



SALES & PARTNER PLAYBOOK

AssetHandler

AssetHandler gives operations, maintenance and finance one registry for every asset they own, so the books and the floor finally agree.

Asset registry

Maintenance

Depreciation

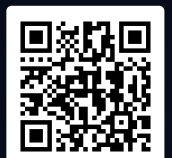
IT estate

Audit trail

PREPARED BY
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PRODUCT
assethandler.com

BOOK A CALL
calendly.com/vignesh-burdenoff/1-1



00 **How to use this playbook**

Read the opportunity signals and the one-question test first — they will tell you in a single conversation whether an account is worth pursuing. Use the persona hooks to open, the objection responses when the conversation gets specific, and the competitor table when an incumbent is named. When you are ready to hand over, send us the five things listed under the handoff section and we take it from there.

IN A HURRY

Read sections 01–03 and 18. That is enough to recognise an opportunity and open a conversation.

BEFORE A MEETING

Add 06–08, 10 and 16 — who buys, what they buy, what it costs, and what they will push back on.

HANDING OVER A LEAD

Sections 19–22 tell you exactly what to send, to whom, and what you earn for it.

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01 Product Overview

ASSETHANDLER.COM

AssetHandler is a single, structured registry for every asset an organisation owns, from the laptop on a desk to the lathe on a shop floor to the software licence on a server. Each asset carries a unique identifier, a category, an owner, a location, a status, a condition and whatever custom fields the team needs, and everything else attaches to that record: who holds it, what maintenance it has had, what it cost, what it is worth now, and every change anyone made to it. Operations, maintenance, finance and audit all read and write the same record instead of keeping four versions of the truth. For IT estates the same registry extends to configuration items, software entitlements and ITIL incident, change and problem records, so hardware, software and infrastructure sit in one place rather than two disconnected inventories.

CATEGORY

Enterprise asset management, maintenance management and IT asset management converged into one platform, for mid-market and asset-intensive organisations and the service providers who manage estates on their behalf.

WHERE IT STANDS TODAY

AssetHandler launched in 2026 and is available today with published plans, including a free tier. It is a new product: the registry, custody, maintenance, work orders, depreciation, ITIL, audit trail and the API surface are built and in use, while several advertised engines — automated network discovery, predictive-maintenance scoring, live sensor telemetry and scan-based physical audit — are honestly marked as in progress or planned rather than presented as finished.

HOW CUSTOMERS GET IT

Cloud, multi-tenant by default, with a browser-based app that works on a phone. Sign-up is self-serve from the free tier upwards; Enterprise is an annual contract with data-residency options, a dedicated tenant or self-hosting where a customer's regulator requires it. Onboarding usually starts by importing existing spreadsheets into a clean registry, then layering maintenance and finance workflows on top. Paid implementation, migration and training engagements are available for larger estates.

Web app at app.assethandler.com, usable from a phone browser in the field

An in-app AI assistant that knows which asset or record you are looking at

A GraphQL API covering the whole registry

A published tool server so external AI agents can work the estate under the user's own permissions

Documentation site at docs.assethandler.com

Desktop app, command-line tool, Node and Python libraries and browser extensions — announced and not yet released

02 One-Line Pitch

SAY EXACTLY THIS

"AssetHandler gives operations, maintenance and finance one registry for every asset they own, so the books and the floor finally agree."

SHORTER, FOR A CHAT MESSAGE

One system of record for every asset — machines, vehicles, laptops, licences.

THE CATEGORY SENTENCE

AssetHandler is an enterprise asset management platform for organisations that own both physical equipment and an IT estate.

03 30-Second Elevator Pitch

SPOKEN, ROUGHLY 30 SECONDS

"Most organisations own a great deal and know surprisingly little about it. Maintenance runs one tool, IT runs another, finance keeps a depreciation spreadsheet, and none of them agree. AssetHandler puts every asset — machines, vehicles, laptops, software licences — into one registry, then runs maintenance, work orders, depreciation and audit off that same record. A technician updates the asset from a phone and the controller's book value moves with it. Pricing is a flat fee banded by the size of the estate, so adding technicians never raises the bill."

IF THEY ARE TECHNICAL

AssetHandler models a machine, a vehicle, a laptop and a software licence as the same asset record, with assignments, maintenance, work orders, ITIL incident, change and problem records, budgets, transactions and invoices, configuration items and software entitlements hanging off it. Access is decided at the API edge from a role and permission directive on every field, and every workspace is isolated at the row level. The whole surface is a federated GraphQL API, and there is a published agent tool server that signs in as a real user and inherits that same permission set.

IF THEY ARE A BUSINESS BUYER

Asset-intensive organisations usually pay for a maintenance system, an IT asset tool and a fixed-asset spreadsheet, then pay people to reconcile them. AssetHandler collapses that into one registry with maintenance, depreciation, audit and IT asset management in the same record. Cost is a flat monthly fee based on how many assets you manage rather than how many technicians you employ, and there is a free tier up to 250 assets so an evaluation costs nothing.

04 Problem We Solve

These are the six situations that reliably produce an AssetHandler conversation. If a prospect volunteers two of them unprompted, you have a real opportunity.

The asset list is a spreadsheet nobody trusts

Who feels it: Asset managers, operations leads and whoever inherited the file

What it costs them: Every decision about equipment starts with a week of verification, and the answer is still a guess. Equipment quietly goes missing and nobody can say when.

How AssetHandler answers it: One structured registry with a unique identifier, category, owner, location, status and condition per asset, plus bulk import so existing spreadsheets become the starting point rather than the thing you re-key. Because maintenance, finance and audit all hang off that record, the registry gets used daily and therefore stays current.

Nobody knows who has a piece of equipment right now

Who feels it: Operations leads, IT managers and anyone running off-boarding

What it costs them: Kit walks out with leavers, sites borrow from each other informally, and shrinkage is discovered at stocktake rather than when it happens.

How AssetHandler answers it: Assets are checked out to a person, team, department or site with an expected return date and a recorded condition, and every transfer is stamped with who did it and when. The current holder is one click away and the full custody history sits under the asset.

Maintenance is firefighting rather than schedule

Who feels it: Maintenance managers and reliability engineers

What it costs them: Equipment fails at the worst possible moment, emergency repairs cost more than planned ones, and the backlog is a stack of messages rather than a queue.

How AssetHandler answers it: Recurring maintenance plans run on a calendar interval, a usage meter such as operating hours or kilometres, or whichever falls due first. The product shows what is due, previews the work, and raises real maintenance jobs with their checklists and estimated cost attached. Work orders then move through one visible queue and close with actual cost and notes.

Depreciation lives in a fragile workbook

Who feels it: Finance controllers and their auditors

What it costs them: Book value never quite reconciles with what operations believes it has, and closing the period depends on one person and one file.

How AssetHandler answers it: Capitalise an asset with cost, purchase date, useful life, salvage value and method, and current book value and accumulated depreciation are computed from the same record the technician updates. Straight-line, reducing-balance, declining-balance, sum-of-years-digits and usage-based methods are supported, with an annualised projection per asset.

Audit season is a scramble

Who feels it: Compliance officers, auditors and finance

What it costs them: Weeks of manual hunting to reconstruct who had what and when, and evidence that is assembled after the request rather than captured as it happened.

How AssetHandler answers it: Every assignment, transfer, maintenance event and disposal is recorded with the responsible user and a timestamp as it happens, so producing evidence is a query over records that already exist. Asset registers, financial summaries, maintenance history and utilisation all export on demand.

IT assets and physical assets are two separate worlds

Who feels it: IT asset managers and CIOs in organisations that also own equipment

What it costs them: The same organisation runs a maintenance tool and an IT asset tool, pays for both, and re-keys the same information into each. Software renewals and hardware refreshes are guesswork.

How AssetHandler answers it: A laptop, a server, a licence and a lathe are the same kind of record. Configuration items and their dependencies, software titles with real multi-SKU entitlements, and ITIL incident, change and problem records all attach to the same assets, so one estate replaces two inventories.

Warranties, licences and end-of-life dates slip past

Who feels it: Asset managers, procurement and IT

What it costs them: Cover expires unnoticed, shelfware renews automatically, and replacement decisions are made after the failure rather than before it.

How AssetHandler answers it: Warranty expiry, useful life, licence expiry and renewal windows are fields on the record rather than diary entries, and the product surfaces what is inside the alert window along with the effective licence position per software title — how many units are entitled, how many are used, and what the gap costs.

Cost per technician rises every time the team grows

Who feels it: Operations directors and the person who signs the renewal

What it costs them: Rolling a maintenance system out to more of the workforce makes it more expensive, so the tool is rationed and the data thins out.

How AssetHandler answers it: AssetHandler charges a flat monthly fee banded by how many assets are managed, not by seats. Field technicians, requesters and auditors can all use it without changing the bill, which is precisely the behaviour that keeps the registry accurate.

05 Value Proposition

Five things a prospect actually buys. Each one is grounded in something the product does, not in a claim about outcomes we cannot evidence.

One record instead of three systems

A CNC machine, a fleet van, a laptop and a software licence are all the same kind of asset record. Custody, maintenance, work orders, depreciation, incidents and audit history attach to that one record, so there is nothing to reconcile between a maintenance tool, an IT asset tool and a finance workbook. For an organisation currently running two or three of those, the consolidation is the whole business case.

Evidence: The registry, work orders and preventive maintenance, ITIL incident, change and problem records, computed depreciation, configuration items and software entitlements are all built on the same asset entity today.

Cost that tracks the estate, not the headcount

The market prices maintenance software per technician per month, typically in the twenty to seventy-five dollar range, which means every hire raises the bill and organisations respond by limiting who gets a licence. AssetHandler charges a flat monthly fee based on how many assets you manage, with a free tier to 250 assets. Adding people is free, which is the behaviour you want if you need the registry to stay accurate.

Evidence: Published tiers: Free at zero, then \$99, \$399 and \$999 a month by asset band, with regional pricing for markets where a dollar price would be unaffordable.

Finance and the floor computing from the same record

Book value, accumulated depreciation and total cost of ownership are computed from the acquisition record and the recorded service history rather than maintained by hand. When a work order closes with its actual cost, that cost lands against the asset and shows up in its cost of ownership. Repair-or-replace stops being an argument and becomes an arithmetic question.

Evidence: Five depreciation methods with an annualised projection per asset, a portfolio-wide valuation view, and maintenance and work-order costs rolled into a per-asset total cost of ownership.

Governance that arrives switched on

Role-based access, per-workspace isolation, an attributable history of every change, multi-language support and accessibility are inherited from the platform AssetHandler is built on rather than sold as an enterprise upgrade. Six role templates ship for the real jobs — asset manager, maintenance manager, IT asset manager, finance controller, field technician and compliance auditor — so a technician can close work without being able to touch the finance ledger.

Evidence: Permission is decided at the API edge from a directive on every field, isolation is enforced at the database row level, and the role templates are seeded into every workspace automatically.

An estate your own tools and agents can read

The whole registry is available as a GraphQL API, so a custom dashboard or an integration reads assets together with their maintenance history, files, tags and owner in one request rather than stitching several calls together. There is also a published tool server for AI agents that authenticates as a real user, which means an agent sees exactly what that person may see and nothing more, and its actions land in the same history.

Evidence: The agent tool surface exposes reads, creates and updates across assets, incidents, work orders, configuration items, software titles, budgets and invoices, and deliberately exposes no delete, disposal or payment tool.

Honest labelling you can repeat safely

AssetHandler marks each capability as shipped, in progress or planned on its own public comparison pages, including where a competitor is genuinely ahead. That matters to you: nothing in this playbook will be contradicted by the website, and a technical evaluator who goes looking will find the same caveats you gave them.

Evidence: The public comparison pages state plainly that automated network discovery, predictive-maintenance scoring, live sensor telemetry and scan-based physical audit are not finished.

06 Ideal Customer Profile

A 250 to 5,000 person organisation that owns both shop-floor or field equipment and a real IT estate, has outgrown spreadsheets, and cannot justify a nine-month enterprise suite rollout.

SEGMENT	TYPICAL SIZE	WHY THEY BUY
Mid-market manufacturing, utilities, transport and logistics	250–5,000 employees, one to twenty sites	Downtime is expensive, the equipment list is large enough that spreadsheets fail, and they also own laptops, servers and licences that a maintenance tool ignores. They are the buyers most exposed to the per-technician pricing model.
Healthcare providers and regulated facilities	One hospital or campus upwards	Expensive equipment with maintenance, calibration and availability obligations, plus an audit trail requirement that spreadsheets cannot satisfy. The immutable, attributable history is the reason they engage.
Public sector and education	A department, council, agency or campus	Public assets spread across departments and sites with transparency and accountability obligations, and procurement rules that favour transparent published pricing over negotiated enterprise contracts.
IT-first organisations expanding into physical assets	100–2,000 employees	They already run an IT asset tool and now need to track lab, facilities, fleet or production equipment. Rather than buying a second system they can consolidate into one registry with maintenance built in.
Managed service providers and asset-management service providers	Any size, managing estates for multiple clients	Genuine per-tenant isolation without standing up an instance per client, and flat pricing that makes their own client pricing predictable. They are also the segment most likely to become a reselling partner.
Small teams and non-profits on the free tier	Under 250 assets	Not a revenue opportunity in itself, but a genuinely useful thing to leave with someone, and the free tier converts as the estate grows. Worth mentioning rather than pitching.

GEOGRAPHIES

Sold globally with four regional pricing bands so a customer in India, Latin America, South East Asia or Africa pays a market price rather than a converted dollar price. Local tax such as India's eighteen per cent GST is added at checkout. The strongest early fit is anywhere transparent published pricing beats an enterprise negotiation.

NOT A FIT – DO NOT CHASE

- Organisations whose entire requirement is deep software licence compliance with vendor audit defence — a specialist tool will beat us there and we will say so
- Teams that need automated network discovery to populate the inventory for them; discovery jobs are recorded but the scanning engine is not built yet
- Field operations that require a native offline mobile app in areas with no connectivity; the browser app is the answer today and native offline is planned
- Buyers who need a supplier holding a current independent security attestation on the day of purchase; certification is planned, not held
- Very large asset-intensive enterprises whose requirement is deep operational technology integration, digital twin fidelity and consultant-led rollout — that is an established enterprise suite's job
- Anyone whose actual problem is warehouse stock or inventory turnover rather than owned assets and their lifecycle

07 Buyer Personas

Five people sit in this decision and they do not want the same conversation. Open with the line that matches the person in front of you.

Maintenance manager

WHAT THEY WANT

Fewer unplanned failures, a visible work queue, and evidence for whether a machine is worth repairing again.

WHAT FRUSTRATES THEM

Work orders live in messages and memory, preventive schedules slip because nobody is watching the calendar, and asset history is whatever the longest-serving technician remembers.

Open with: If I asked what maintenance is due on your top twenty assets this month, how long would it take you to answer with confidence?

They will ask: Can my technicians actually use this on a phone in the plant, or is it another system I have to update from my desk afterwards?

IT asset manager

WHAT THEY WANT

A defensible hardware and software inventory, licence positions that hold up under a vendor review, and a refresh plan that is not guesswork.

WHAT FRUSTRATES THEM

Two inventories that never match, software renewals arriving with no evidence of usage, and no link between an IT asset and where it physically sits.

Open with: Your maintenance team has an asset register and you have one too. Whose is right when they disagree?

They will ask: Does it discover what is on my network, or do I have to tell it what I own?

Finance controller

WHAT THEY WANT

A depreciation schedule that reconciles at close and a cost story per asset that survives an auditor's questions.

WHAT FRUSTRATES THEM

A workbook that only one person understands, book values that do not match what operations says exists, and no visibility of what an asset has cost to keep running.

Open with: How much of your close depends on one depreciation spreadsheet and the person who maintains it?

They will ask: Does it post journals into my accounting system, or does it give me a schedule I reconcile against?

Operations director

WHAT THEY WANT

One view of what the organisation owns across sites, what it costs, and where capital is sitting idle.

WHAT FRUSTRATES THEM

Every site answers the same question differently, idle equipment is invisible while another site rents the same thing, and cost per site is an estimate.

Open with: How much equipment do you think is sitting unassigned across your sites right now, and what would it be worth to know?

They will ask: How long before this is actually useful, and how much of my team's time does it take to get there?

Compliance officer or auditor

WHAT THEY WANT

Evidence produced on demand, a custody trail that holds up, and a registry that gets more accurate each time it is checked.

WHAT FRUSTRATES THEM

Reconstructing history after the request, chasing people for confirmations, and reconciliation work measured in weeks.

Open with: When your auditor asks who held that asset in March, where does the answer come from today?

They will ask: Can records be altered after the fact, and can I export the evidence myself without asking IT?

Managed service provider owner

WHAT THEY WANT

Manage many client estates from one place with predictable margin and clean separation between clients.

