



INDUSTRY:

Automotive

GEOGRAPHIC REACH:

Europe

FOCUS PRODUCT/SERVICE:

Powertrain Field Services –

- Alignment
- Condition Monitoring
- Vibration Analysis
- Torque Measurement

CUSTOMER SEGMENTS:

Marine, Steel & Paper

TIMELINES:

3 to 4 weeks

PROJECT OBJECTIVE:

Understanding the current competitive landscape for powertrain field services in Europe, with focus on price structures and levels for high-tech field services such as alignment, condition monitoring, trouble-shooting and inspection of industrial powertrains

KEY QUESTIONS ANSWERED:

- What are the key powertrain field services offered by the companies? What is the pricing structure/model followed by the firms?
- What is the criteria for estimating the price – labour hours, travel requirement or any other parameters?
- How does the pricing structure/model vary based on the end-use sector – marine, paper, steel, etc.?
- Is there any variations in pricing for each geography/country and if so, what are the reasons for the same?
- What is the price range for each of the focus service types?
- What is the frequency of a typical service schedule by type?
- How does the typical contract arrangement work with end-use companies – tenure, pricing structure, etc.?

DATAMATICS SOLUTIONS:

Datamatics conducted extensive primary research with key stakeholders such as Service Specialists, Sales Managers, Maintenance Engineers, Field Technicians to obtain the above required information and provided the client with the required output in the stipulated timeframe