides an indication of the additional number of cases your shop can handle monthly and the corresponding increases in labor and parts sales, as well as the annual total rise in parts and labor revenue. The revenue opportunity calculation is easily enabled by inputting data on the current number of service events and parts and labor sales.

The [Decisiv Revenue Calculator for Fleets](#) enables you to calculate the increased revenue opportunity per truck and annually based on the average number of fewer days required for service events. The calculator can be customized by inputting the number of trucks in your fleet, the number of multi-day service events per truck each year, and the average revenue your company generates daily from each truck.

Decisiv also publishes a running [Fleet Value Counter](#) that tracks the YTD revenue being delivered to fleets. To date in 2023, the SRM platform has accounted for more than \$4.2 billion in revenue value.

Decisiv SRM elevates control over the entire service management process by improving communication and collaboration during service events. The most widely adopted service management platform in the industry, deployed across service networks such as Volvo/Mack ASIST, PACCAR Solutions Service Management (PSSM), Hino Edge Case Management, and Isuzu Connect, is also integrated with the DTNA Uptime Pro, Cummins Guidanz, and other solutions. To date more than 26 million service events have been managed on the SRM platform.

PRESS RELEASE

About Decisiv, Inc.

Virginia-based Decisiv is the provider of the largest asset service management ecosystem for the commercial vehicle industry in North America, delivering intelligent asset service management for improved utilization, performance, security, and compliance. The Decisiv Service Relationship Management (SRM) platform is the foundation for over 5,000 service locations and over 74,000 fleets across North America that manage more than 4 million service and repair events for commercial vehicles annually. The Decisiv SRM Ecosystem acts as the system of orchestration that uniquely connects dealers, service providers, OEMs, component manufacturers, and fleets by delivering critical in-context, actionable data at the point of service. This unrivaled level of data connectivity and collaboration drives more intelligent, effective service and enables asset owners and managers to proactively plan and manage maintenance across the entire lifecycle of every asset.

For more information, visit www.decisiv.com.

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