



Equipment and Tools Management

Reimagine asset management to increase **Productivity** and **Efficiency**



BearingPoint

BearingPoint is a thriving management and technology consultancy firm with a strong European base and global reach, built on a legacy of consulting excellence and innovation. Headquartered in Amsterdam, it operates in over 24 countries with around 6,200 employees. The company is structured into three main business units, each providing a unique set of services and solutions to address various business needs:

I. Products unit delivers IP-driven digital assets and managed services for critical business processes. One of our flagship solutions is **ETM.next**, which is designed to streamline and enhance equipment and fleet-related operations with cutting-edge technology.

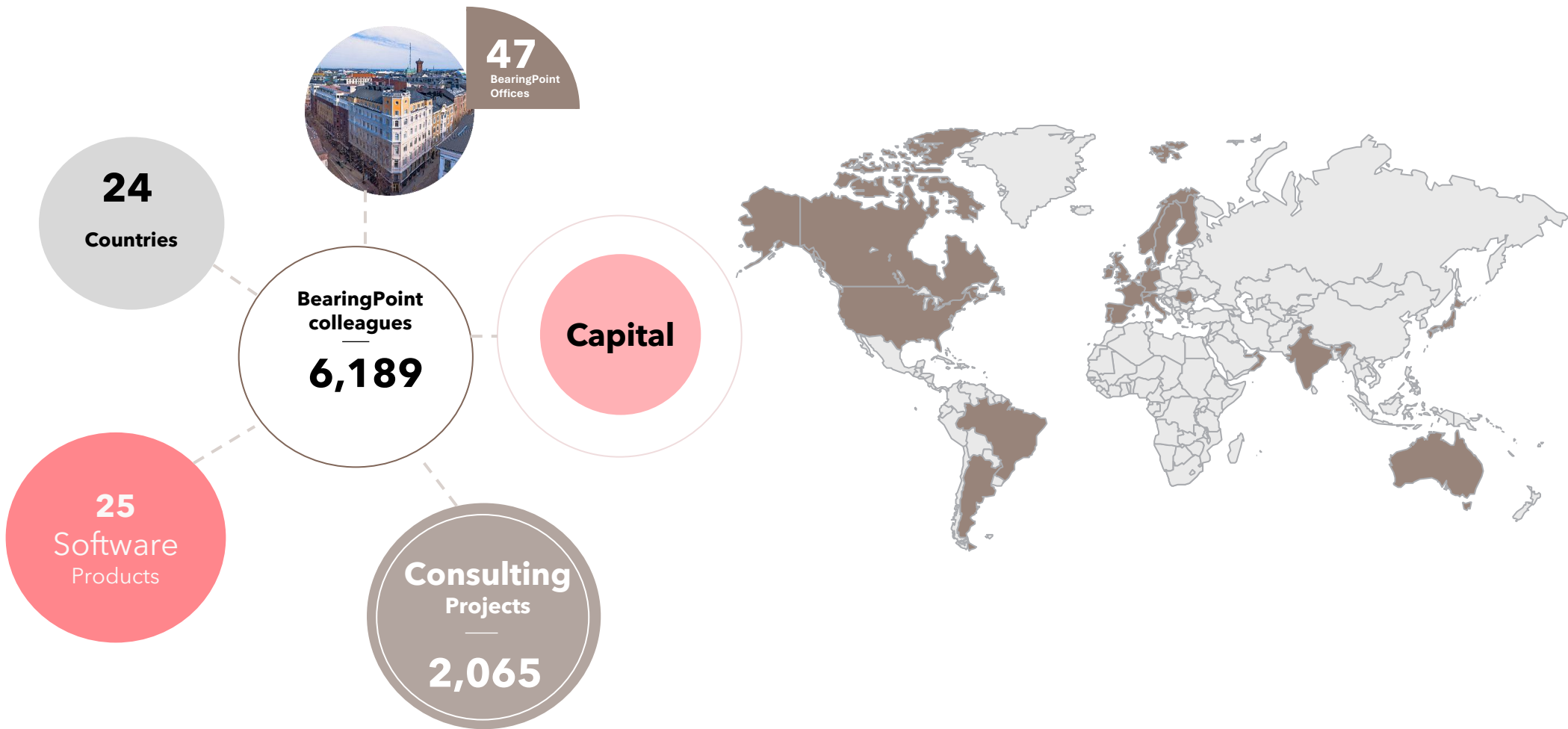
II. Consulting - offering strategic and operational advisory services across industries.

II. Capital unit - provides M&A and transaction services.

Originally part of KPMG Consulting, BearingPoint became independent in the early 2000s and restructured into a partnership model in 2009. Today, it supports clients in sectors like Oil & Gas, Construction & Engineering, Automotive, Finance, Healthcare, Public Services, and more, with a strong focus on **innovation and sustainability**.

Global Reach, Proven Impact

Since 2008, BearingPoint has grown to become Europe’s foremost independent, B-Corp certified consultancy, built on a legacy of over 100 years of experience.