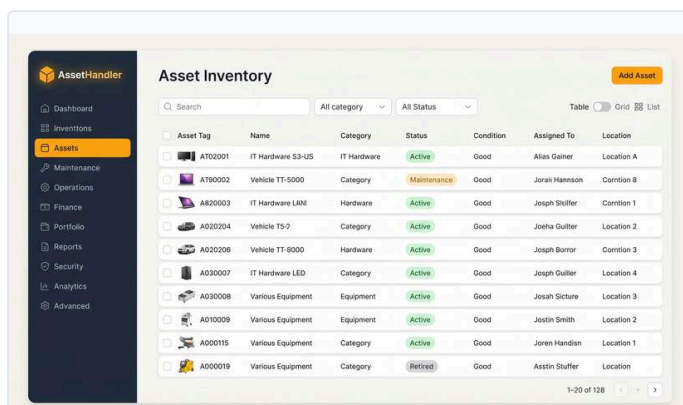
WHAT FRUSTRATES THEM

One instance per client, per-seat pricing eroding margin, and rebuilding the same governance for every engagement.

Open with: How many separate systems are you running today just to keep your clients' asset data apart?

They will ask: How isolated is one client's data from another's, and can I bill this on to my clients?

Fourteen concrete situations, each one a scenario the product is built for. Pick the two closest to the account in front of you and skip the rest.



ASSET MANAGER

Build one registry for everything the organisation owns

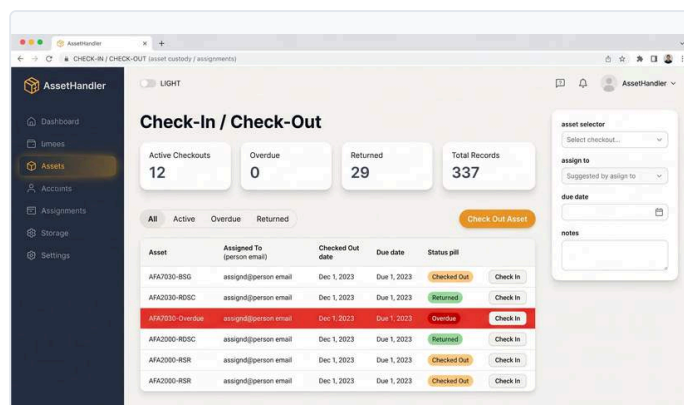
THE SITUATION

The organisation's asset list is spread across several spreadsheets, a procurement folder and a former colleague's memory. Nobody can produce a single current list, and every project that needs one starts by rebuilding it.

WHAT HAPPENS WITH ASSETHANDLER

Existing spreadsheets are imported and deduplicated into one registry. Each asset gets a unique identifier, a category, an owner, a location, a status, a condition and whatever custom fields the organisation needs, and the whole registry is searchable, filterable and exportable. Because custody, maintenance, finance and audit all hang off an asset existing here first, this becomes the record everything else is built on.

One current list that stays current because everyone's daily work depends on it.



OPERATIONS LEAD OR IT MANAGER

Know who has each asset and get it back

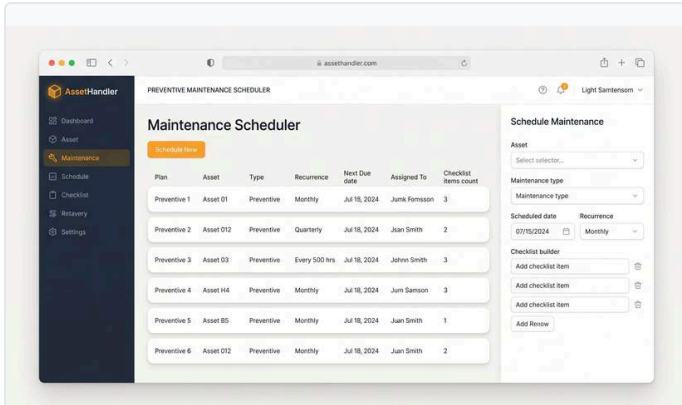
THE SITUATION

Equipment is handed out informally. When someone leaves, kit leaves with them, and when a site needs a piece of equipment nobody knows which team borrowed it last.

WHAT HAPPENS WITH ASSETHANDLER

Assets are checked out to a person, a team, a department or a site with an expected return date and the condition recorded on the way out, then checked back in with condition logged again. Every transfer carries who did it and when, so the current holder is one click away and the full movement history sits under the asset.

Custody becomes a record rather than a conversation, and off-boarding has a checklist that means something.



MAINTENANCE MANAGER

Service equipment before it fails

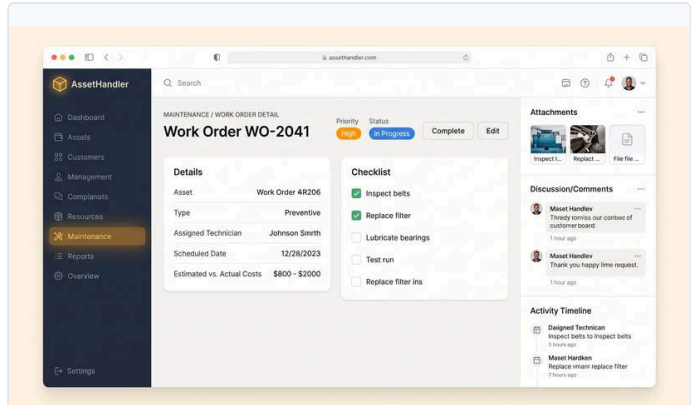
THE SITUATION

Preventive maintenance exists on paper but runs on whoever remembers. Machines are serviced late or not at all, and the team spends its week on emergency repairs it could have scheduled.

WHAT HAPPENS WITH ASSETHANDLER

A recurring plan is set per asset or class — every ninety days, every five hundred operating hours, every ten thousand kilometres, or whichever arrives first. The product shows what falls due now or inside a chosen horizon, previews the jobs, and raises real maintenance records with the plan's checklist and estimated cost attached. Completing a job with its actual cost advances the plan's time and usage anchors for the next cycle.

A predictable service cadence the manager controls, instead of a backlog that controls the manager.



MAINTENANCE MANAGER AND FIELD TECHNICIANS

Run every repair through one visible queue

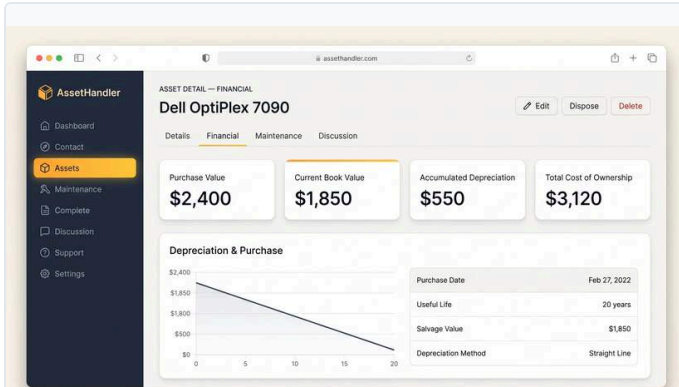
THE SITUATION

Repair requests arrive by message, email and corridor conversation. Nobody can say what is outstanding, who is on it, or what the last three repairs on that machine cost.

WHAT HAPPENS WITH ASSETHANDLER

A work order is raised against an asset, given a type, a priority and a checklist, and assigned to a technician or team. It moves through draft, scheduled, approved and in progress while checklist items are signed off, then closes with an actual cost, closing notes and a completion date. The completed order stays in the queue as durable history and its cost lands against the asset's cost of ownership.

One queue everyone can see, and a service history per asset that answers repair-or-replace with numbers.



FINANCE CONTROLLER

Compute depreciation instead of maintaining it

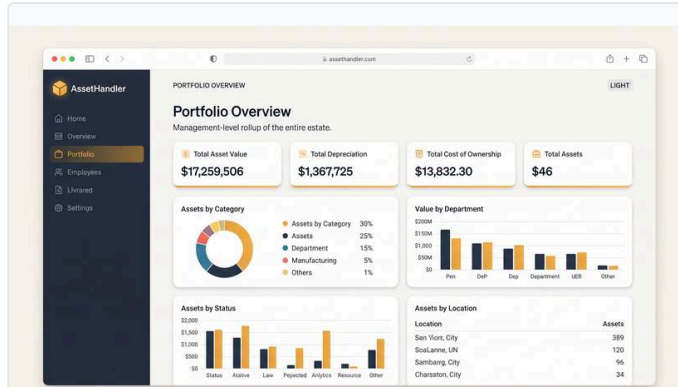
THE SITUATION

Depreciation lives in a workbook that one person understands. It does not reconcile cleanly with what operations believes exists, and every close depends on that file being right.

WHAT HAPPENS WITH ASSETHANDLER

An asset is capitalised with its purchase cost, purchase date, useful life, salvage value and method. Current book value and accumulated depreciation are computed at the moment the record is opened or reported on, and the financial view plots an annualised projection across the useful life. Straight-line, reducing-balance, declining-balance, sum-of-years-digits and usage-based methods are supported.

A valuation computed from the same record the technician updates, ready to reconcile against the ledger.



FINANCE CONTROLLER AND OPERATIONS DIRECTOR

See what an asset really costs to keep

THE SITUATION

A machine was cheap to buy and has quietly consumed a fortune in repairs. Nobody can see that, because the purchase sits in finance and the repairs sit in maintenance.

WHAT HAPPENS WITH ASSETHANDLER

Completed maintenance and work-order costs are tied back to the asset that incurred them and rolled up with the acquisition value into a total cost of ownership per asset, with depreciation kept as a separate measure so capital cost is not counted twice. A portfolio view rolls the same figures across the estate.

The expensive-to-run assets become visible, and repair-or-replace becomes a numbers conversation.

FINANCE CONTROLLER

Tie budgets, spend and supplier invoices to the asset

THE SITUATION

Asset spend is scattered across purchase orders, supplier invoices and a departmental budget file, so nobody can attribute cost to the equipment that caused it.

WHAT HAPPENS WITH ASSETHANDLER

Budgets carry allocated, spent and remaining amounts by department; transactions draw them down; supplier invoices record issue date, due date, amount, vendor and status, and link back to the asset. All of it sits on the same registry finance reconciles against.

Asset spend becomes attributable rather than estimated, ready for cost accounting and allocation.

COMPLIANCE OFFICER OR AUDITOR

Produce audit evidence as a query, not a project

THE SITUATION

The audit request arrives and the team spends weeks reconstructing who held what, when it was serviced and how it was disposed of, chasing confirmations from people who have moved on.

WHAT HAPPENS WITH ASSETHANDLER

Every assignment, transfer, maintenance event, financial change and disposal is recorded with the responsible user and a timestamp as it happens. Asset registers, financial summaries, maintenance history and utilisation reports export on demand, and scoped activity for a given record is available without a request to IT.

Evidence is retrieved rather than assembled, and the registry ends the audit more accurate than it started.



OPERATIONS DIRECTOR

Find the capital that is sitting idle

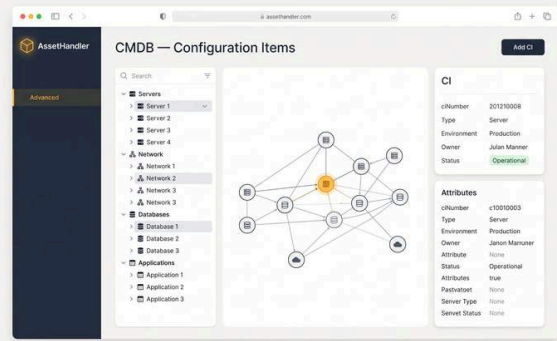
THE SITUATION

One site is renting equipment while an identical unit sits unassigned at another. Nobody sees it because utilisation is not measured anywhere.

WHAT HAPPENS WITH ASSETHANDLER

Utilisation is computed from live custody records: what is assigned, what is active but unassigned, and which check-outs are past their due date. The same view surfaces overworked equipment that is a maintenance and replacement risk.

Idle capital becomes visible and redeployable, and over-used equipment gets protected before it fails.



IT ASSET MANAGER

Bring the IT estate into the same registry

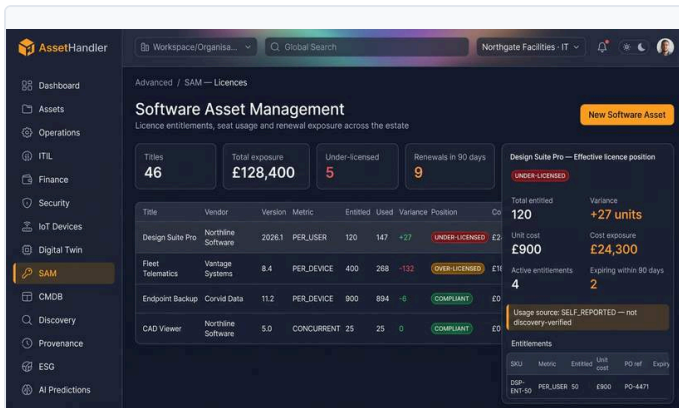
THE SITUATION

The organisation runs one inventory for physical equipment and another for IT, in a different tool, maintained by a different team, and the two disagree about the same laptop.

WHAT HAPPENS WITH ASSETHANDLER

Configuration items and the dependencies between them are recorded in a browsable registry alongside the physical assets they relate to, feeding change, incident and problem management. Discovery jobs are recorded with their scope, status and monthly limit so scans are governed — although the scanning engine that would run them automatically is not built yet, and we say so up front.

One estate instead of two inventories, with the honest caveat that population is manual today.



IT ASSET MANAGER AND PROCUREMENT

Understand why the software bill is wrong

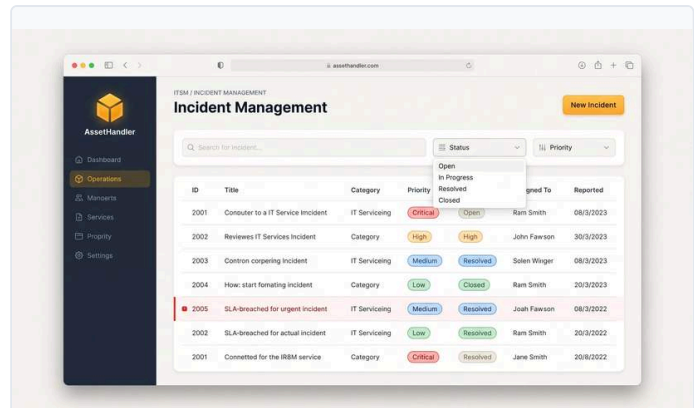
THE SITUATION

Renewals arrive for seats nobody uses while another title is quietly over-deployed. A single seats-purchased number tells you nothing about either.

WHAT HAPPENS WITH ASSETHANDLER

A software title carries several real entitlements — SKU, purchase order, licence metric such as per user, per device, per core, per instance, site or concurrent, unit cost, contract reference, effective date and expiry. From those the product computes an effective licence position per title: entitled against used, the variance, whether the title is compliant, over-licensed or under-licensed, the cost exposure in money, and how many entitlements expire inside ninety days. A workspace-wide report rolls every title into total exposure.

A defensible licence position and a renewal conversation with arithmetic behind it — with usage labelled honestly as self-reported until automated discovery lands.



IT SERVICE MANAGER

Run incidents and change against the assets they affect

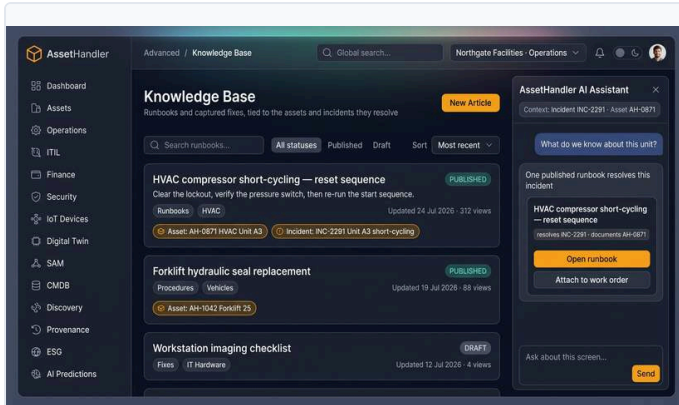
THE SITUATION

The service desk raises tickets about equipment, and the asset register knows nothing about them. Change approvals happen without a clear view of what the change touches.

WHAT HAPPENS WITH ASSETHANDLER

Incidents are logged, change requests raised and approved, and problems tracked against the same asset and configuration-item records, each moving through its own lifecycle. Because the service desk and the asset register share one source, the history of a machine includes the incidents it caused.

Service management and asset management stop being two stories about the same equipment.



