

# From fragmented equipment supply chains **to end-to-end visibility**

Unlocking operational  
excellence **with A365**





From towering cranes to powerful mining machines, the **equipment** sector drives critical operations. But behind every excavator, forklift, or harvester is a **supply chain** that can **power success** or cause **costly disruptions**.

For **importers, distributors, retailers, dealers, and service**

**centers**, keeping the supply chain running is a daily challenge.

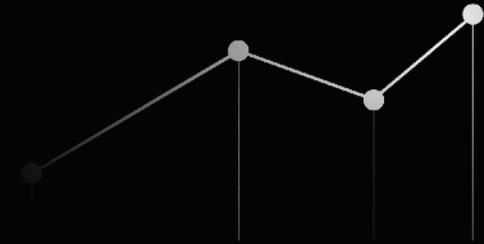
With equipment downtime, compliance hurdles, demand fluctuations, and inefficiencies, the stakes get even higher.

Simply put—getting the supply chain right is mission-critical.

## THE CHALLENGE

**3X** LONGER  
LEAD TIMES

2022



The wait for critical machinery and components has nearly tripled since pre-pandemic days. Equipment manufacturers saw average lead times surge from 2.4 months in 2019 to nearly 7 months in 2022, according to the **Association of Equipment Manufacturers**.



# The supply chain challenges by business type

Different players in the equipment industry face unique supply chain challenges. Here's a breakdown >

## Importers

- ┆ Managing global logistics, customs regulations, and supplier coordination.
- ┆ Unpredictable lead times due to international shipping delays.
- ┆ Foreign exchange fluctuations affecting equipment costs and profitability.
- ┆ Balancing import volumes to avoid overstocking or stockouts.

## Distributors

- ┆ Coordinating deliveries across multiple regions while minimizing transportation costs.
- ┆ Ensuring optimal stock levels to meet dealer and retailer demands.
- ┆ Managing warranties, service agreements, and returns efficiently.
- ┆ Handling relationships with multiple OEMs and balancing competing priorities.

## Retailers & Dealers

- ┆ Ensuring real-time inventory visibility to meet customer demand.
- ┆ Handling fluctuating demand for different models and parts.
- ┆ Managing financing and leasing options for customers
- ┆ Coordinating with suppliers to avoid delays in equipment deliveries.

## Service Centers

- ┆ Keeping a steady supply of parts for repairs and maintenance.
- ┆ Ensuring accurate warranty tracking and compliance with OEM service guidelines.
- ┆ Managing technician schedules and service requests efficiently.
- ┆ Tracking equipment performance and recommending proactive maintenance.

## Rental & Leasing Companies

- ┆ Managing high equipment utilization while balancing maintenance and downtime.
- ┆ Tracking rental periods and ensuring timely returns or extensions.
- ┆ Maintaining equipment quality and readiness through regular servicing.
- ┆ Handling financing, insurance, and depreciation costs effectively.

## Fleet Operators

- ┆ Ensuring efficient route planning and fuel cost optimization.
- ┆ Managing large-scale maintenance schedules to prevent unexpected breakdowns.
- ┆ Tracking fleet performance with real-time telematics and analytics.
- ┆ Coordinating vehicle procurement and disposal while managing total cost of ownership.

# The hidden costs of a weak supply chain

Have you ever had a machine sit idle because a critical part wasn't available? Have you struggled to balance inventory levels across multiple locations? These challenges aren't just inconveniences; they have real **consequences**.