Business Card Capabilities



Equipment lifecycle management



Integrated asset health & security



IoT-enabled operational intelligence



Dynamic lease & rent optimization



AI predictive maintenance

BearingPoint Segment

Construction

Offerings

- Cloud-based control for all assets
- Real-time equipment tracking
- Instant status updates anywhere
- Centralized management made simple
- Seamless integration with IoT
- Predictive maintenance forecasting
- Smart alerts when it matters
- Secure access from any device
- AI-powered support
- Innovative lease & rent model
- Data-driven decisions on demand

Assets / Products

ETM.next | Lease & Rent | Emissions Calculator

Benchmarking digital services | Inventory navigator

Virtual process experience | Data Quality Navigator

Global business template toolkit | SWARM | BeMind

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Clients



End-to-End Rental Process



Request



Planning



Contract



Issue / Return
(logistics)



Billing
(cost allocation)

Selected Supportive Modules & Functionalities



**Maintenance,
Inspections
& Compliance**



**IoT
Telematics**



Mobile App



Track & Trace



Reporting



External Rental



**Warehouse
Management**



**External Inspection
Forms**

ETM.next - Functional coverage of fleet, equipment & tools end-to-end processes

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Master Data Management

- Fleet, Equipment & Tools
- Asset information & Data Management
- Bundles
- Configuration
- History on logbooks

Operations Management

- Yard management
- Locations
- Warehouse, Storage
- Inventory Management
- Fleet Operations

Finance

- Financial View
- Billing
- Asset Management
- Cost Controlling & Allocation
- Quoting & Contracting

Resource Tracking & Condition

- States
- Statuses
- Counters
- Telematics
- Performance Information

Logistic Processes & Management

- Handovers
- Geolocation
- Scanning
- Mobile App.
- Transport & States Management
- Check Lists

Inspection, Safety & Compliance

- Safety & Compliance
- Check-Lists
- Task Management
- Documentation
- Certificates

Planning

- Planning Resources
- Requesting
- Availability
- Utilization
- Multi-Yards Planning
- Picture-Guided Catalogue

Actions & Analytics

- Sites, Projects, Containers
- Inventory
- Project View
- Track & Trace
- Activity Overview

Workshop & Maintenance

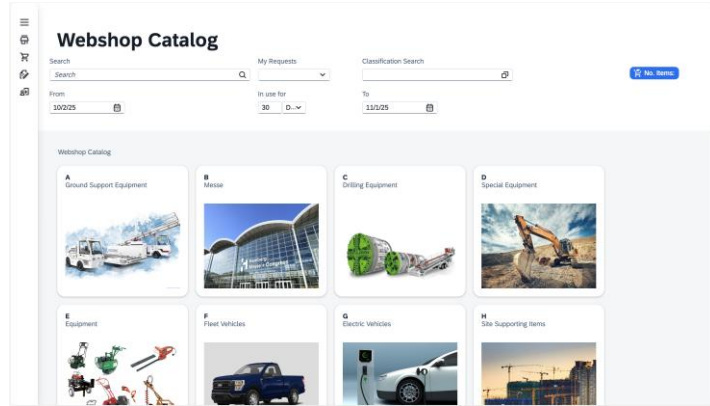
- Maintenance Preventive, Curative
- Repairs
- Assembly & Disassembly
- On-Site Preparations
- Workshop Management
- Spare Parts Management

Resource Life Cycle 360° dashboard

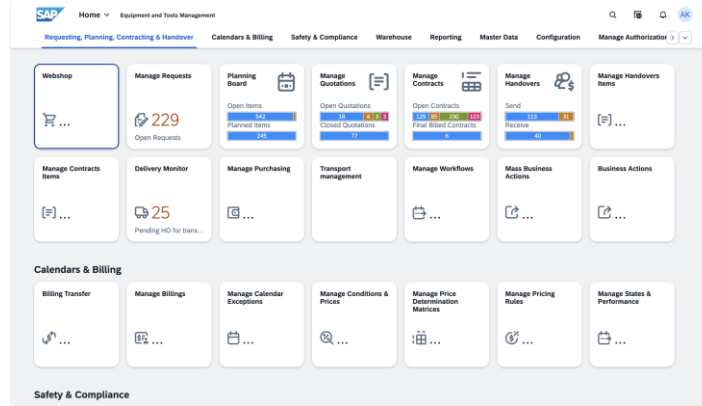
Innovative technology, Adaptive Usage, Superior User Experience

