



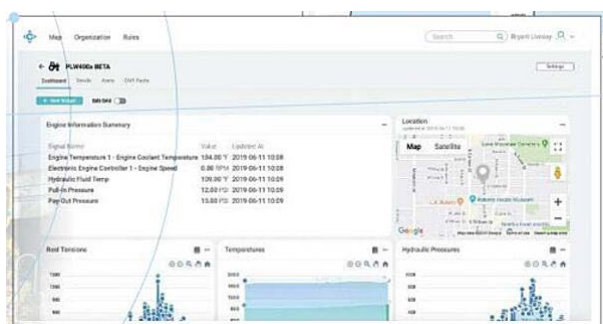
Mobile Systems Integration

See how Cross Company is helping our customers respond to the COVID-19 pandemic

Capitalize on Replacement Part Sales using IoT



As a mobile equipment manufacturer, you are aware that there are significant opportunities for revenue in selling replacement parts for your machines. However, chances are that much of this income is lost to aftermarket parts manufacturers. Why is that? In theory, OEM parts are ideal for the equipment and will result in optimal performance.



In many cases, it is simply a matter of convenience. If the equipment owner can more easily go online and order parts, they may not think of coming directly to you when they are focused on getting the machine back up and running. End users also may not know what part is in need of replacement leading to delays in repair. The best way for you to prevent the loss of this revenue is to make it as simple as possible to

get the parts that they need when they need them. Keep reading to learn how Cross IoT powered by Elevāt can help.



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