FIELD TECHNICIAN

Stop rediscovering the same fix twice

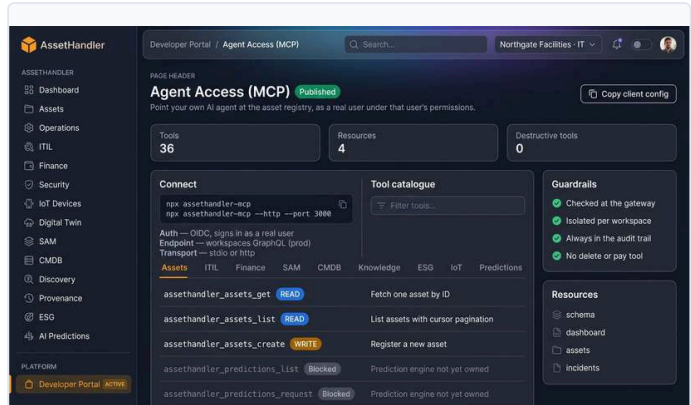
THE SITUATION

Somebody solved an intermittent fault at two in the morning eighteen months ago and wrote nothing down. The next person spends the same three hours on the same machine.

WHAT HAPPENS WITH ASSETHANDLER

A runbook is authored with a title, summary, content, tags and a draft-to-published lifecycle, and linked to the asset it concerns and the incident it resolved. When a technician opens that asset, incident or work order and asks the in-app assistant for guidance, it returns the runbook attached to that exact record without anyone typing an identifier, and it explains why it chose that one — direct links first, then tag overlap and keyword match. Where nothing relevant exists it says so rather than inventing an answer.

Institutional know-how becomes retrievable at the point of work instead of leaving with the person who had it.



PLATFORM ADMINISTRATOR OR HEAD OF AUTOMATION

Point your own AI agent at the asset estate

THE SITUATION

The organisation is building internal automation and every system it wants to reach requires a bespoke integration project, which turns each one into a silo again.

WHAT HAPPENS WITH ASSETHANDLER

AssetHandler publishes a tool server that an external agent can call directly to read and register assets, list and raise incidents, open work orders, read maintenance history, browse configuration items, read software titles, read budgets, transactions and invoices, and pull the dashboard rollup. The server signs in as a real user, so every call is subject to the same permission checks, the same workspace isolation and the same history as a click in the app. There is deliberately no delete, disposal or payment tool.

Automation gets a governed, bounded route into the estate rather than a back door.

09 Product Capabilities

What is built, what is being finished, and what is still a plan. Anything not marked shipped should be described to a prospect in exactly those words.

Registry, tagging and custody

The foundation everything else attaches to: one structured record per asset, and a custody trail that keeps it honest.

Unified asset registry

One record per physical or digital asset with unique identifier, category, owner, location, status, condition and custom fields, searchable, filterable and exportable.

Asset categories and hierarchy

Organise the estate by category, site, building and department with roll-up reporting across the whole estate or a drill-down into one room.

Check-in and check-out

Assign an asset to a person, team, department or site with an expected return date and recorded condition, and check it back in with condition logged.

Transfer and custody history

Every reassignment stamped with the responsible user and a timestamp, giving a complete movement history under each asset.

Bulk import from spreadsheets

Bring existing inventory in and deduplicate it so the registry can be stood up without re-keying everything by hand.

Barcode and QR tagging in progress

Generate, print and affix tags so a phone camera pulls up the full record. Tag lookup works from the browser app; bulk scan-and-reconcile is not finished.

Scan-based physical audit planned

Walk a site scanning tags to reconcile against the registry, flagging present, missing, moved and unexpected items.

Maintenance and work orders

Preventive schedules that raise work before failure, and one queue that everything moves through.

Recurring maintenance plans

Time-based, usage-meter-based, or whichever falls due first, with checklists and estimated cost travelling with the raised job.

Due-work preview

See what falls due now or inside a chosen horizon and preview the jobs before committing to raise them.

Work-order queue

Raise, type, prioritise, assign and move orders through draft, scheduled, approved and in progress, signing off checklist items as you go.

Completion with actual cost

Close an order with its actual cost, closing notes and completion date; the cost lands against the asset's cost of ownership.

Per-asset service history

Every repair, part and cost accumulates under the asset as the evidence behind repair-or-replace decisions.

Full lifecycle states in progress

Acquisition, deployment, in-service, maintenance and disposal recorded on the asset. Purchase, warranty and disposal fields are live; the end-to-end lifecycle workflow is still being built.

Finance and depreciation

Valuation and cost computed from the same record operations updates, rather than maintained separately.

Capitalisation

Record purchase cost, purchase date, useful life, salvage value and depreciation method on each asset.

Computed book value

Current book value and accumulated depreciation calculated at the point the record is opened or reported on.

Five depreciation methods

Straight-line, reducing-balance, declining-balance, sum-of-years-digits and usage-based, with an annualised projection across the useful life.

Total cost of ownership

Acquisition value plus recorded service cost rolled into one figure per asset, with depreciation kept separate so capital cost is not double counted.

Budgets, transactions and invoices

Departmental budgets with allocated, spent and remaining amounts, transactions that draw them down, and supplier invoices tied back to assets.

Posted depreciation journal planned

A period-by-period posted schedule and historical ledger export. Today the product exports current register values rather than booked entries.

IT estate, software and service management

The half of the asset world that maintenance tools ignore, in the same registry as the equipment.

Configuration item registry

Configuration items and their dependencies, browsable and linked to the physical assets they relate to.

ITIL incidents, changes and problems

Log incidents, raise and approve change requests and track problems against the same assets and configuration items, each through its own lifecycle.

Multi-SKU software entitlements

Real entitlements per title — SKU, purchase order, licence metric, unit cost, contract reference, effective date and expiry — rather than one flat seat count.

Effective licence position in progress

Entitled against used, the variance, compliance state, cost exposure and renewal risk inside ninety days, with a workspace-wide audit rollout. Usage is self-reported, not discovery-verified.

Governed discovery jobs planned

Discovery jobs are recorded with scope, status and a monthly limit, so scans are governed. The scanning engine that would run them is not built.

Audit, compliance and governance

The parts an auditor asks about, inherited from the platform rather than sold as an upgrade.

Attributable change history

Every assignment, transfer, maintenance event, financial change and disposal recorded with the responsible user and a timestamp as it happens.

Role-based access on every operation

Permission is decided at the API edge from a directive on each field, and missing permission fails closed. Six role templates ship for the real jobs.

Per-tenant isolation

Each workspace's assets, maintenance, finance and history are isolated at the database row level, without standing up a separate instance per client.

Reports and exports

Asset register, financial summary, maintenance log and utilisation report, exportable on demand.

Compliance framework tracking in progress

Recorded framework assessments, governance policies and security events, surfaced against the estate.

Compliance evidence export and security-log streaming

planned

Packaged evidence exports and streaming to a customer's own security monitoring platform.

AI and the connected asset

Where AssetHandler is deliberately most careful about what it claims. Read these statuses before repeating anything here.

Screen-aware in-app assistant

Available from every screen and told which asset, incident, change, work order, budget or invoice you are on, so you can say 'schedule maintenance for this one' without pasting an identifier. It reads through the same permission-checked API your browser uses and gains no rights you do not have.

Runbook recall in context

Runbooks linked to the asset and incident they resolve, recalled from the record you are on with a deterministic, explainable relevance order, and an honest 'nothing relevant found' when that is the truth.

Agent tool server

A published tool surface so external AI agents can work the estate under the signed-in user's own permissions, with no delete, disposal or payment tool exposed.

Typed estate graph in progress

Every record projected into a typed graph as it is written, with relationships spelled out — a runbook resolves an incident, a device monitors an asset — as the foundation for plain-language search and change blast-radius reasoning.

Predictive maintenance scoring planned

The triage board, five prediction types, risk bands, confidence display and hand-off to the scheduler are built. The engine that produces the scores is not, and the product refuses to show an invented number.

Repair, replace or redeploy decision engine planned

The deterministic inputs are live — book value, cost of ownership, utilisation, full maintenance log. The layer that makes and explains the recommendation is designed and not built.

Live sensor telemetry and digital twins planned

Connected devices and digital-twin records can be registered today. Live telemetry ingest and simulation fidelity are planned.

Platform, API and ecosystem

What a technical evaluator will ask about, and what the organisation gets without paying extra for it.

GraphQL API across the registry

Fetch an asset together with its maintenance history, files, tags and owner in a single request rather than stitching several calls together. Not gated behind a higher tier.

Multi-language interface and accessibility

Interface translation with locale-aware dates, numbers and currency, keyboard shortcuts, a command palette, screen-reader semantics and a high-contrast theme.

Notifications, files and discussion

In-app, email and webhook notifications for maintenance, warranty and renewal events; shared storage for manuals, photos and warranty documents; comment threads on assets, work orders and audits.

Single sign-on and directory sync in progress

Standards-based single sign-on and directory provisioning. Available for testing on every tier and enforced for production use on Enterprise.

ERP, finance, service-desk and procurement connectors

in progress

The API supports it today, so an organisation can connect its own systems through it. Packaged connectors built into the product are still to come; tell us which systems a prospect needs.

Desktop app, command-line tool and language libraries

planned

Announced surfaces for automation and offline-tolerant desktop use. Not released.

Native mobile with full offline planned

The browser app works on a phone today. A native application with full offline capture is planned.

10 Pricing & Plans

AssetHandler charges a flat monthly fee per organisation, banded by how many assets are under management, rather than per user or per technician. Adding admins, technicians, requesters or auditors does not change the bill within a band, which is the single biggest commercial difference from the maintenance tools this competes with. Enterprise moves to a contracted per-asset annual price once an estate passes the Business ceiling. Prices below are the standard band used in the United States, the European Union, the United Kingdom, Japan, Korea, Australia, Canada and Singapore; three lower bands apply elsewhere, so quote from the customer's own market rather than converting.

PLAN	PRICE	WHO IT IS FOR	WHAT IS INCLUDED
Free	\$0 Free forever, no card required	Small teams, non-profits and anyone proving the idea before committing	Up to 250 assets; 2 admin seats, 1 workspace; 25 open work orders, 100 maintenance records a month; 250 configuration items, 1 discovery job a month; 1 GB storage, 500 API requests a day; 30-day analytics retention, 7-day history retention; Community support
Starter	\$99/mo \$79/mo billed annually – \$948/yr	Small single-site organisations getting off spreadsheets	Up to 5,000 assets; 5 admin seats, 1 workspace; 500 open work orders, 2,000 maintenance records a month; 5,000 configuration items, 25 discovery jobs a month; 25 GB storage, 10,000 API requests a day; 10 integrations, 90-day analytics retention; Email support within 48 hours
Growth	\$399/mo \$319/mo billed annually – \$3,828/yr	Scaling, multi-site operations with a real maintenance function	Up to 25,000 assets; 15 admin seats, 3 workspaces; 5,000 open work orders, 25,000 maintenance records a month; 50,000 configuration items, 250 discovery jobs a month; 100 GB storage, 100,000 API requests a day; 50 integrations, 365-day analytics retention; Priority support within 24 hours, 99.5% service level
Business	\$999/mo \$799/mo billed annually – \$9,588/yr	Established, asset-intensive organisations running several sites	Up to 100,000 assets; 50 admin seats, 10 workspaces; Unlimited open work orders under fair use; 500,000 configuration items, 2,500 discovery jobs a month; 1 TB storage, 1,000,000 API requests a day; 250 integrations, 730-day analytics retention; Priority support within 8 hours, 99.9% service level, named customer success manager
Enterprise	From \$0.18/asset/mo \$0.14/asset/mo at 250,000 assets and above; annual contract, not self-serve	Large, regulated or multi-entity organisations and service providers past 100,000 assets	Contracted asset, seat and workspace quotas; Unlimited workspaces and multi-entity structure; Enforced production single sign-on and directory provisioning; Data residency options; Dedicated tenant or self-hosting available; Dedicated support with a contracted service level

Add-ons

ADD-ON	PRICE
Managed assets +250	\$149/mo
Managed assets +1,000	\$499/mo
Open work orders +25	\$99/mo
Configuration item seats +500	\$179/mo
Storage +250 GB	\$49/mo

ADD-ON	PRICE
API +500,000 requests a day	\$69/mo
Analytics Pro — 730-day retention, custom dashboards, scheduled reports	\$99/mo
Audit Standard — 365-day retention, filtered views, export	\$39/mo
Quick Start — one-day workshop	\$2,500 one-off
Standard Implementation — two to four week engagement	\$12,000 one-off

WHAT TO TELL A PROSPECT ABOUT PRICE

- Four regional bands exist so a customer in India, Latin America, South East Asia or Africa pays a market price rather than a converted dollar price. Quote from the customer's billing market, never by converting the dollar figure yourself.
- Local tax is added at checkout — for example eighteen per cent GST in India. Prices above exclude tax.
- AI features use a bring-your-own-key model: the customer supplies and pays for their own model provider, which keeps inference cost and data handling with them. That cost is not part of the subscription.
- Every feature family appears on the free tier with small but usable quotas. Tiers differ by capacity, retention, support and governance rather than by which features are switched on.
- Migration, integration setup and managed-operations engagements are quoted separately against a statement of work. Do not quote them from this sheet.

11 Competitive Landscape

Eight alternatives a prospect will name. Each one genuinely beats us somewhere and you should say so first — a partner who concedes the true point is believed on the rest.

ALTERNATIVE	WHAT IT IS	WHERE THEY ARE STRONG	WHERE WE WIN
ServiceNow IT Asset Management	The dominant enterprise platform for IT hardware, software and cloud assets, deeply tied to its own configuration database and service-management workflows.	Best-in-class automated discovery and dependency mapping, deep software licence reconciliation for vendor audit defence, and a very large integration ecosystem. If the requirement is IT-only and the budget is enterprise, they are the safer choice.	They have no native maintenance management, so shop-floor, fleet and facilities work needs a second product. AssetHandler covers both sides in one record, is self-serve from day one rather than a months-long consultant-led rollout, and publishes its prices instead of negotiating them.
IBM Maximo	The deepest enterprise asset management suite for physical, asset-intensive industries, with digital twin, native operational-technology integration and its own AI.	Unmatched depth for the largest asset estates, genuine digital twin and live sensor integration, and a mature ecosystem of industry-specific configurations. For a utility or a heavy manufacturer with an operational-technology programme, they are the right answer.	Rollouts commonly run seven to twelve months with consultants and a six-figure first year. AssetHandler is live in weeks on published flat-fee pricing, and adds the IT asset and software side that Maximo treats as an add-on.
Fiix	A cloud maintenance management system, now part of a large industrial automation group, aimed at maintenance and reliability teams.	Strong maintenance depth and analytics, a production-ready predictive-maintenance engine, and native integration with industrial control equipment that triggers work orders from the machine itself. Their predictive capability is genuinely ahead of ours.	No IT asset management, no configuration database, no software licence tracking and no fixed-asset depreciation. Their price rises with every technician you hire; ours does not.

ALTERNATIVE	WHAT IT IS	WHERE THEY ARE STRONG	WHERE WE WIN
Limble	A mobile-first mid-market maintenance system with a strong reputation for onboarding speed and technician experience.	Excellent technician usability, very fast implementation, unlimited free work requesters and strong support. If the entire requirement is maintenance and nothing else, they will win on ease of adoption.	No IT assets, software licences or configuration database, no depreciation engine, and limited workflow depth beyond maintenance. Advanced analytics and API access sit on higher tiers, where our API is on every tier.
UpKeep	A mobile-first maintenance and asset-operations platform serving field-heavy teams across manufacturing, energy, food service and multi-site facilities.	The best field mobile experience in this comparison, strong sensor integration for condition monitoring, and AI features included on paid plans. Their native offline app is ahead of our browser-based approach.	No IT asset, configuration database or software licence depth and no fixed-asset financials. Their per-user pricing runs into the tens of dollars per person per month and implementation packages are charged on top; offline mode sits behind a higher tier.
Asset Panda	A highly configurable cloud asset-tracking platform used for fixed assets, IT equipment and general inventory, with strong depreciation support.	Mature mobile barcode scanning with full offline on higher tiers, more depreciation methods than we support, very flexible custom fields and workflows, and an established programme for service providers.	Maintenance is a light add-on rather than a real work-order system, and there is no ITIL incident, change and problem management or configuration database. Their pricing carries minimum seat commitments; ours does not charge for seats at all.
Flexera One	The specialist platform for software asset management, effective licence position and vendor audit defence, extending into cloud cost management.	Market-leading licence compliance verified against automated discovery, and genuine audit-defence capability. If a prospect is preparing for a vendor licence audit, they should talk to a specialist and we should say so.	No maintenance management and no physical assets at all — it is an IT-only tool. AssetHandler runs the whole estate, and the two can coexist: they can defend the licence audit while we run everything else.
Snipe-IT and spreadsheets	The free option: an open-source IT asset register, or the spreadsheet the organisation is using today.	Free, familiar, and nobody has to approve a purchase. For a very small IT-only inventory with no maintenance requirement, a spreadsheet honestly does the job.	Our free tier covers 250 assets with maintenance, depreciation and the audit trail included, so there is no cost argument left. What a spreadsheet cannot do is stay accurate, attribute a change to a person, or compute anything.