Functional highlights

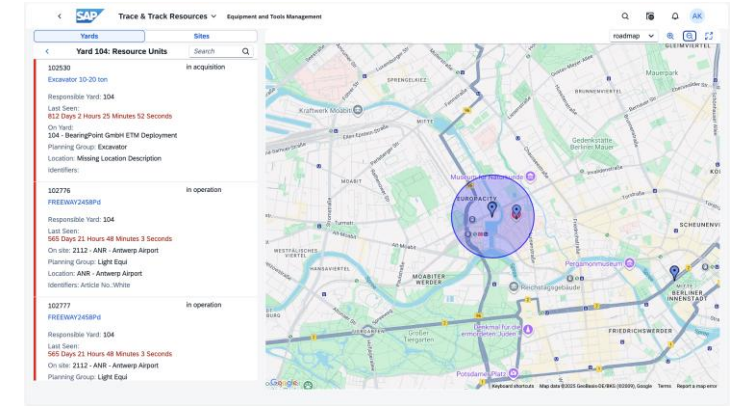
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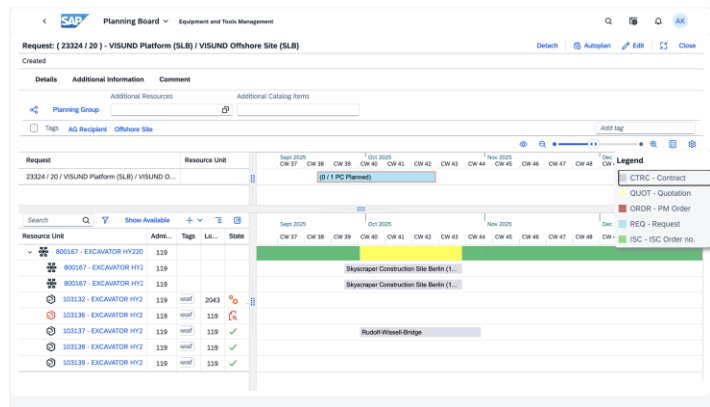
Picture-guided Catalogue
for easy, intuitive requesting



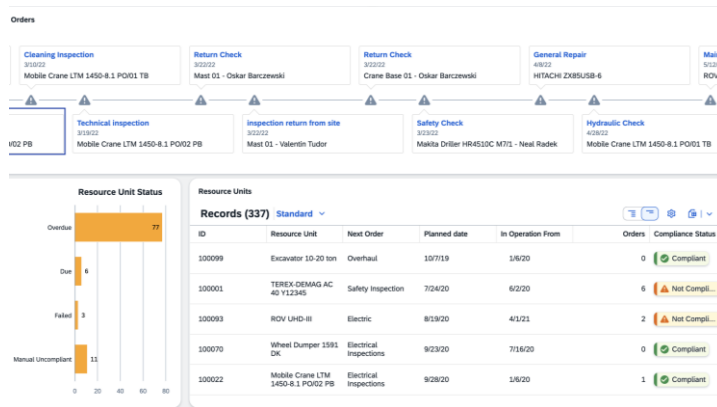
Modern, Fiori-based User Interface



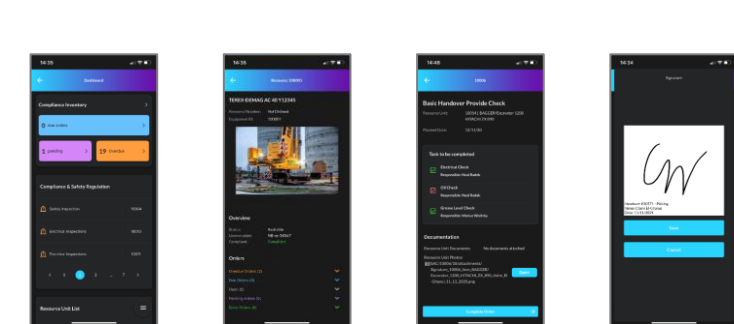
IoT & Telematic Integration
oil usage, operating hours control and more



Comprehensive planning board for superior user comfort



Maintenance, Inspections, Safety & Compliance



Mobile App for iOS and Android devices
Offline work, e-signature, scanning, photo, maintenance tasks

Why ETM.next

Key strengths

Strong Operational efficiency & productivity gains

Across multiple client cases and product materials, ETM.next delivers:

- ✓ reduced downtime & maintenance costs
- ✓ optimized resource allocation
- ✓ improved delivery times
- ✓ streamlined equipment logistics (handover-to-return)

Its integrated maintenance planning and proactive service scheduling increase reliability and uptime.

Real-time transparency and tracking

Customers choose ETM.next for powerful tracking features, including:

- ✓ real-time equipment location
- ✓ telematics & IoT integration (AEMP 2.0, VisionLink, KOMTRAX, etc.)
- ✓ compliance status & inspection reminders

This provides a single source of truth across sites and fleets.

Usage optimization. Tangible cost savings

ETM.next analyses usage data to:

- ✓ identify underutilized assets
- ✓ prevent unnecessary rentals
- ✓ reduce equipment hoarding
- ✓ optimize fleet and tool allocation

This results in measurable ROI improvements.

Why ETM.next

Key strengths

End-to-end lifecycle management for equipment, fleet & tools

- ✓ ETM.next covers all critical processes:
- ✓ requesting, planning, dispatching
- ✓ handover & logistics
- ✓ maintenance, inspections, safety & compliance
- ✓ billing, cost allocation, settlement
- ✓ returns and utilization tracking

Comprehensive rental & billing capabilities

Companies choose ETM.next because it supports:

- ✓ performance-based & time-based billing
- ✓ accurate internal cost allocation
- ✓ configurable pricing and rates
- ✓ automated billing simulations and transfers

This is especially crucial for construction, energy, utilities, and large rental operations.

