

# The 5 Biggest Risks of Not Having a Reliable Installation Partner

Manufacturers can enjoy a wide range of benefits when working with an outsourced installation partner.

**But what happens if your organization tries to keep installation in-house and can't keep up with demand?**



## Operational Headaches: Limited Ability to Scale & Slow Project Timelines

As your organization scales, you can experience tremendous slowdowns and inefficiencies if you can't keep pace with installation requirements and timelines.



## Slower Sales Cycle, which May Hinder Growth

If you can't quickly tell a prospective customer what their comprehensive, end-to-end solution (installation costs, logistics, and timeline) will look like, the odds of losing them are exponentially higher. Without an installation partner, your speed to produce a quote and potentially kickoff a project is significantly delayed.



## Decreased Profitability

Trying to handle an effective, high volume and high-velocity installation yourself can create a meaningful drain on resources; resources you may not have. This leaves your team struggling to source, organize and execute across many locations, extending project timelines and decreasing speed to revenue.



## Lack of Quality Assurance

Whether a customer's operations team or a number of various partners completes a rollout, the result is the same – you can't be 100% confident that the work aligns with your commitment to excellence, efficiency and consistency.



## Poor Customer Experience & Brand Reputation Backlash

Without the tools to coordinate installs, train service providers, provide visibility and thorough reporting, hit aggressive timelines and more, you risk unhappy (and vocal) customers.

The good news? We can help!

Visit [vixxo.com/solutions/equipment-installation-for-manufacturers](https://vixxo.com/solutions/equipment-installation-for-manufacturers) or contact:

**Ryan Baumgartner, VP of Projects & Partner Development –**  
**[ryan.baumgartner@vixxo.com](mailto:ryan.baumgartner@vixxo.com) | (816) 835-1868**