Lost sales & customer frustration



Skyrocketing costs



Operational inefficiencies



Compliance risks



Delayed projects



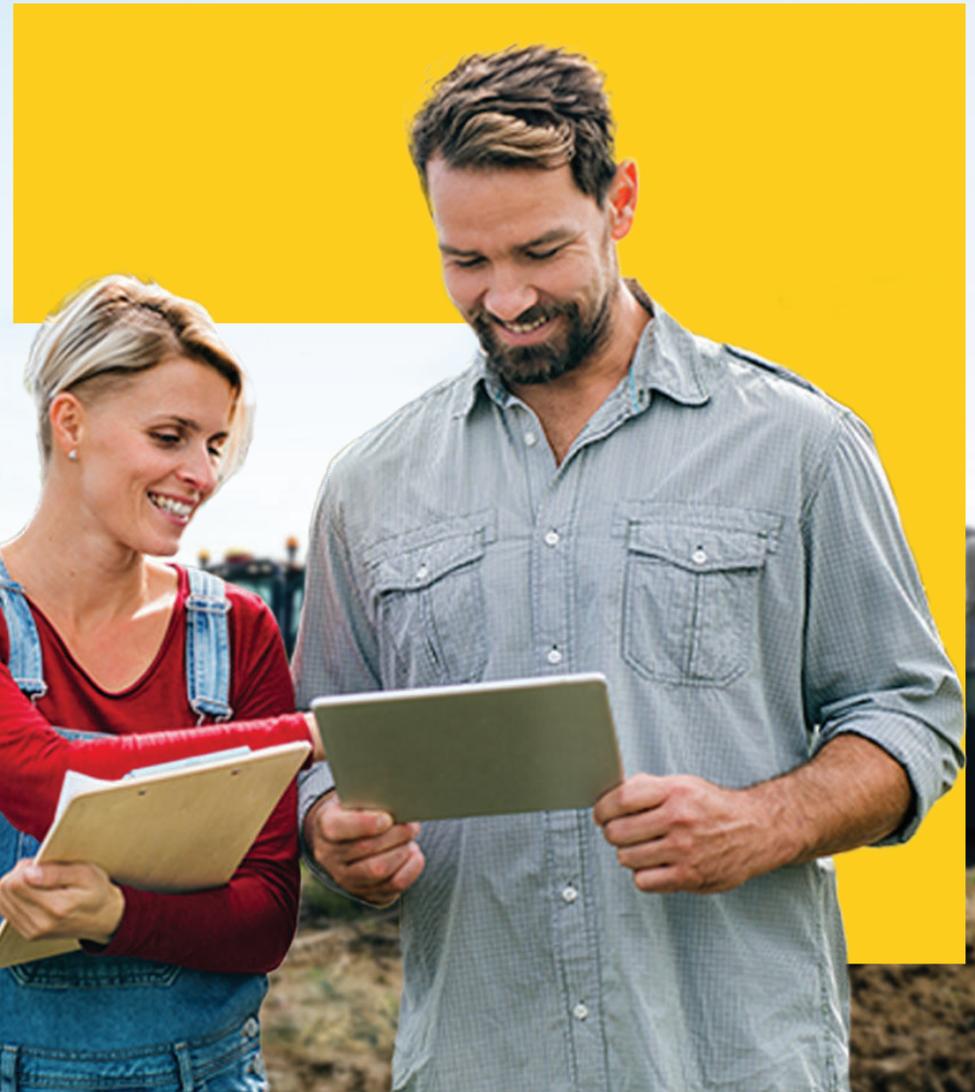
Lack of real-time insights

If these sound familiar, you're not alone. But the good news? **There's a better way** ▼

# How A365 solves your supply chain challenges

**A365**, built on **Microsoft Dynamics 365, Azure, Copilot, Power Platform**, and **Dataverse**, is an end-to-end, **cloud-based** solution designed to streamline supply chain operations for equipment businesses in forestry, construction, mining, and agriculture.

Whether you're managing equipment sales, servicing, rentals, or distribution, A365 ensures seamless operations with powerful Enterprise Resource Planning (**ERP**), Customer Relationship Management (**CRM**), Dealer Management System (**DMS**), and Dealer Distribution Systems (**DDS**) capabilities.



Here's how A365  
transforms the supply chain  
for equipment businesses ➤



End-to-end visibility  
across the supply chain



Smarter inventory  
management



Faster order fulfillment  
& customer service



Dealer & distributor  
collaboration made easy



Cost reduction  
& increased ROI



Compliance &  
warranty management  
made simple



AI-driven  
demand forecasting



Enhanced rental and  
lease management



Streamlined service &  
maintenance operations



Scalability and  
future-proofing



# Power your possibilities with full digitalization

**Ready to scrap those legacy systems and say hello to a solution in the cloud that never grows old?**

At Annata, we bring modern business applications to the automotive, trucks & buses, and equipment industries to help businesses meet current challenges and take advantage of new opportunities in the market.

Discover how A365 can help your business stay agile, compliant, and ahead of the competition.

**Connect with us at [marketing@annata.net](mailto:marketing@annata.net)**



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