Modern user-friendly experience

- ✓ a native Mobile App for logistics and maintenance
- ✓ scanning, photos, pairing, digital signature
- ✓ full offline capability (offshore, remote, underground scenarios)

Why ETM.next

Key strengths

Safety, compliance and inspection management

- ✓ ETM.next enables:
- ✓ digital inspections
- ✓ compliance schedules
- ✓ automated reminders
- ✓ full audit readiness

Regulatory compliance and on-site safety are repeatedly identified as core reasons customers choose the solution.

Backed by strong vendor expertise and market reputation

- ✓ chosen by companies as a go-to solution for Equipment, Fleet and Tools management
- ✓ continuous updates and innovation
- ✓ consulting expertise for equipment & fleet processes
- ✓ 24/7 operation and a secure managed cloud

Why BearingPoint



Unique know-how & experience

We combine deep expertise in asset lifecycle management and IoT-driven business models with proven SAP S/4HANA transformation experience. ETM.next enables predictive maintenance, usage-based billing, and automated compliance workflows, ensuring measurable efficiency gains and faster ROI for equipment-intensive businesses.



Great multi-country Roll-out-experience

With ETM.next's modular architecture, we have successfully deployed global Equipment-as-a-Service (EaaS) solutions across 40+ countries, supporting complex rollouts for multinational organizations. Our approach ensures scalable IoT connectivity and local regulatory compliance, reducing risk and accelerating adoption.



Best fitting Global Industry References

ETM.next powers leading OEMs and asset-heavy industries with IoT-enabled asset tracking, subscription-based models, and predictive analytics. From construction fleet optimization to smart leasing in automotive, our platform delivers quantifiable impact—up to 30% downtime reduction and 20% cost savings.



Future-Proof Solution

Our commitment is to deliver a future-ready platform that adapts to evolving business models and regulatory requirements. ETM.next's modular architecture, IoT integration, and predictive analytics ensure scalability and compliance across global operations. This flexibility protects your investment and enables continuous innovation, making your equipment management strategy resilient for the long term.



Global Footprint with "Locals for Locals"

Our organisation and partnerships combine BearingPoint's consulting expertise and ETM.next SaaS portfolio with KPN's secure IoT connectivity, delivering localized implementations with global scalability. Thousands of experts ensure native language support and industry-specific knowledge for every region.

1. Request

Create your own catalogue and enable users to request it via **Webshop Catalogue** or **Mobile App**.

Key Features



Individual catalogue structure

Personalised and efficient organisation of products/resources



Media enhanced catalogue

With PDFs, links, pictures, prices and technical specifications



Requests via mobile app

Option to create a request on a tablet or a native smartphone application



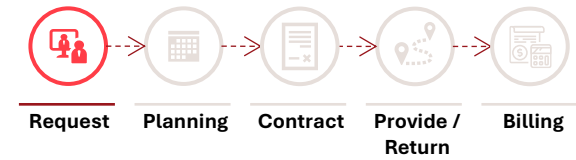
Requestor dashboard

Real-time updates on requests: status, allocated resource, location, etc. improve transparency

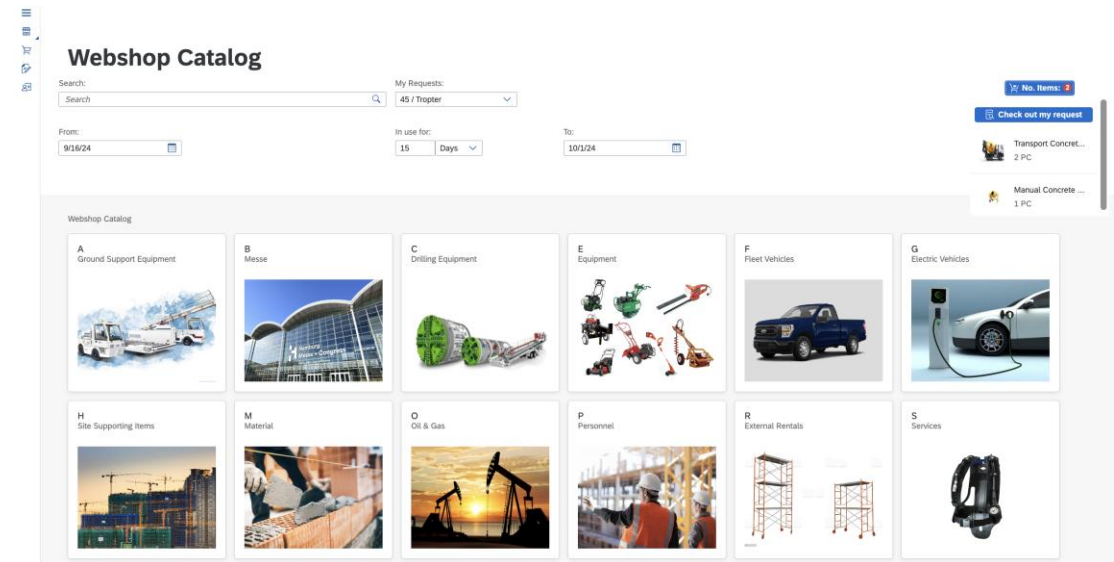


Automatic shortage recognition

Instant inventory check and identification of shortages



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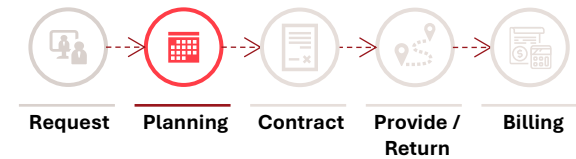