THE POSITIONING LINE TO HOLD

Every other product in this market covers one side of the asset world — maintenance or IT — and AssetHandler covers both in one record, at a price that does not grow with your technician headcount.

12 Why Us / Differentiators

If the prospect remembers nothing else, these are the six things that separate AssetHandler from everything else in the evaluation.

One record for physical, IT and software assets

No affordable alternative in this segment puts maintenance management, IT asset management, a configuration database and fixed-asset financials on the same asset record. Maintenance tools ignore the IT estate, IT tools ignore the shop floor, and enterprise suites do both only through separate modules and a long implementation.

Price banded by estate, not by headcount

The rest of this market charges per technician per month, so the more of your workforce you give access to, the more you pay — and organisations respond by rationing access, which is exactly what makes an asset registry go stale. A flat fee by asset band removes that incentive entirely.

Finance computes from the operational record

Book value, accumulated depreciation and total cost of ownership are derived from the acquisition record and the service history that technicians actually update, rather than from a parallel workbook. When a work order closes with its cost, the asset's cost of ownership moves the same day.

Governance arrives switched on, on every tier

Role-based access on every operation, per-workspace isolation enforced at the database row level, an attributable history of every change, multi-language support and accessibility are inherited from the underlying platform. Competitors typically gate this level of governance behind an enterprise tier.

A real API and a governed agent surface

The whole registry is a GraphQL API on every tier, and there is a published tool server so an organisation's own AI agents can work the estate while signed in as a real user, inheriting that person's permissions, isolation and history — with no destructive tools exposed.

Honest capability labelling

AssetHandler publishes what is shipped, what is in progress and what is planned on its own comparison pages, including the places a competitor is ahead. In a market where every vendor's feature grid is entirely green, this is unusual, and it is the thing technical evaluators tend to remember.

13 Customer Proof & Credibility

AssetHandler is new, so credibility has to come from what a prospect can inspect rather than from who else has bought it. Point them at the depth of the domain model, the governance posture, the published API, the transparent pricing and the honesty of the capability labelling — all of which they can verify themselves in an hour on the free tier.

DEPTH OF THE DOMAIN, NOT A THIN VENEER

Assets, assignments, maintenance plans and records, work orders, ITIL incidents, changes and problems, budgets, transactions and invoices, configuration items, software titles with multi-SKU entitlements, connected devices, digital twins, runbooks, sustainability metrics and provenance records — all modelled and reachable through one API.

GOVERNANCE ENFORCED, NOT DOCUMENTED

Permission is decided at the API edge from a directive on every field and fails closed when it is missing; workspaces are isolated at the database row level; six role templates for the real jobs are seeded into every workspace automatically.

TRANSPARENT, PUBLISHED PRICING

Five tiers with published prices, a genuine free tier to 250 assets, and four regional bands so the price reflects the customer's market. No negotiation is required to find out what it costs.

A FREE TIER THAT IS A REAL EVALUATION

Every feature family appears on the free tier with small but usable quotas, so a prospect can build a real registry, raise a work order and see computed depreciation before anyone signs anything.

ENGINEERING DISCIPLINE YOU CAN ASK ABOUT

Automated dependency and container vulnerability scanning runs before anything is released, the backend carries high automated test coverage, and schema changes ship as proper migrations. These are fair questions for a technical evaluator and we answer them directly.

CAPABILITY LABELLING THAT SURVIVES SCRUTINY

The public comparison pages state where automated discovery, predictive-maintenance scoring, live telemetry, native offline mobile and scan-based audit are unfinished, and where named competitors are ahead.

NAMED ACCOUNTABILITY

One named contact owns partner conversations end to end — Vignesh T.V., vignesh@burdenoff.com, +91-7358445777. There is no queue to route through.

Be straight about this. AssetHandler is a new product. It launched in 2026, has no public reference customers, no published customer stories and no usage figures to quote, and you should not imply otherwise — a prospect who discovers you oversold it will discount

everything else you told them. Several capabilities that appear in the interface are honestly incomplete: automated network discovery records jobs but does not scan, the predictive-maintenance board is built but the scoring engine is not, software licence usage is self-reported rather than discovery-verified, live sensor telemetry and digital-twin simulation are not built, and scan-based physical audit and a native offline mobile app are planned rather than shipped. No independent security certification is held today; work towards recognised attestations is planned rather than complete. What a prospect should weigh instead is what they can inspect themselves: the depth of the registry, the governance posture, the published API, the free tier, and whether the honesty of the labelling matches their experience of the product.

14 Demo Information

You do not need to run a demo. The most useful thing you can do is get the prospect onto the free tier with ten of their own assets, or arrange a call with us. If you do want to walk someone through it yourself, this is the shortest route that lands.

HOW TO GET A DEMO

Anyone can sign up at app.assethandler.com and start on the free tier with no card. For a guided walkthrough built around a specific estate, book a call with Vignesh T.V. using the link below, or email vignesh@burdenoff.com and copy the prospect in.

Runs about Twelve to fifteen minutes for the walkthrough below. A session with our team built around the prospect's estate usually runs thirty minutes.

WHERE TO LOOK

- **Product website** — <https://assethandler.com>
- **Sign up and use it** — <https://app.assethandler.com>
- **Documentation** — <https://docs.assethandler.com>
- **Use-case walkthroughs** — <https://assethandler.com/use-cases>
- **Comparisons against named alternatives** — <https://assethandler.com/vs>
- **Book a 1-1 call with us** — <https://calendly.com/vignesh-burdenoff/1-1>

The walkthrough, in order

1 The asset registry, filtered to one category

This is the list everything else hangs off. One record per asset, with the owner, the location, the status and the condition, and whatever custom fields you need. Your spreadsheets import into this rather than being re-keyed.

2 One asset's detail page

Everything about this machine is on one page — who has it, what it cost, what it is worth now, every repair it has had. Notice that none of this is in a second system.

3 Check-out and check-in

Here is where the registry stays honest. When you hand equipment to someone, that is a record with a due date and a condition, stamped with who did it. When they leave, you know exactly what to collect.

4 A recurring maintenance plan and the due-work preview

This plan runs every ninety days or every five hundred operating hours, whichever comes first. The product tells you what is due, you preview the work, and then you decide to raise it. It does not create work behind your back.

5 A work order moving to completion with its actual cost

One queue, everyone can see it. When you close this with the real cost, that cost lands against the machine — which is what makes the next screen possible.

6 The financial tab: book value and cost of ownership

This is computed, not typed. Purchase cost, useful life, method — and current book value from the same record the technician just updated. Underneath it, what this machine has actually cost to keep running.

7 The configuration item and software licence screens

This is the half that maintenance tools do not have. Your laptops, servers and licences are the same kind of record as the machine we just looked at. One honest caveat: usage here is what you tell it, not an automatic network scan — that part is not built yet.

8 The reports view and an export

When your auditor asks who had what in March, this is where the answer comes from — records captured as they happened, exported on demand, rather than reconstructed after the request.

9 The pricing page

Free to 250 assets, then a flat monthly fee by how many assets you manage. Add every technician you have and the number does not move.

15 Sales Talking Points

Nine sentences that carry weight in a real conversation. Use two or three, not all of them.

Most organisations in this position are paying for two systems and reconciling them by hand.

It reframes the purchase as consolidation rather than new spend, which is the only framing that survives a budget conversation in a tight year.

Your bill is based on how many assets you manage, not how many people touch them.

This is the sharpest commercial difference from the maintenance tools they are comparing us against, and it is easy to verify on the pricing page.

The technician updating the machine and the controller closing the books are looking at the same record.

Names the actual failure mode — operations and finance disagreeing — in a way both people recognise immediately.

Preventive maintenance is proposed, previewed and then raised by a human. Nothing appears in your queue without a decision.

Maintenance managers have been burnt by systems that generate work automatically and flood the backlog. This addresses it before they raise it.

Audit evidence is captured as it happens rather than assembled when it is asked for.

For compliance and finance buyers, the cost being removed is the reconstruction work, not the storage.

There is a free tier to 250 assets with the whole product in it, so evaluating this costs nothing but time.

It removes the procurement blocker entirely and converts a long sales conversation into a short experiment.

The comparison pages say plainly where competitors are ahead of us.

Technical evaluators expect a wall of green ticks. Being handed the exceptions changes how they read everything else.

Your own AI agents can read the estate as the signed-in user, with the same permissions and the same history.

For organisations building internal automation this is a differentiator, and the absence of destructive tools answers the safety question before it is asked.

Governance is not an enterprise upgrade here — role-based access, tenant isolation and history are on every tier including free.

In this market those are routinely gated. It matters most to service providers and to anyone whose security team reviews purchases.

Answer with the concession first where there is one. Every response below is something you can say without being contradicted by the product.

"You are a new product with no customers I can call."

That is true and I am not going to dress it up. What you can do instead is use it yourself: the free tier holds 250 assets with the whole product in it, so you can build a real registry, raise a work order and check the depreciation figure before anyone signs anything. Judge it on what it does in your hands rather than on someone else's reference call.

PROOF · The free tier includes every feature family with smaller quotas, and no card is required to start.

"This is more expensive than the maintenance tool we already use."

Compare the total, not the line item. Per-technician pricing in this market runs into the tens of dollars per person per month, so a fifty-person maintenance team is well into five figures a year before add-ons, and it grows every time you hire. Then add whatever you pay for IT asset tracking and the time spent reconciling the two. Our fee is flat and covers both.

PROOF · Published tiers at \$99, \$399 and \$999 a month by asset band, with unlimited users inside a band.

"Why would we not just stay on ServiceNow, or expand it?"

If your requirement is IT only, stay. Their discovery and licence reconciliation are genuinely better than ours. The question is what happens to your shop-floor equipment, your fleet and your facilities — that needs a second product or a custom build. We converge both in one record without the module negotiation.

PROOF · Their platform has no native maintenance management; physical maintenance requires a separate product or bespoke workflow.

"Our IT team could build this internally."

They could build a registry. What takes the time is everything around it: five depreciation methods, a work-order lifecycle, ITIL incident, change and problem records, licence entitlement arithmetic, role-based permission on every operation, tenant isolation, an audit history and an API. And once built, someone owns it forever. Ask what your team would stop doing to build and maintain that.

PROOF · The domain spans assets, maintenance, work orders, ITIL, finance, configuration items, software entitlements, devices and provenance in one governed model.

"What happens to our data if we leave?"

You take it. The registry, financial summaries, maintenance history and utilisation all export on demand, and the whole surface is a GraphQL API on every tier — including the free one — so you can pull everything programmatically rather than requesting an export from us. There is no tier where your own data is behind a paywall.

PROOF · Export is available across the registry and its history; API access is not gated to higher tiers.

"Are you certified? Our security team will ask for an attestation."

We do not hold an independent certification today and I will not claim one. What exists is the posture: permission decided at the API edge on every operation and failing closed, tenant isolation enforced at the database row level, encryption in transit and at rest, an attributable history of every change, and vulnerability scanning before release. Independent attestation is planned. If your security team needs a certificate on the day of purchase, we are not the right supplier yet.

PROOF · The compliance roadmap names the attestations being pursued and states plainly that none is currently held.

"We need it to discover what is on our network automatically."

It does not do that yet, and this is the honest limit of the IT side. Discovery jobs are recorded with their scope and governed by a quota, but the scanning engine is not built, so the inventory is populated by import and by people. If automated discovery is your primary requirement, a specialist IT tool will serve you better today and the two can coexist.

PROOF · The public comparison pages mark automated discovery as planned and name the competitors that lead on it.

"Our technicians work in places with no signal — we need a native offline app."

The app runs in a phone browser and works well for tag lookup, check-in and check-out and closing work, but a native application with full offline capture is planned rather than shipped. If your crews genuinely work without connectivity for hours at a time, be sceptical of us for that specific crew — several of the maintenance tools you are comparing are ahead here.

PROOF · Native offline mobile is published as planned; competitors with mature offline apps are named in our own comparisons.

"You are a small company. What happens if you disappear?"

A fair question and the honest answer is structural rather than reassuring words. Your data is exportable at any time through the API on every tier, the pricing is published rather than trapped in a bespoke contract, and there is no minimum term on the self-serve tiers. Enterprise contracts can include a dedicated tenant or self-hosting where the risk needs to be reduced further.

PROOF · Self-serve tiers carry no minimum commitment; dedicated tenancy and self-hosting are available under Enterprise contracts.

"The AI features look impressive — how much of that actually works?"

Some of it, and we label the rest. The in-app assistant, runbook recall from the record you are on and the agent tool server are built and working. The predictive-maintenance board is built but the scoring engine behind it is not, and the product would rather show you nothing than an invented risk score. The repair-or-replace decision engine and the overnight watch agent are designed and not built.

PROOF · Each AI capability carries a shipped, in progress or planned status on the public pages, and the predictive board deliberately refuses to fabricate a score.

"Migrating our data will take months."

Cataloguing is the work, and it is real work, but it is also the whole point — nothing else can happen until an asset exists in the registry. Import brings spreadsheets in and deduplicates them, and most rollouts start with cataloguing and then layer maintenance and finance on top. Where the estate is large or the data is messy, we quote a migration engagement rather than pretending it is a button.

PROOF · Bulk import with deduplication ships; paid implementation and migration engagements are published with their scope and price.

"Who supports us when something breaks?"

Support scales with the tier: community on free, email within forty-eight hours on Starter, priority within twenty-four hours on Growth, within eight hours plus a named customer success manager on Business, and a contracted service level on Enterprise. If you are working with us as a partner, you also have a direct line to a named person rather than a queue.

PROOF · Support response targets and service levels are published per tier alongside the prices.

17 Discovery / Qualification Questions

Ten questions that separate a real opportunity from a polite conversation. The answers matter more than the questions — listen for the specifics noted underneath.

ASK THIS	LISTEN FOR
How do you know what you own today — where does that list actually live?	A spreadsheet, several spreadsheets, or a system nobody trusts. If they name a spreadsheet and then hesitate about how current it is, you have an opening. If they name a system they are happy with, ask what it does not cover.
Roughly how many assets are we talking about, and how many sites?	Anything from a few hundred to a hundred thousand is squarely in range. Under 250 means the free tier and no revenue today. Multi-site raises the value sharply because roll-up reporting is where spreadsheets fail hardest.
Who tracks your laptops, servers and software licences — the same team or a different one?	A different team and a different tool is the single strongest signal in this playbook. It means two systems, two costs and a reconciliation problem, which is precisely the gap AssetHandler fills.
When a machine needs fixing, where does that request go?	Messages, email, a shared inbox or 'people just tell Dave'. A named maintenance system means a competitive displacement rather than a greenfield sale — still winnable, but a different conversation.
Is your preventive maintenance running on a schedule, and how do you know if one has slipped?	Hesitation. If nobody can say what is overdue right now, that is the pain. If they have a system telling them, ask whether it also covers their IT estate.
How is depreciation handled today, and does it reconcile with what operations says you have?	A workbook maintained by one person, and an admission that it does not quite reconcile. This is how you bring finance into a conversation that started with maintenance.

What happened at your last audit or stocktake, and how long did it take?

Weeks of work, chasing people, discrepancies discovered late. If audit is regulated in their sector, the value goes up considerably.

How do you currently price your maintenance software — per user, per asset, or a flat fee?

Per user is the answer you want, especially alongside a plan to give more of the workforce access. That is a direct cost comparison you can make on the spot.

Is anyone asking you for automated network discovery or a native offline app for field crews?

A hard yes to either is a disqualifier for now and you should surface it early rather than discover it in a technical evaluation. A 'nice to have' is fine.

If you did nothing about this for another year, what breaks?

A specific event — an audit, a regulator, a failure that stopped production, an acquisition, a system being retired. No answer means no urgency and no budget, whatever the enthusiasm level.

Who would have to agree to a purchase like this, and what is their usual objection?

Whether operations, IT and finance are all in the room. A single-function champion with no finance sponsor is the most common way these stall.

Does your security team need a supplier to hold a current independent certification?

A firm yes means a hard stop today and it is far better to know now. A 'they will want to review the posture' is workable and we answer those questions directly.

18 How to Identify a Good Opportunity

Use this before you spend social capital on an introduction. Two greens and no reds is worth a conversation with us.

