

aptean

# From Quote to Utilization: Full Lifecycle Control for Equipment Dealers

Equipment dealerships generate value by keeping machines productive across rentals, service, and resale. Aptean's equipment dealer management system (DMS) with artificial intelligence (AI) capabilities connects all departments on one platform, providing you with real-time visibility, margin clarity, and control across the entire equipment lifecycle.

AI agents support faster, more accurate execution across each stage, reducing manual work as teams move from quote to billing.



## Quote With Greater Accuracy Across Sales and Rentals



Sales and rental teams quote accurately using real-time availability, pricing, and cost data whether the deal is a sale, rental, or both. AI auto-fills machine specs to cut admin time, while smart cross-sell recommendations help maximize every opportunity.

## Convert Quotes Into Clean Contracts Without Rework



Quotes convert directly into sales orders or rental contracts. Machines, attachments, and maintenance services are assigned in one flow, keeping every team aligned with the same data.

## Dispatch Equipment From Yard to Jobsite



Plan deliveries and returns with clear visibility into schedules and availability. Dispatch teams know which units are assigned and when they are needed.

## Capture Condition, Usage, and Acknowledgement in the Field With AI Precision



Field teams document deliveries, returns, and inspections using mobile workflows. Photos, meter readings, and signatures sync directly to the back office for complete records. Improve repair estimate accuracy with our damage detection and quotation AI agent.

## Keep Equipment Running With Accurate Service Management



Service workflows connect directly to each machine record. Maintenance history, preventive service, and warranty activity stay visible across sales, rentals, and service operations.

## Bill Faster and Understand Lifecycle Profitability Clearly



Automated billing and real-time reporting show utilization, rental performance, and lifecycle margin. Teams gain insight into when to rent longer, sell, or refresh fleet assets.

## Manage Your Dealership Across the Full Equipment Lifecycle

Aptean Equipment DMS brings equipment sales, rentals, service, parts, and financial management together on one dealer-specific solution. This gives your team a single shared source of truth, so everyone works from the same information.

Aptean Equipment DMS runs on AppCentral, the intelligent platform that delivers AI-enabled workflows, agents, and connected applications.

The result is simpler execution, clearer asset insight, and consistent control from first deal through second life.

See how leading dealerships manage the full equipment lifecycle—from quote to disposition—without the chaos. **Schedule your personalized demo** of Aptean Equipment DMS today.

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