Configuration Options

1. Display catalogue depending on requestor's access.
2. Optional approval flow
3. Notification: *Request Submitted*
4. Print-outs

2. Planning

Discover resource availability and execute planning of your requests in **Drag&Drop planning board**.



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Key Features



Comprehensive planning view

See all planning entries: planned and ongoing rentals, inspections, PM orders in one place



Automatic planning mode

Save time with automatic planning and manually intervene only on strategic planning of critical assets



Dual-level plan

Plan on group level to book quantity in mid-term and replan on item level shortly before rental



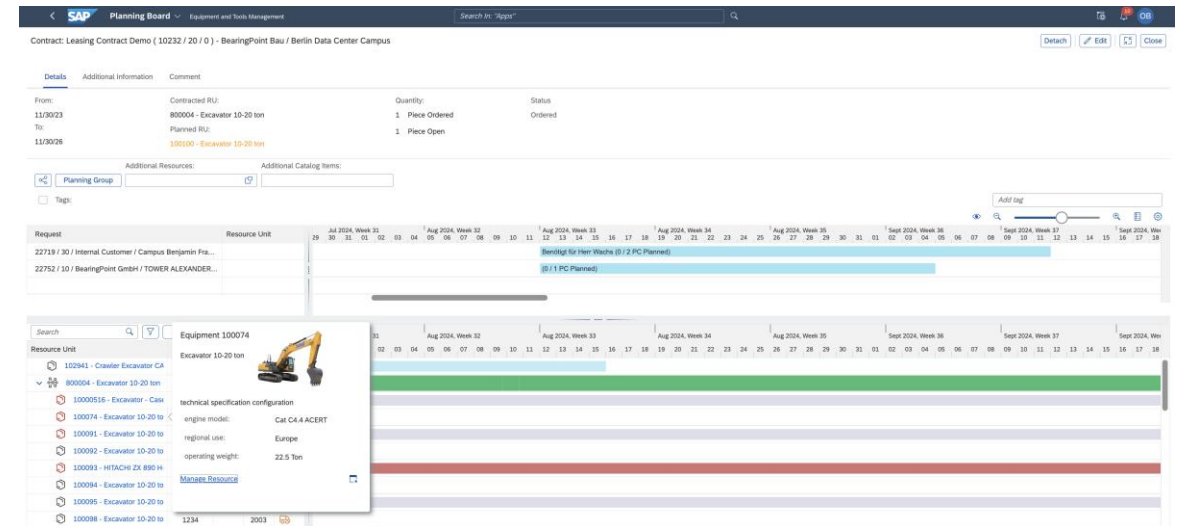
Easy rescheduling and extension

Reschedule and extend planned and ongoing rentals for one or multiple items at the same time



Trigger purchasing in SAP

Identify the missing resource and initiate the purchasing process directly from ETM.next in SAP

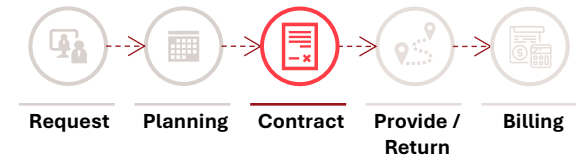


Configuration Options

1. Enable/disable automatic planning
2. Extensible logic of the automatic planning
3. Display equipment detailed information like location, compliance status, current state, technical classification

3. Contract

Setup frame contracts to cover the project needs both internally and for the Joint Ventures with **flexible pricing**



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Key Features



Project/contract dashboard

See all planned, ongoing and past rentals plus full costs overview



Custom pricing procedures

Expand the pricing procedure with charges like transport costs, rental charges, repair costs, late returns etc.



Items billing types

Combine time-based (daily fees), performance based (hours or km rate) and one-time sales (price per unit)



Simulate and analyse pricing

Simulate rental price output for any contract and make changes if required



Contract billing types

Utilize intra- and intercompany, external and joint venture billing

Configuration Options

1. Custom Pricing Determination Procedures
2. Pricing Rules Determination (how a resource will be billed) on item level
3. Multiple cost allocation options