STRONG SIGNAL — PURSUE

- They own both physical equipment and a meaningful IT estate, tracked by different teams in different tools
- The asset list is a spreadsheet and someone volunteers, without prompting, that it is out of date
- They pay per technician for maintenance software and want more of the workforce to use it
- An audit, regulator, insurer or acquisition is forcing them to produce asset evidence on a date
- Finance and operations openly disagree about what the organisation owns or what it is worth
- They manage estates for multiple clients and are running one system per client to keep the data apart
- They are already building internal automation and want systems their own agents can read

Introduce us straight away.

WORTH A CONVERSATION

- Real pain, but no event forcing a decision this year — worth registering and revisiting rather than pushing
- A single enthusiastic champion in maintenance or IT with no finance sponsor anywhere in sight
- They recently signed a multi-year contract with a maintenance vendor — the renewal date is your real opportunity
- Under 250 assets, so the free tier covers them; genuinely useful to leave with them, but not revenue yet
- Heavy customisation expectations from a legacy system they are trying to replicate feature for feature
- Interest is driven mainly by the AI capabilities rather than by the registry underneath

Qualify further before an introduction.

POOR FIT — DO NOT CHASE

- The whole requirement is software licence compliance with vendor audit defence — send them to a specialist
- They need automated network discovery to populate the inventory for them; that engine is not built
- Field crews work without connectivity and need native offline capture as a hard requirement
- Security will not proceed without a supplier holding a current independent certification
- The actual problem is warehouse stock and inventory turnover, not owned assets and their lifecycle
- A very large asset-intensive enterprise wanting deep operational-technology integration and a consultant-led programme

Politely park it; suggest another product if one fits.

THE ONE-QUESTION TEST

Ask: 'Who tracks your laptops and software licences, and is it the same team and the same system that tracks your equipment?' If the answer names two teams and two systems, you have found the gap AssetHandler exists to fill. If it is one system they are happy with, or if they own almost no physical equipment, move on.

19 How to Introduce Us

Keep it short and make it about their problem, not our product. Your job is to earn us fifteen minutes, not to sell the platform — introduce us and we will take the technical conversation from there.

IN CONVERSATION

"Say something like: 'You mentioned your asset list is a spreadsheet and your IT kit is tracked somewhere else entirely. There is a product called AssetHandler that puts both into one registry — machines, vehicles, laptops, licences — with maintenance, depreciation and the audit trail on the same record. It is priced by how many assets you manage rather than per technician, and there is a free tier you can try. Shall I introduce you to Vignesh, who runs it? Fifteen minutes, and he will tell you straight if it is not a fit.'"

EMAIL – SUBJECT: ONE REGISTRY FOR YOUR EQUIPMENT AND YOUR IT KIT

Hi [Name],

You mentioned that your asset list lives in spreadsheets and that IT tracks its own kit separately. That split is exactly what AssetHandler is built for: one registry for machines, vehicles, laptops and software licences, with maintenance schedules, work orders, depreciation and an audit trail hanging off the same record.

Two things I thought would interest you. It is priced by how many assets you manage rather than per technician, so giving your field team access costs nothing extra. And there is a free tier up to 250 assets, so you can test it against your own data before committing to anything.

Would you like an introduction to Vignesh T.V., who runs it? He is at vignesh@burdenoff.com and takes calls at <https://calendly.com/vignesh-burdenoff/1-1>. Happy to make the introduction if it is useful.

Best,

[Your name]

SHORT MESSAGE / LINKEDIN

Short message: 'Given what you said about tracking equipment in spreadsheets while IT runs its own inventory — worth a look at AssetHandler (assethandler.com). One registry for both, with maintenance and depreciation on the same record, priced by asset count rather than per user. Free up to 250 assets. Happy to introduce you to the person who runs it if it is relevant.'

WARM THREE-WAY INTRODUCTION

The best version is a three-way email: one paragraph on the prospect's situation in your own words, one line on why you thought of us, and then hand over. Copy vignesh@burdenoff.com and say what you have already told them, so we do not repeat your pitch back at them or contradict it. If you have registered the opportunity with us, mention that in the same message so attribution is unambiguous from the first exchange.

Please do not: Do not claim customers, usage figures, savings percentages or named references — there are none to claim, and being caught out costs you the account; Do not present automated network discovery, predictive-maintenance scoring, live sensor telemetry, scan-based audit or native offline mobile as available today; Do not quote a price by converting the dollar figure into another currency — regional bands exist and we will quote from the customer's own market; Do not promise an integration, a compliance certification, a discount or a timeline; every one of those needs written confirmation from us first; Do not send the prospect a technical comparison you have written yourself — point them at the public comparison pages, which we keep honest and current

20 Lead Handoff Process

The handover is deliberately light. Register the opportunity first so attribution is clear, send us five things, and we will run the technical conversation and keep you informed at each stage.

1 Register the opportunity before the first meeting

Email vignesh@burdenoff.com with the company name, the contact and a line on the situation. Registration is what starts commission eligibility, and an approved registration is protected for ninety days with one further ninety-day extension available where there is active progress. There is no retrospective registration, so do this before procurement or any active sales conversation begins.

2 Make the introduction

A three-way email or a calendar invite, whichever suits the relationship. Include what you have already told them about AssetHandler so we build on your framing rather than cutting across it.

3 We qualify and demonstrate

We take a discovery call, walk through the product against their estate, and tell you honestly if it is not a fit rather than dragging the opportunity along. If they should buy something else, we will say so.

4 We scope and quote

We size the tier against their asset count, quote from their own regional market, and scope any migration, integration setup or implementation work separately. All pricing, discounting and contract terms are approved by us before anything reaches the customer.

5 You stay informed, and paid

We keep you updated at each stage. Commission is calculated on collected net revenue and paid fifteen days after revenue is realised, in the currency set out in your partner agreement.

6 Optional: stay involved after the sale

If you want a renewal or implementation role, agree it up front — renewal commission requires an approved renewal or customer-success role, and implementation work you contract directly with the customer stays yours.

SEND US THIS — IT IS ALL WE NEED

- Company name, the contact's name, role and email, and the country they will be billed in
- Roughly how many assets they manage and how many sites
- What they use today for maintenance, for IT assets and for fixed-asset depreciation — and which of those they are unhappy with
- What is forcing the timing: an audit, a regulator, a renewal date, a failure, an acquisition, or nothing in particular
- Who else has to agree, especially whether finance is involved
- Anything you have already promised or implied, so we do not contradict you
- Whether you want an introduction only, or to stay in the conversation

WHAT HAPPENS NEXT, AND WHEN

We acknowledge a registered opportunity within one working day and aim to have the first prospect conversation booked within five. If we cannot pursue it, we will tell you why within the same week rather than letting it go quiet.

Deal registration: Registration is by email to vignesh@burdenoff.com before procurement or active sales engagement starts. An approved registration protects the opportunity for ninety days, extendable once by a further ninety where there is demonstrable progress. Where we already had an active opportunity with that account, commission does not apply unless you open a new buying centre or materially expand the scope. Where two partners claim the same account, the first approved registration with a real contribution takes priority and any split needs written approval.

21 Partner / Referral Commercials

Partners are paid on collected net revenue rather than list price, so the figure follows what the customer actually pays in their own market. Rates rise with the depth of your contribution: an introduction earns least, an implementation partner who delivers the rollout earns most, and an approved reseller owns the commercial relationship at a margin. Register first — commission eligibility starts at registration, never retrospectively.

PROGRAMME	YOUR ROLE	FIRST-YEAR	RENEWAL / ADD-ONS
Referral Partner	Registered introduction, no sales ownership	10% of first-year collected net subscription	0% unless separately approved · 3% of first-year collected net add-ons, capped at \$10,000
Asset-Management Consulting Partner	Introduction plus advisory and evaluation support	12% of first-year collected net subscription	0–3% where active in the success plan · 3% of first-year collected net add-ons, capped at \$15,000
Implementation Partner	Introduction plus rollout, migration, integration or training delivery	15% of first-year collected net subscription	3–5% where active in the renewal success plan · 5% of first-year collected net add-ons, capped at \$25,000
Authorised Reseller	Approved resale of AssetHandler with first-line commercial ownership in a region or account	Up to 15% reseller margin on the approved quote	Up to 8% where the account stays active and supported · Up to 5% on dedicated tenant or managed services, only where approved
Managed Service Provider or Strategic Partner	Operates AssetHandler for end customers, or brings a bundled offering and repeat pipeline; either way the product is offered under the AssetHandler name	Custom wholesale or managed-service terms	Custom · Custom

THE RULES THAT MATTER

- Register the opportunity before procurement or active sales engagement begins. Approved registration is protected for ninety days, extendable once by ninety days where there is active progress. There is no retrospective registration.
- Commission is calculated on collected net revenue — excluding tax, refunds, chargebacks, credits, payment fees, customer-owned cloud costs and the customer's own AI provider costs.
- Regional pricing is the customer's normal market price, not a discount, and does not reduce eligibility. Additional discounts, credits and coupons do reduce the commissionable amount.
- Larger deals carry an extra incentive on first-year net subscription: 1% on \$100,000–\$249,999 capped at \$2,500, 2% on \$250,000–\$499,999 capped at \$7,500, and 3% above \$500,000 capped at \$25,000 — all subject to registration before engagement and an approved quote.
- Dedicated tenant, self-hosted, air-gapped and managed-service items carry lower approved rates because of the delivery effort involved, and must be approved in the quote.
- Marketplace and content-publisher revenue is not partner-commissionable; it follows a separate publisher programme. Partner and affiliate rewards do not stack on the same customer.
- We approve every quote, discount and contract term before it reaches a customer. Never promise a feature, a compliance status, a discount or a timeline without written approval from us.
- Refunds, chargebacks and customer credits reverse or reduce commission, deducted from future payouts where already paid.

GETTING PAID

Commission is paid fifteen days after revenue is successfully realised, once settlement, refund, cancellation, fraud, tax and payout-document checks have cleared — not on signature and not on total contract value. Multi-year deals pay as the customer's cash is collected unless the partner agreement says otherwise. Payment is in the currency named in your partner agreement, converted at the accounting or payment-processor rate where the customer pays locally. You are responsible for your own invoices, tax forms and local compliance; we withhold and report where law requires it.

These are the standard AssetHandler partner programme terms and are provided for guidance. The terms that bind are those in your signed partner agreement and the quote we issue to the customer. Rates, caps and eligibility can vary by deal, region and approved quote.

22 Contact Information

YOUR CONTACT

Vignesh T.V.
vignesh@burdenoff.com
+91-7358445777

BOOK A 1-1 CALL

<https://calendly.com/vignesh-burdenoff/1-1>

Use this for anything — qualification, pricing, a joint call with your prospect, or a live demo.

EVERY BURDENOFF PRODUCT

<https://burdenoff.com/products>

If AssetHandler is not the right fit, the answer may well be on that page.

WHICH CHANNEL FOR WHAT

- **A live opportunity** — email with the handoff details in section 20, and copy the phone number in if it is time-sensitive.
- **A question you cannot answer** — book the 1-1 call; it is usually faster than email.
- **A prospect who wants to meet us** — send them the calendly link directly, or ask for a joint call.

23 Useful Links & Sales Assets

ASSET	WHERE	WHAT IT IS FOR
AssetHandler website	https://asethandler.com	Positioning, features, use cases and pricing — the public claim, and the safest thing to send a prospect first
Sign up and use it	https://app.asethandler.com	Free tier to 250 assets, no card. The single most effective thing to put in front of a sceptical evaluator
Documentation	https://docs.asethandler.com	Product guides and API reference for technical evaluators
Pricing	https://asethandler.com/pricing	Published tiers and what scales between them. Regional pricing means the customer's market price may differ — quote through us
Use-case walkthroughs	https://asethandler.com/use-cases	Scenario-by-scenario stories by role and category, with the honest status of each capability stated in each one
Comparisons against named alternatives	https://asethandler.com/vs	Head-to-head pages that state where competitors are ahead. Send this rather than writing your own comparison
Security approach	https://asethandler.com/security	How access, isolation, encryption and history work — for the security questionnaire conversation
Services and implementation	https://asethandler.com/services	Migration, integration setup, training and managed-operations engagements, which are quoted separately from the subscription
Book a 1-1 call	https://calendly.com/vignesh-burdenoff/1-1	Direct to Vignesh T.V. Use it for prospect calls and for your own questions
Email Vignesh T.V.	mailto:vignesh@burdenoff.com	Deal registration, introductions and anything needing written approval. Phone: +91-7358445777
All Burdenoff products	https://burdenoff.com/products	The wider product family, in case an account has a need outside asset management

WHAT YOU CAN SHARE, AND WITH WHOM

- Share freely in public: the website, the documentation, the pricing page, the comparison pages and the use-case walkthroughs. All of it is written to be quoted and is kept current.
- Share with a named prospect only: this playbook, the tier-by-tier limits, add-on prices and the implementation and migration prices. They are for a qualified conversation, not for a public post or a mass mailing.
- Never share: the partner commission rates, deal-registration status, another customer's details, or anything in your own commercial arrangement with us.
- Needs our written approval first: any comparison document you write yourself, any use of the AssetHandler name or logo in your own marketing, any claim about compliance certification, any quoted price outside the published tiers, and any commitment to a delivery date or a feature.
- Always current, never cached: quote prices and capability status from the website at the time you speak, not from an older copy of this document. Where the website and this playbook disagree, the website is right.

24 Product Mockups — Complete Visual Appendix

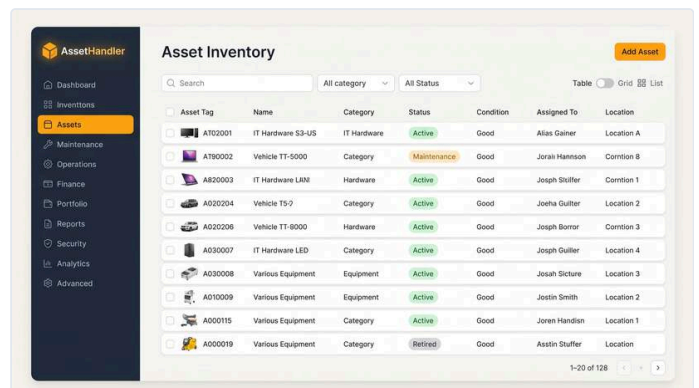
62 SCREENS

Every screen in the AssetHandler design set — 62 in total, none omitted. Use these to show a prospect what the product looks like before a live demo.

