

# Meet the Expert: After Sales

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## Boosting Your Margin and Enterprise Value: Excellence in After Sales

- ✓ After Sales has significant impact on customer sat and on company's overall **profitability**
- ✓ It is usually underdeveloped with higher revenue and margin **potential**
- ✓ How can **PE leverage** the business?
- ✓ What is the right set of **quick-wins**?
- ✓ What are the right **mid- to long-term levers** to develop the After Sales business?