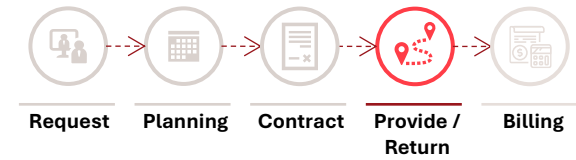
Contract Item Billing: 10366/00/0

Pricing procedure: Time based standard Pricing Date: 8/27/24

Step	Status	Condition	Description	Base Bill Condition	Calculation	Next Step on Found	Next Step on Not Found	Base Counter
> 10	●	DISP	Special price					
> 15	●	DISD	Special discount	DISP	Percent (DiscountValue)			
> 20	●	GRPE	Group	DISP	Total	110		
> 50	●	DICP	Catalog price					
> 55	●	DIDS	Catalog price discount	DICP	Percent (BaseValue - Discount)			
> 60	●	DIRP	Catalog repair price	DIDS	Total			
> 100	●	PC05	Performance Price - lubricant					
> 110	●	PC06	Performance Price - fuel					
> 150	●	INSR	Insurance					
> 180	●	SAPR	Material					
> 205	●	LOTS	Service - Co-Payment					
> 210	●	RNTP	Rental penalty - late return					
> 220	●	SCPR	Total Damage					

4a. Handover Outbound (provide)

Pick and execute the handover of the correct resources in the **mobile application** or through the main UI



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Key Features



Action-enabled rentals dashboards

Real-time overview of planned and running rentals with one click creation of handovers (shipping documents)



Distribute and enhance handovers

Assign handover to an employee and add delivery information



Tag scanning and resource pictures

Gain efficiency by scanning RFIDs or QR-codes and recording pictures during handover with the mobile app



Compliance check and equipment suggestion

Automatic compliance checking at handover execution with recommendation of the most compliant resource



Document flow

Track every step of the delivery process and enhance it with pictures, digital signatures and attachments

Configuration Options

1. One-Step / Two-Steps Handovers
2. Quick direct delivery (emergency cases, backpack)
3. Compliance check
4. Delivery creation into SAP (optional)

Handover items

Instructions

This handover has no instructions.

Documents

Forms Document for Handover 30783-10

Photos Add

Documents Add

(1/1) Item selected

Please select the handover items you want to pick

100052 Electric Forklift

Status Picked

State in operation

Quantity 1/1 PCS

Scan Confirm

Handover items

Documents

DMW-SUV-Demo_800023_1.png

Signature Handover Issuing: 30855-Back

Signature

Handover #30855 - Receiving

Name: Andrey Kashirskiy

Date: 23/09/2025

Confirm receiving

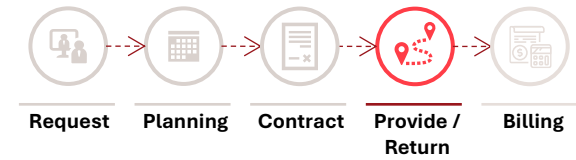
Cancel

Quantity 1/1 PCS

Scan Confirm

4b. Handover Inbound (return)

Complete **one or two step** handover in the mobile application and **initiate the inspections** in a single action



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Key Features



Generate automatic inspections

Save time and let ETM.next create automatic return inspections and record the condition of the resources



Custom bins in return section

Create bins in return section and assign returned resources to easy locate them



Put away strategy

Assign default bins to your equipment so that your employee knows where to store resources



Jobsite overview

Get insights into your ongoing and future rentals and trigger actions like request return



Document flow

Track every step of the delivery process and enhance it with pictures, digital signatures and attachments

Configuration Options

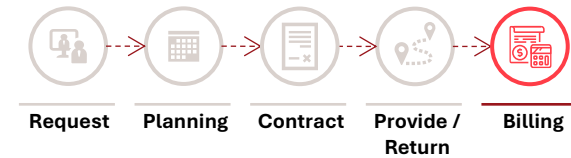
1. Automatic triggering of inspections orders
2. Automatic assignment of default bins
3. One-Step / Two-Steps Handovers

The screenshot shows the 'Manage Handovers' screen in the SAP mobile app. The title bar indicates 'Return from site - Picking' with a reference number '31956'. Below the title bar, there are fields for 'Pick/Issue Date' (19/04/2024), 'Due Date' (4/5/24), 'Status' (return (prepared)), and 'One Step' (Yes). The main content area is divided into 'Executable Items (3)' and 'Completed/Cancelled Items (0)'. The 'Executable Items' table lists three items with columns for Item, Resource Unit, Contract/Item/Sub-Item, Counters, Quantity, Picked Quantity, Available Quantity, Picked RU, Receiving State, Condition, and Loc. The 'Attachments (2)' section at the bottom shows two image attachments related to the equipment.

Item	Resource Unit	Contract/Item/Sub-Item	Counters	Quantity	Picked Quantity	Available Quantity	Picked RU	Receiving State	Condition	Loc
102801 - Vollmaske X-plore 6530 R...	102801	10267200	1 PC	1 PC	1 PC	102801	available	N/A	Ruc	
102803 - Lungenautomat PSS-A	102803	10267300	1 PC	1 PC	1 PC	102803	available	N/A	Ruc	
600305 - Dräger X-plore 8000 Helme	600305	10267100	1 PC	1 PC	1 PC	600305	Receiving State	N/A		

5. Billing (cost allocation)

Complete **one or two step** handover in the mobile application and **initiate the inspections** in one go