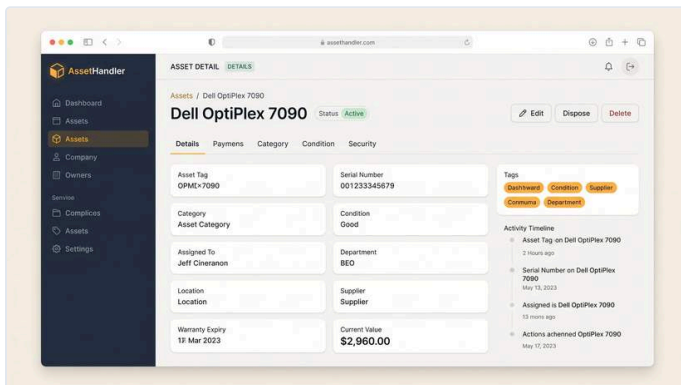
PRODUCT SCREENS • 40 SCREENS



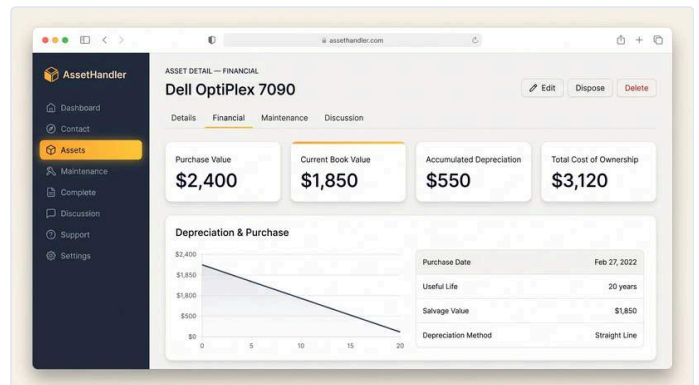
001 Ah 01 Dashboard



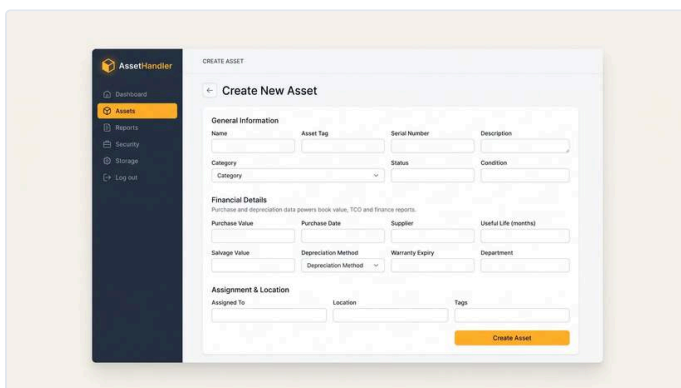
002 Ah 02 Asset Inventory



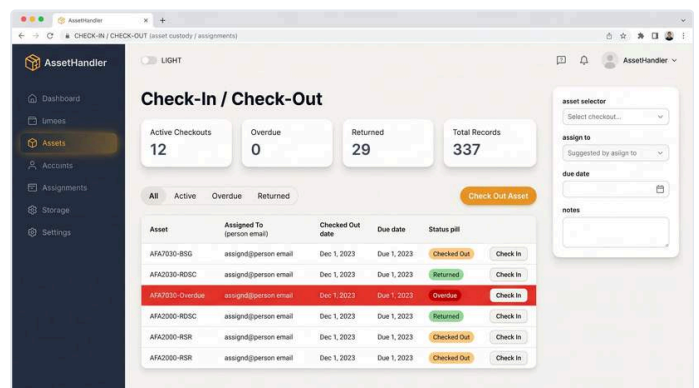
003 Ah 03 Asset Detail



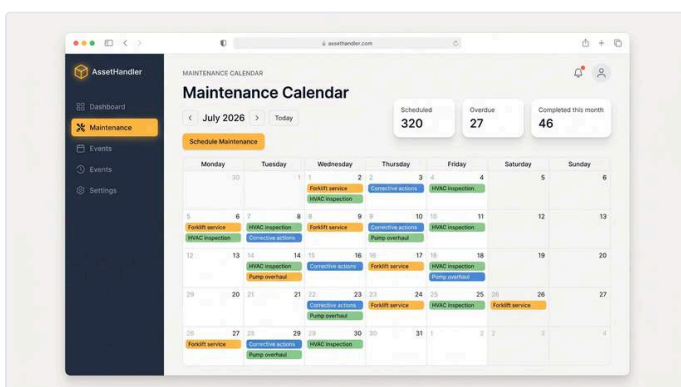
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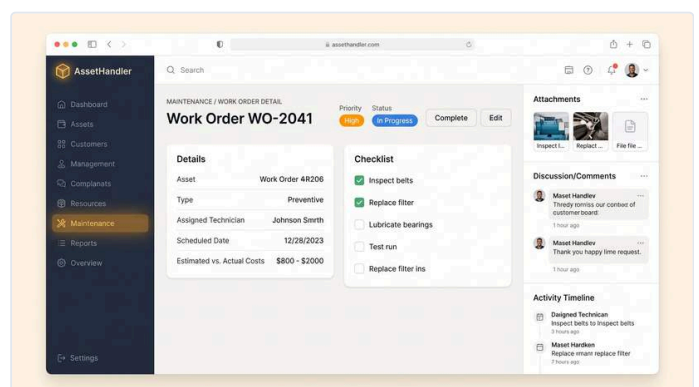
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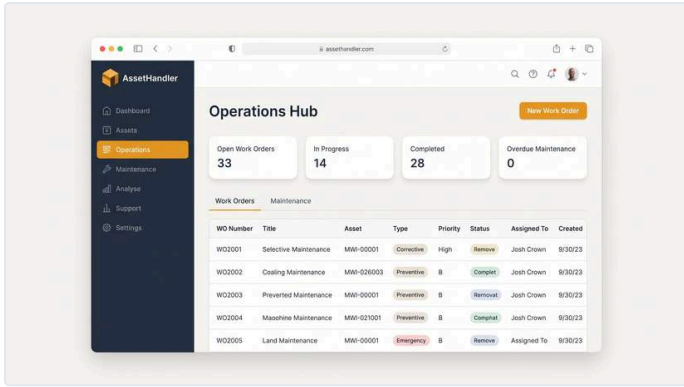
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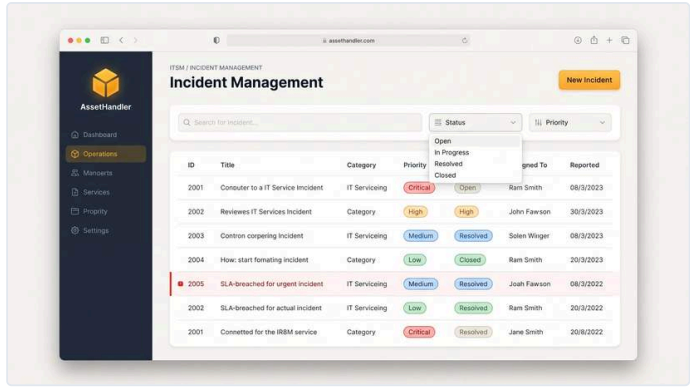
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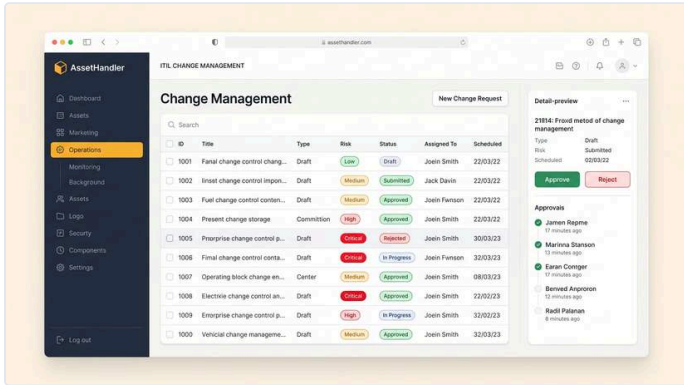
008 Ah 08 Work Order Detail



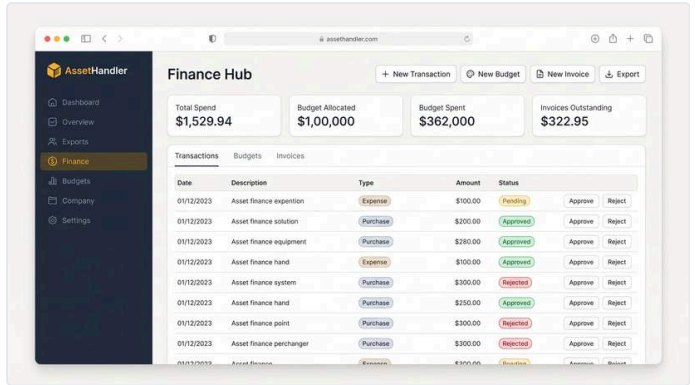
009 Ah 09 Operations Hub



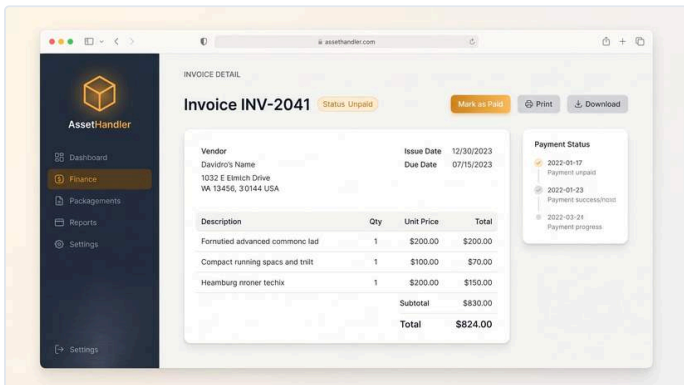
010 Ah 10 Itil Incidents



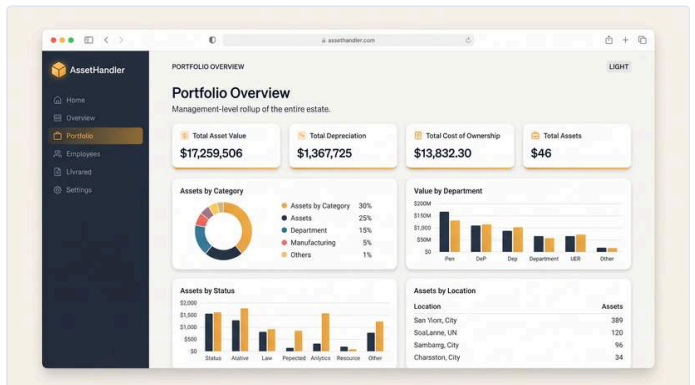
011 Ah 11 Itil Change Management



012 Ah 12 Finance Hub



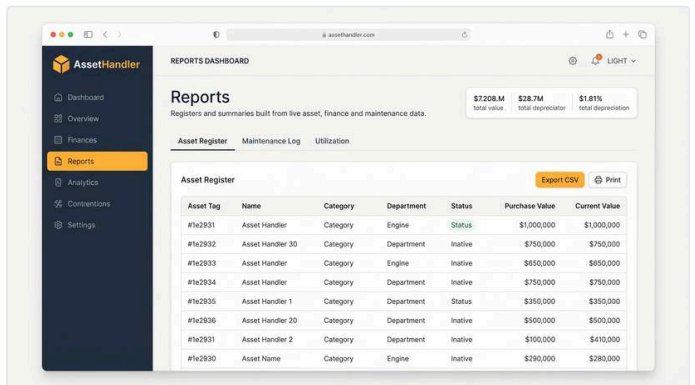
013 Ah 13 Invoice Detail



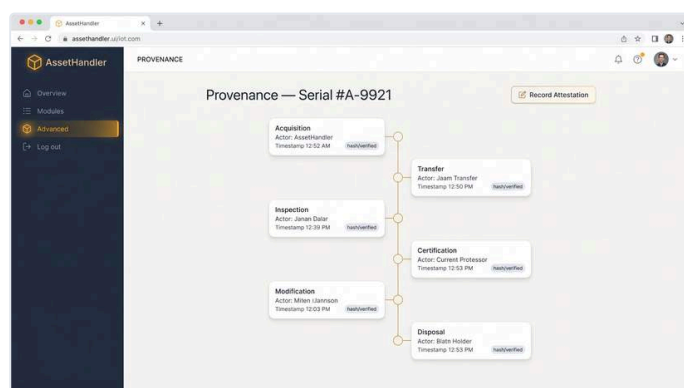
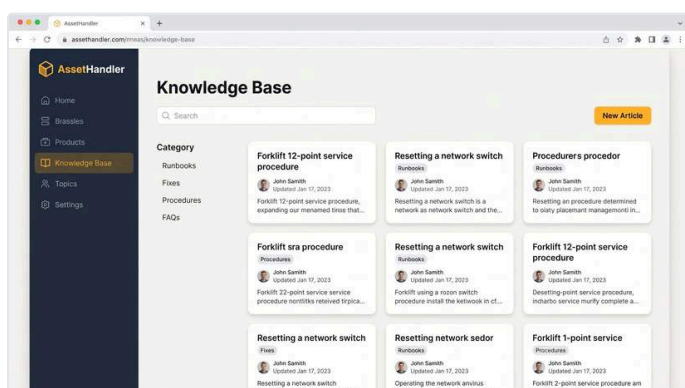
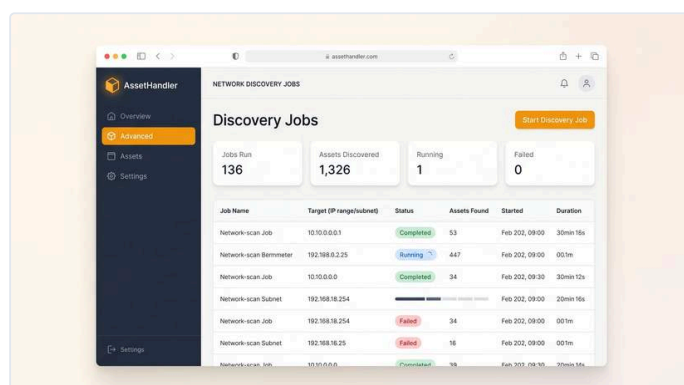
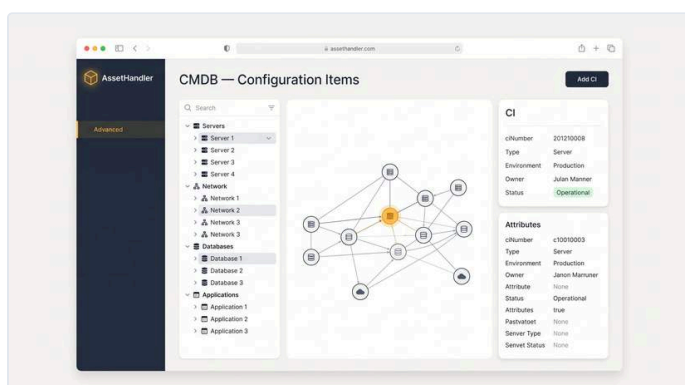
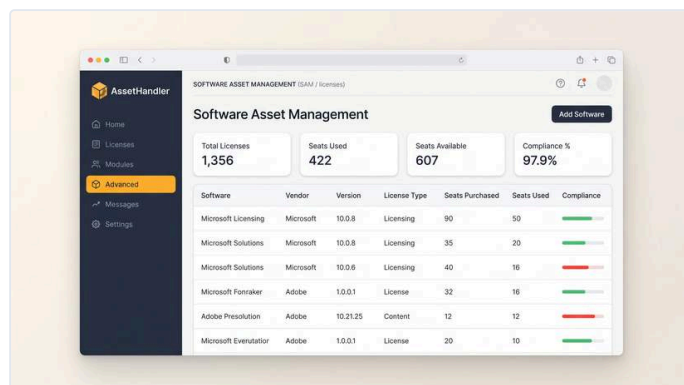
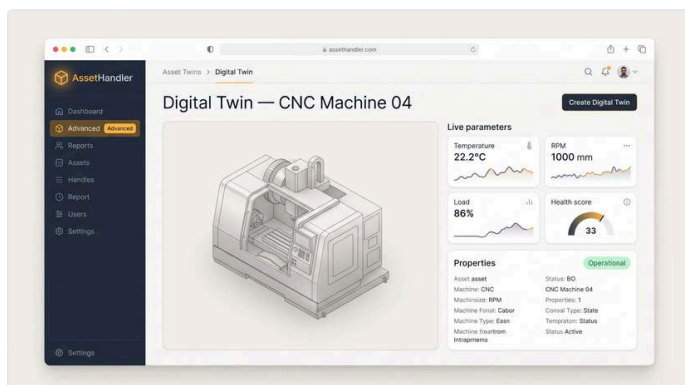
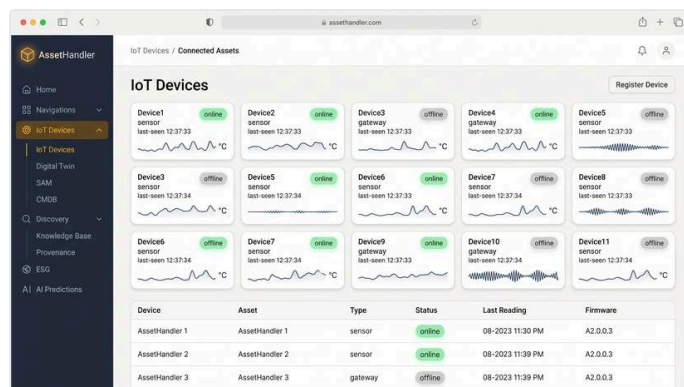
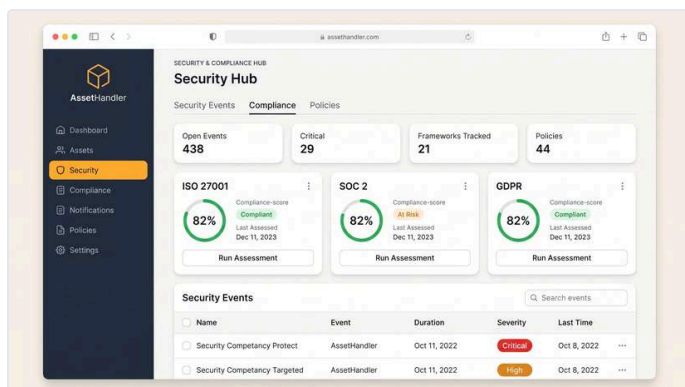
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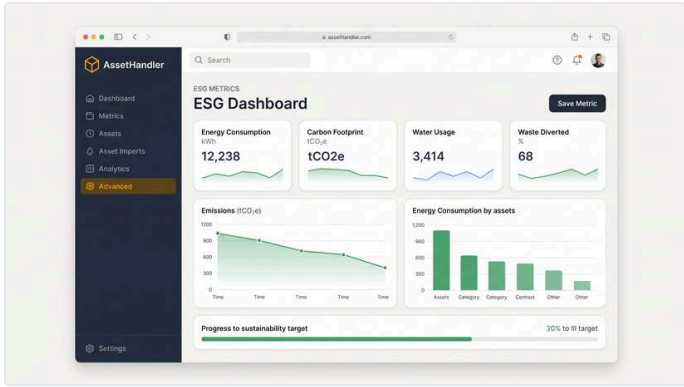


