

annuity management

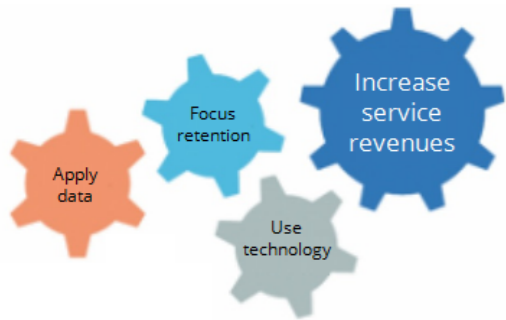
Experts increasing service revenues.

Annuity Management AG
Glatt Tower
P.O. Box
CH-8301 Glattzentrum Wallisellen

Fon: +41 43 555 0 200
Fax: +41 43 555 0 201

WHAT WE DO

We are experts in service revenue management



The Annuity Management Group specialises in life cycle management of recurring revenues. Our services and expertise offers technology manufacturers and their channel partners the opportunity to break new ground in the optimisation and management of their recurring revenues from maintenance, licensing or service businesses.

Driven by advanced technology, data analytics and experienced service sales experts, we increase sales and income from your service revenue business.

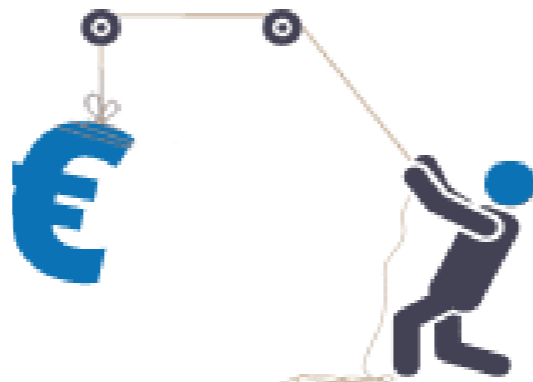
Benefit from more recurring revenues, better renewal rates, higher customer retention, and considerably more satisfied partners.

YOUR ADVANTAGES

100% focus on your recurring revenues

Annuity Management leads to more business and increases the customer life-time value of your existing customers. In addition, you can learn more about your customers, detect early trends and opportunities for additional business, and benefit from valuable customer feedback and sales insights.

With Annuity management you maintain full overview and control over your recurring revenues. Our expertise and our focus are your advantage.



- More sales, higher profits
- Higher renewal rates
- Increased customer loyalty
- Fast turnaround times
- Highest quality; efficient handling
- Total transparency on your recurring revenues
- Optimal service coverage
- Identification of service up-selling
- Sales insights, market feedback and customer behaviour

The increasing and proactive maintenance of existing revenues is up to seven-times more efficient and more than twice as profitable as acquiring new customers.

SERVICES

Experts increasing service revenues.

Annuity Management enables revenue management customised to your needs – from the initial recognition of your service revenues, to professional quoting for the service needs of your customers, to the processing of renewals all the way to the proactive management of your recurring revenue during their entire annuity life cycle.

With us, you can easily and reliably boost your recurring revenues.

We have specialised in

- Service and maintenance agreements for IT hardware manufacturers
- Licensing and support agreements for software providers
- Maintenance and support agreements for manufacturers of medical and diagnostic devices
- Service and maintenance agreements for telecommunications and networking equipment manufacturers



TESEDI

Tesedi – Hewlett Packard Enterprise Annuity Management Programme

"Increasingly more customers and business partners are evaluating companies according to the services they get surrounding the core product. Hewlett Packard Enterprise (HPE) successfully achieved the goal of continually increasing this "Total Customer Experience". For years, Tesedi has been gaining significance in Switzerland. Tesedi expertly advises and supports mutual customers in all matters that guarantee a smooth operation of their infrastructure of HPE (e.g. maintenance contracts as well as HPE premium level services such as proactive care and data centre care for data centres)."

Marcel Borgo, GM Hewlett Packard Enterprise Switzerland

www.annuity-management.com

info@annuity-management.com