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Key Features



Billing Types

Utilize intra- and intercompany, external and joint venture billing



Billing calendar and state changes

Introduce changes to the billing calendar to indicate state changes or non-operational days



Bulk billing run simulation

Simulations for all outstanding contracts and option to implement corrections if necessary



Billing confirmation & printout

Share billing simulation via email for customer confirmation before final execution



Automatic billing in SAP

Confirmed billing runs are transferred to SAP for execution, and the process logs are created

Configuration Options

1. Automatic triggering of billing simulation
2. Automatic transfer of billing runs to SAP

Manage Billings - Equipment and Tools Management

Billing Run Items for 10362 on 6/30/24

Item/Sub-Item	Resource Unit	Billing Amount	Status	Message
100	10001016 - BOBCAT 51635510	137.02 EUR	return (received)	
200	200086 - M20 x 50mm Plain Hexagon Bolts (DIN 931)	- EUR	return (prepared)	
300	102638 - Excavator - Case CX210 C	2,905.92 EUR	return (prepared)	
400	100084 - Floodlight Mast Hybrid	746.97 EUR	return (received)	
500	100089 - Telescopic Platform ZT15.120	112.77 EUR	return (prepared)	

Business Confirm

Campus Benjamin Franklin - Medical University Berlin Charité 10362

Bill Date: 6/30/24
Transport times billed: No
Total Billing Amount: 3,902.68 EUR
Already Billed Amount: 9,804.50 EUR

Site: Campus Benjamin Franklin - Medical University Berlin Charité
Yard: Yard Michendorf - A10 BearingPoint Construction
Customer: Internal Customer

Header Conditions

Condition Type	Description	State	Price	per Quantity	Calc. Usage	Billed Quantity	Billing Amount	Already Billed Amount
No data								

Item Detail

Item/Sub-Item	Resource Unit	Calculation Base	Quantity
300	102638	PB (work days)	1'00 PC

Status

Status	Billing Type	Hours	Item Billing Amount	Already Billed Amount
return (prepared)	PB - performance based	160	2,905.92 EUR	7,749.12 EUR

Item Conditions

Condition Type	Description	State	Price	per Quantity	Calc. Usage	Billed Quantity	Billing Amount	Already Billed Amount
DIST	Special price total		24.21 EUR	1'00 H	120'00 H	1'00 PC	2,905.92 EUR	7,749.12 EUR

Billing Run States

From Date	To Date	State	Quantity	Usage	Calc. Usage	Counter	Default Count
5/31/24	6/29/24		120'00 H	0 %	120'00 H	working hours	15'00

Billing Run Messages

Type	Description
Information	Default quantity BH is applied 15 times for counter working hours

6. Maintenance, Inspections and Compliance

Keep track of **equipment condition** and its **compliance** on a regular schedule

Key Features



Templates

Save time through templates with predefined list of tasks and reuse them for order creation



Schedule

Ensure equipment compliance with automatic inspections (time or/and performance-based)



Event-based inspections

Gain efficiency by automatic creation of inspections, i.e. inbound inspections upon return



Movements to and from inspection section

Mass movement to dedicated section for resources with due inspections and put away movement after



Scheduler

Plan tasks among your employees with drag & drop

Configuration Options

1. Setup of event-based inspections via classification
2. Performance-based schedules
3. Collect and charge inspection/repair costs to projects/contracts

BAGGER/Excavator 1200 HITACHI ZX 890 H-2
100140

Type: Equipment
Serial number: 500X300X400M
Location: Schönefeld Tower Berlin
In Operation From: 4/27/14

☒ Compliant
☐ Manual Uncompliant

Maintenance Journal Orders Schedules Templates for Handover Postings Logbook

Quarterly Check for Excavators 10/17/24
Quarterly Check for Excavators 4/17/25
Quarterly Check for Excavators 10/17/25
Quarterly Check for Excavators 4/17/26
Quarterly Check for Excavators 10/17/26
Quarterly Check for Excavators 4/17/27

Quarterly Check for Excavators 1/17/25
Quarterly Check for Excavators 7/17/25
Quarterly Check for Excavators 1/17/26
Quarterly Check for Excavators 7/17/26
Quarterly Check for Excavators 1/17/27
Quarterly Check for Excavators 7/17/27

Orders

Standard Search

Show Filter Bar Filters

Records (6) Standard

Order	Title	Planned date	Accountable	Creation Type	Compliance Relevant	Status	
10761	Quarterly Check for Excavators	10/17/24		Schedule	☒	released	X >
10739	Fluid Inspection - Excavator	6/21/24	Brendan macdonald	Handover	☒	cancelled	>
10738	Quarterly Check for Excavators	6/5/24		Schedule	☒	confirmed	>
10737	Quarterly Check for Excavators	3/4/24		Schedule	☒	confirmed	>
10736	Quarterly Check for Excavators	3/1/24		Schedule	☒	confirm - not OK	>
10735	Quarterly Check for Excavators	7/2/23		Schedule	☒	confirmed	>

7. Cross-section functionalities

Additional elements of the solution helping in **day-to-day** execution of **resources management**