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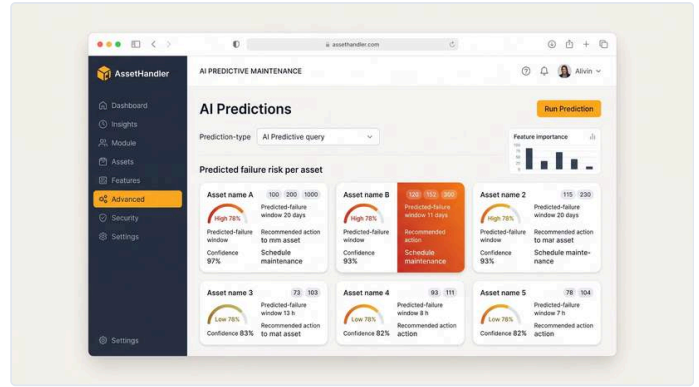


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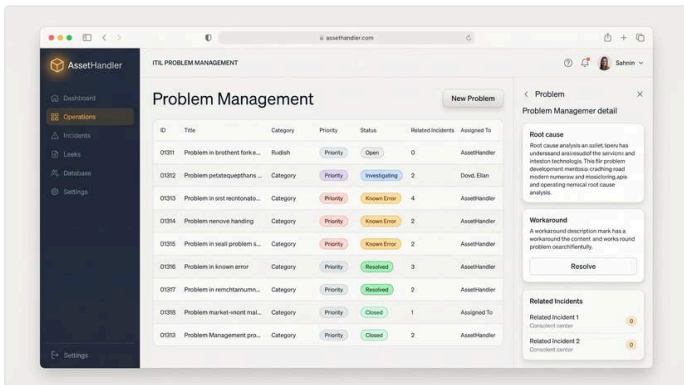




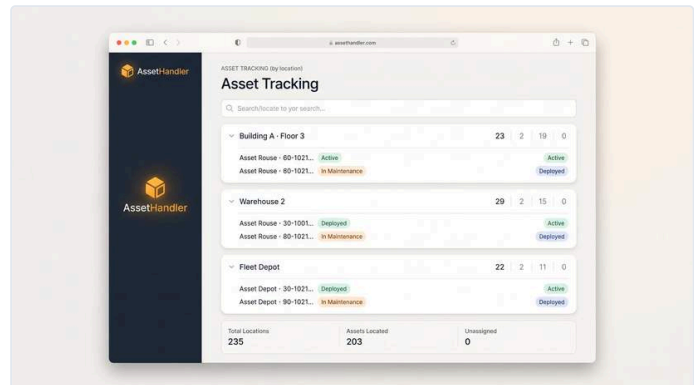
025 Ah 25 Esg Dashboard



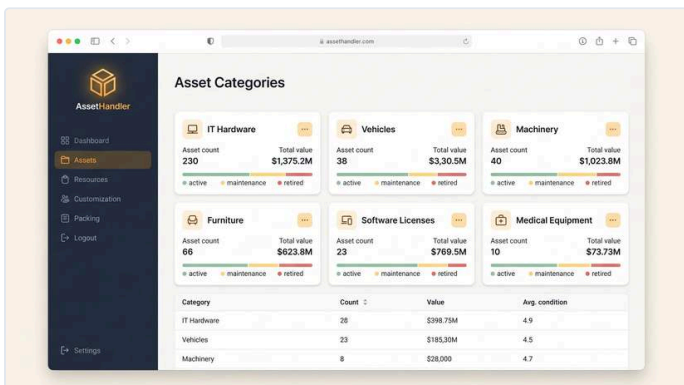
026 Ah 26 AI Predictions



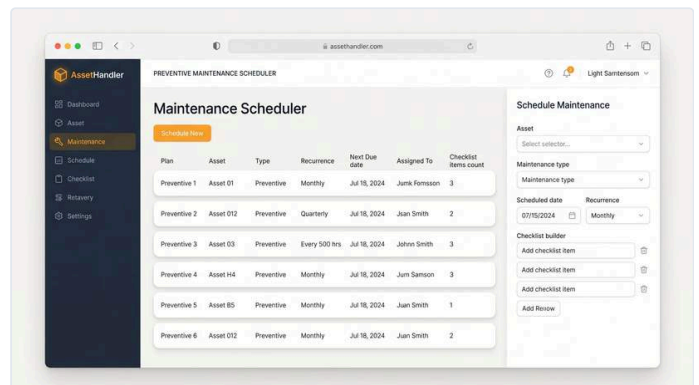
027 Ah 27 Itil Problems



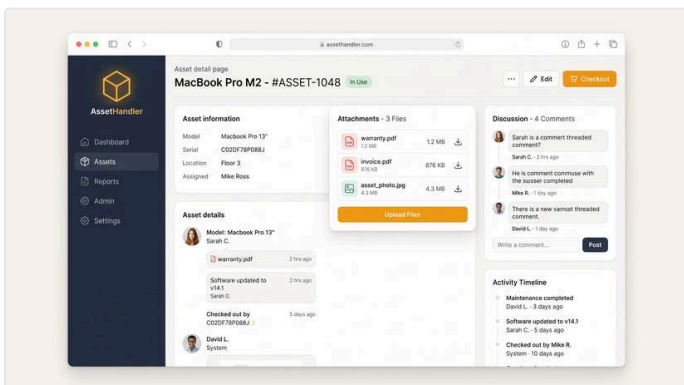
028 Ah 28 Asset Tracking



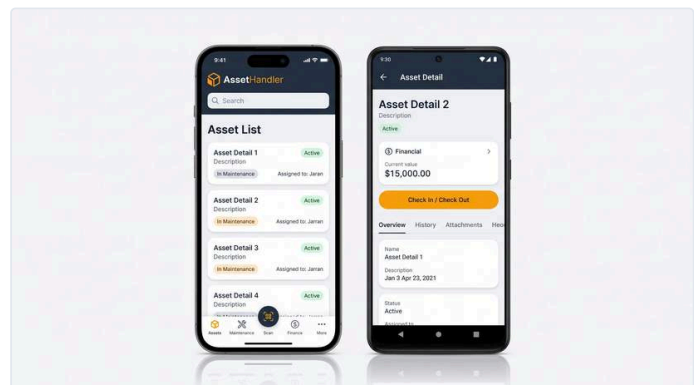
029 Ah 29 Asset Categories



030 Ah 30 Maintenance Scheduler



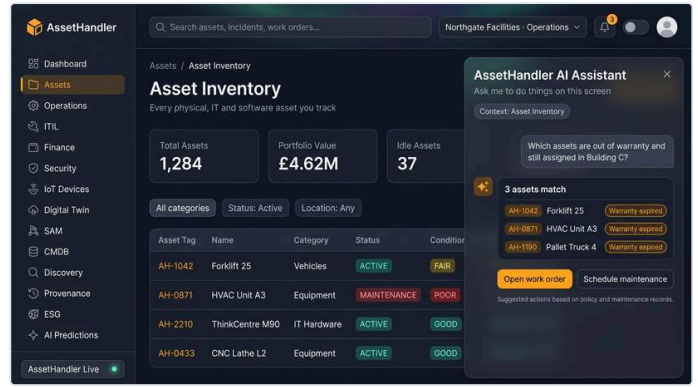
031 Ah 31 Attachments Comments Activity



032 Ah 32 Mobile App



033 Ah 33 Dashboard Dark



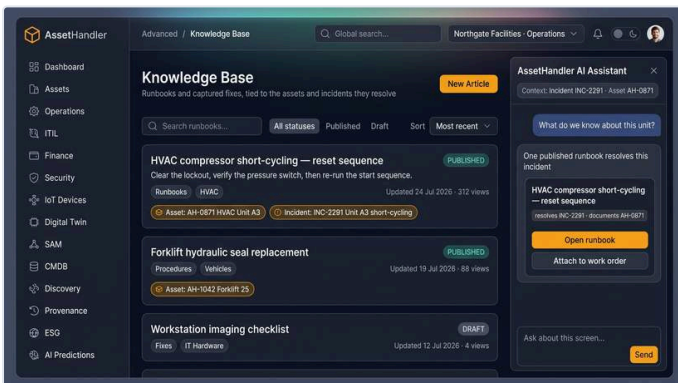
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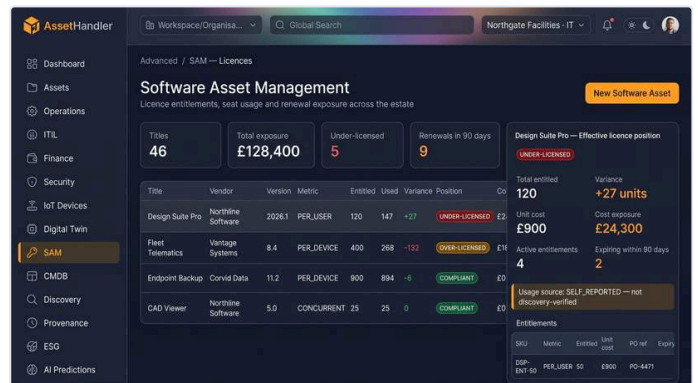
035 Ah 35 AI Predictive Triage



036 Ah 36 AI Repair Replace Decision



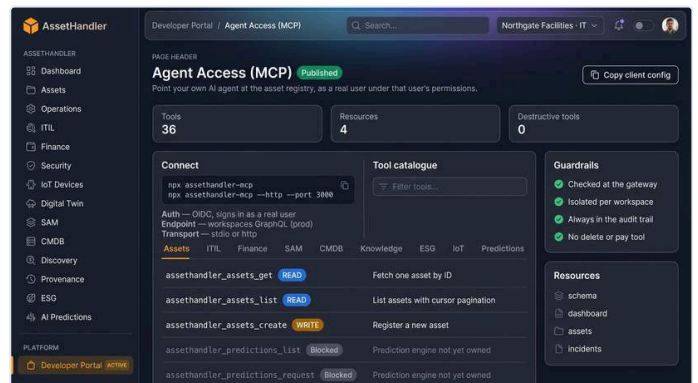
037 Ah 37 AI Runbook Recall



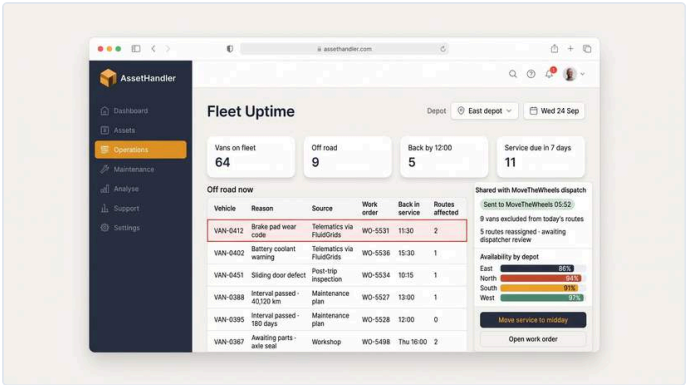
038 Ah 38 AI Licence Position Copilot



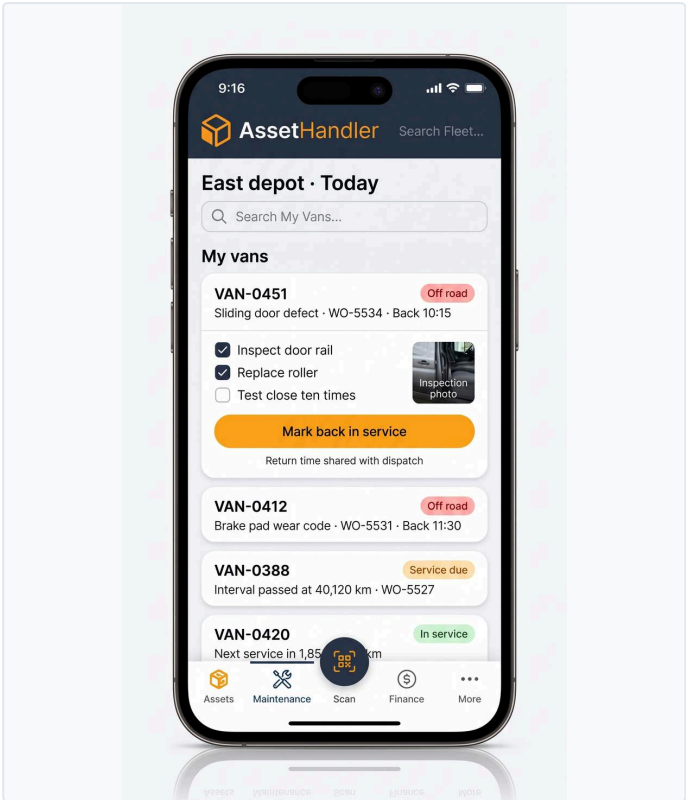
039 Ah 39 AI Nightly Asset Watch



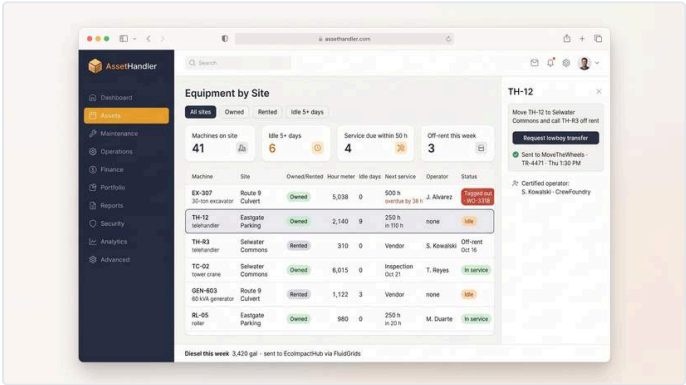
040 Ah 40 AI Agent MCP Surface



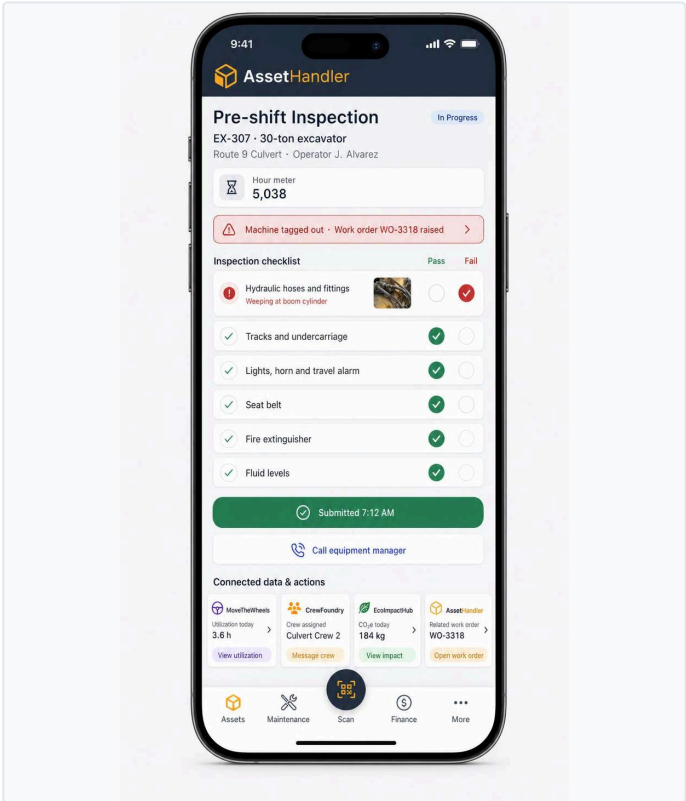
041 Fleet Vehicle Uptime Board 1 Depot Uptime Board