Key Features



Reporting

Monitor your resources with standard and custom-made reports



Roles, privileges and objects

Create custom roles with CRUD privileges and limit access to objects like sites and yards



Customizable print-outs

Customizable print-outs are supported across the application with email integration



Notifications

Never miss an important request or breakdown as all events provide notifications with email service

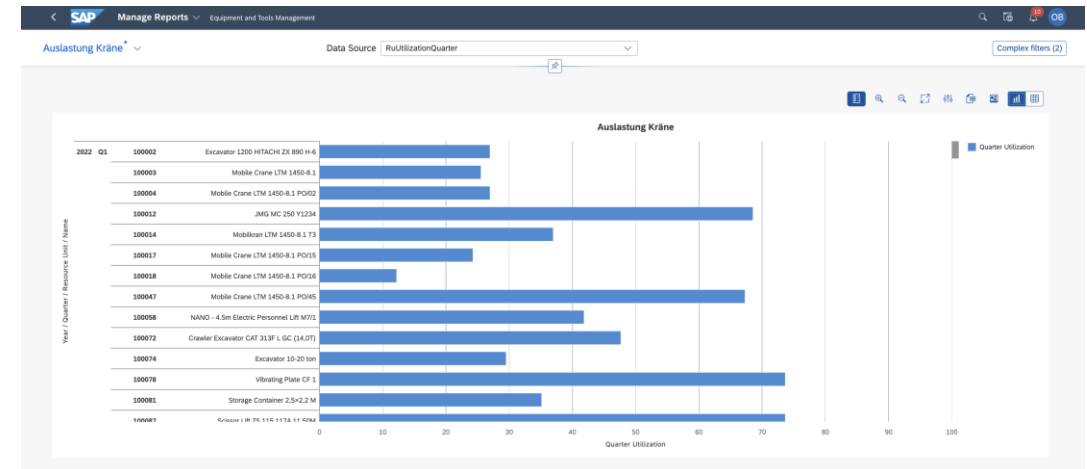


Audit trail

Complete records of every movement, rental, billing, state change and compliance status of equipment

Configuration Options

1. Company-wide default master list variants
2. Custom reporting
3. Link ETM.next's data to your reporting tool like SAP Cloud Analytics or Power BI
4. Custom notifications (email and in-app)





Fluxys - fully independent energy infrastructure company specializing in natural gas transmission, storage, and liquefied natural gas terminalling, HQ in Belgium

Key challenges and needs:

- Excessive reliance on manual, paper-based rental processes resulting in inefficiencies and delays
- Limited visibility into the real-time location and status of large-scale equipment
- Urgent need to enhance equipment availability and optimize utilization rates
- Requirement for a lightweight, mobile-enabled warehousing solution seamlessly integrated into the rental workflow

Outcomes:

- **Enhanced operational efficiency**, enabling teams to execute daily tasks with greater effectiveness
- **Optimization and automation** of requesting, planning, and logistics workflows
- **Improved transparency** and oversight within the Rental Unit
- Increased equipment availability and utilization rates
- **Reduction** in external equipment rental **costs** through better internal resource management



Croonwolter&dros - a leading Dutch company specialized in electrical and mechanical engineering services

Key challenges and needs:

- Frequent tool loss or misplacement
- Unexpected delays due to inefficient tool allocation
- Manual tracking processes. Labor-intensive and error-prone manual tracking methods

Outcomes:

- **Cost savings.** Significant reduction in expenses associated with tool replacement and loss
- **Operational efficiency.** Real-time visibility into inventory levels, tool availability, and timely information across multiple projects
- **Improved Requesting and Planning processes** ensuring better coordination
- **Compliance monitoring.** Effective tracking and reporting of equipment compliance status to meet regulatory and safety standards



Eiffage - a leading French construction company specializing in infrastructure, civil engineering across Europe

Key challenges and needs:

- High Equipment and Fleet costs: up to 30% of the total project budget, significantly impacting overall profitability
- Limited transparency: lack of transparency in the planning, allocation and usage of assets
- Investment Decision Complexity: Lack of clear data and insights makes future capital investment decisions challenging
- No integrated platform for Telematics and IoT

Outcomes:

- **Improved on-site productivity**
- **Improved visibility** and transparency of fleet equipment utilization through Telematics and Geolocation
- **Ensured compliance** with **Health & Safety** regulations
- **Elevated customer experience** through the implementation of a consumer-grade Webshop and Mobile Application



Graham - is a leading construction company in Canada, specialized in the healthcare, commercial and industrial construction markets

Key challenges and needs:

- Urgent requirement to digitize and optimize all fleet-related processes
- Eliminate manual paperwork to improve efficiency
- No visibility on asset utilization (e.g. fuel consumption), operational status, and daily performance metrics
- Need to upgrade and modernize the equipment management system to support S/4HANA transformation and enable the transition toward an intelligent enterprise

Outcomes:

- **Enhanced transparency** in equipment utilization across sites through the integration of Telematics, IoT, and Geolocation for real-time tracking and monitoring
- **Improved resource** request processes and planning efficiency
- **Accurate cost allocation** for equipment usage

BearingPoint