042 Fleet Vehicle Uptime Board 2 Depot Technician Van Lis

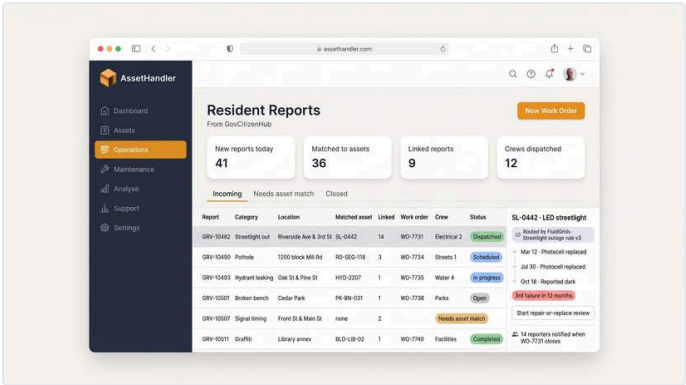


043 Jobsite Equipment Utilization Board 1 Equipment By Site

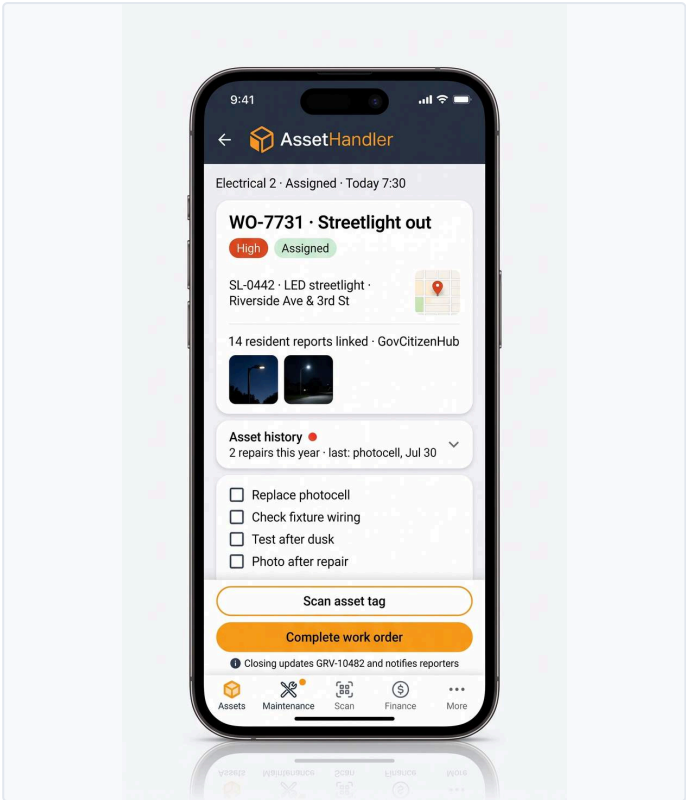


044 Jobsite Equipment Utilization Board 2 Operator Pre Shift Inspe

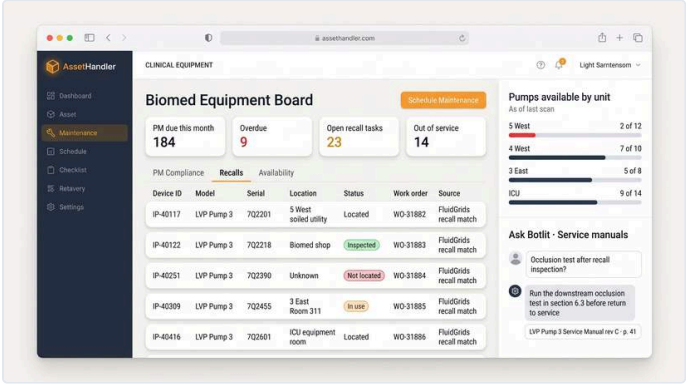




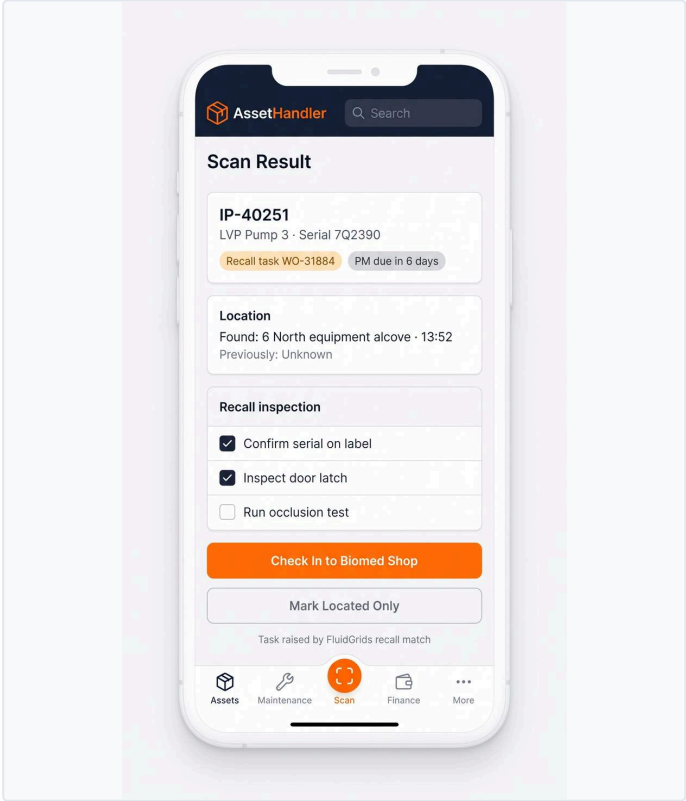
048 Municipal Grievance Work Order Dispatch 1 Resident Report Dispatch



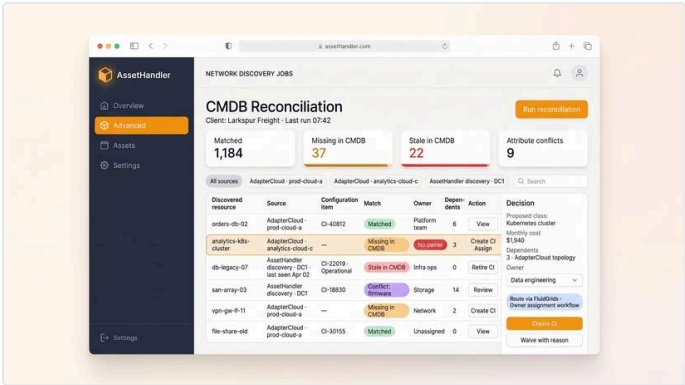
049 Municipal Grievance Work Order Dispatch 2 Crew Work Order



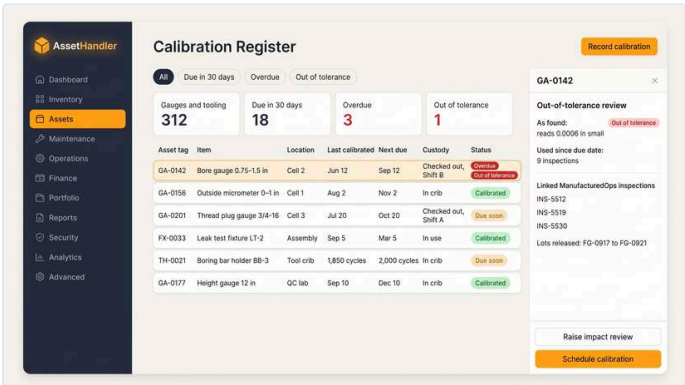
050 Medical Equipment Pm And Recall Board 1 Biomed Equipment Board



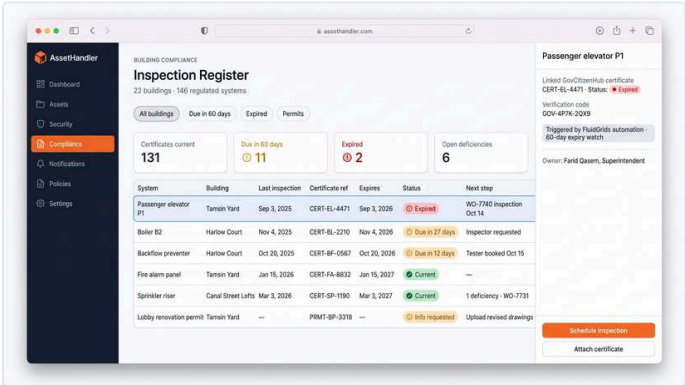
051 Medical Equipment Pm And Recall Board 2 Scan A Recalled Pump



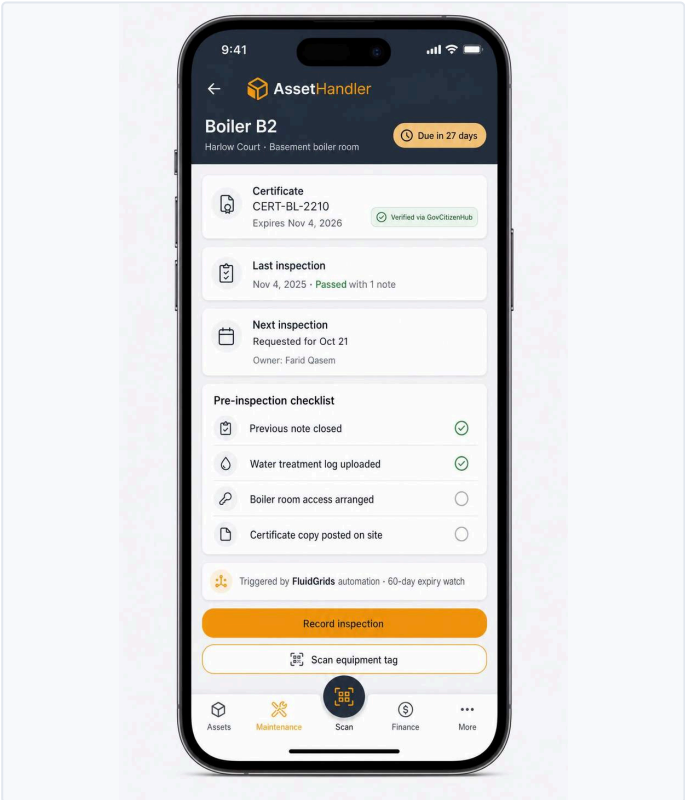
052 Cmdb Cloud Reconciliation Queue 1 Reconciliation Queue



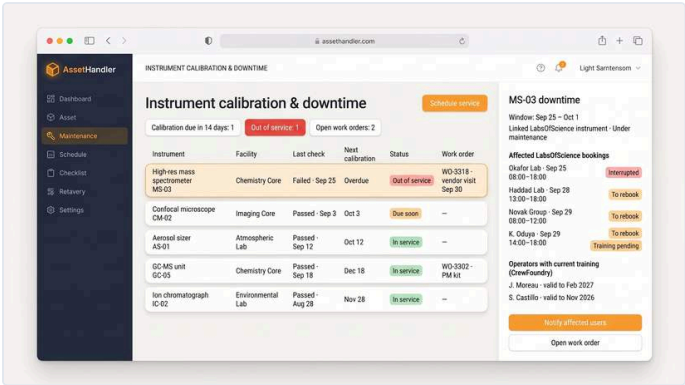
053 Gauge And Tooling Calibration Register 1 Calibration Register



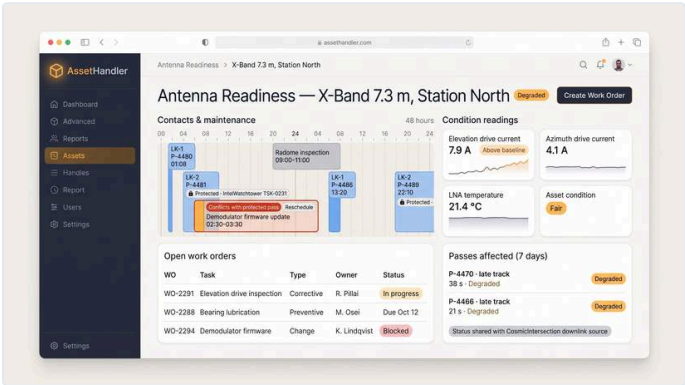
054 Building Compliance Inspection Register 1 Portfolio Inspection Reg



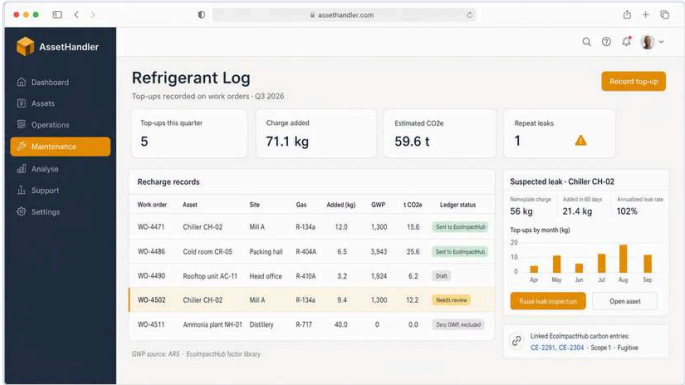
055 Building Compliance Inspection Register 2 Superintendent At The Bo



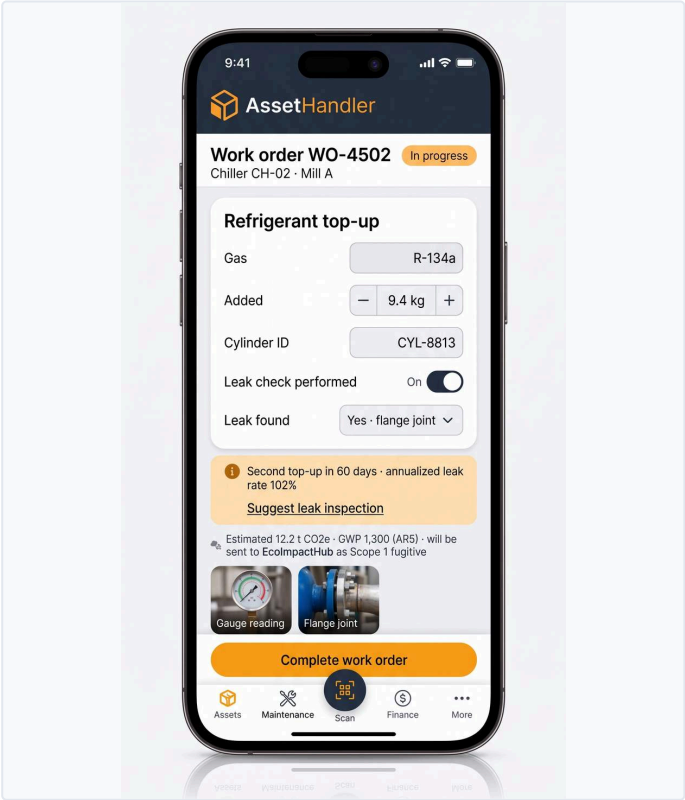
056 Lab Instrument Calibration And Downtime Board 1 Calibration And Downtime



057 Ground Station Antenna Readiness Board 1 Antenna Readiness



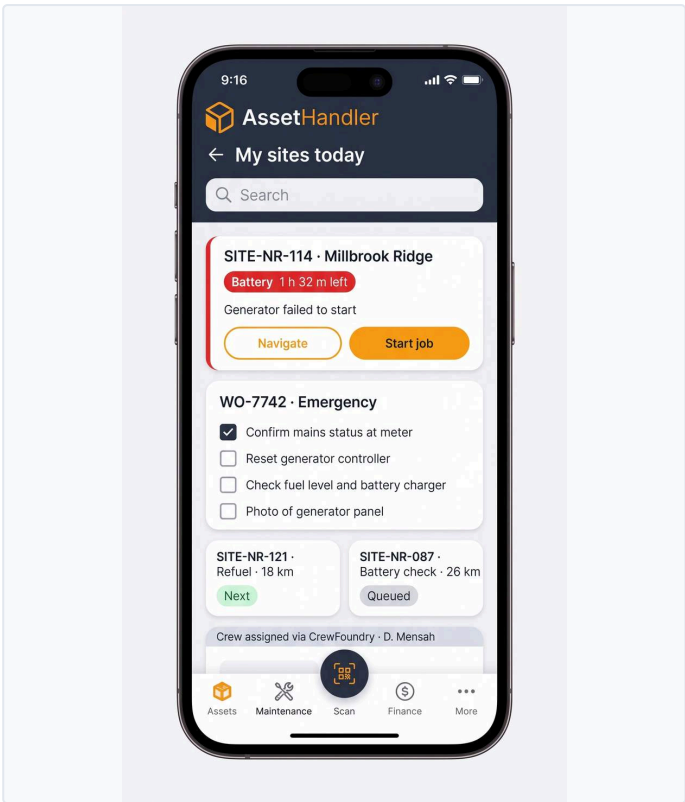
058 Refrigerant Fugitive Emissions Log 1 Refrigerant Log



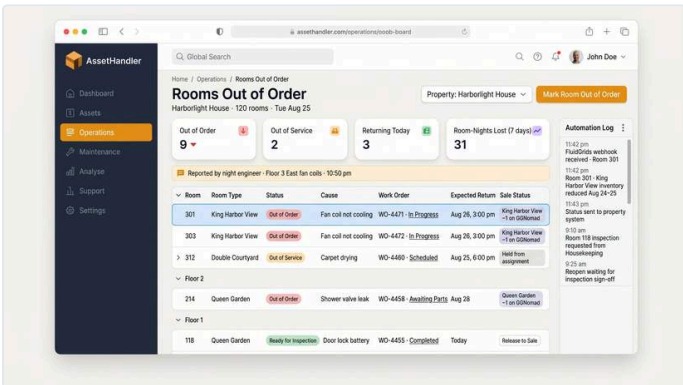
059 Refrigerant Fugitive Emissions Log 2 Technician Top Up Entry



060 Cell Site Power And Battery Watch 1 Site Power Watch Board



061 Cell Site Power And Battery Watch 2 Technician Site List On



062 Hotel Room Out Of Order Board 1 Out Of Order Board



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