# BOILER ROOM TO BOARD ROOM

## SHOWING YOUR WORK MATTERS

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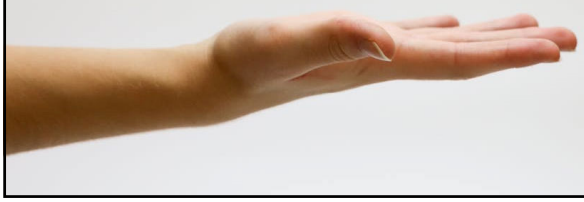
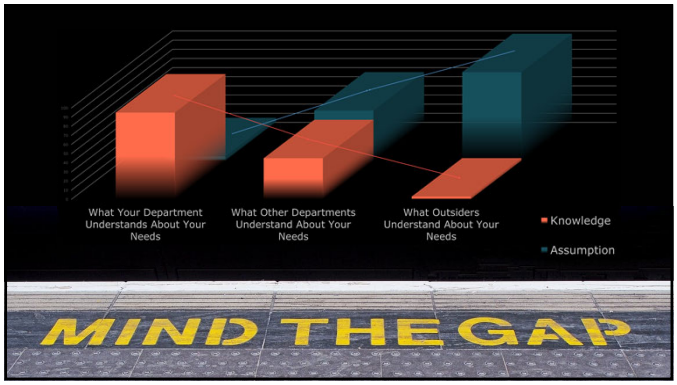
Software for smarter operations

## Data, Data, Data

Have you ever asked for money or staff?






## Why Data?

- PAPERS, FILES, EMAILS, SPREADSHEETS

## Why Data?

- TIMELY, CONCISE AND PERTINENT
- USED TO MAKE BETTER DECISIONS
- PAPERS, FILES, EMAILS, SPREADSHEETS

## Why Data?

- ENABLES A DIFFERENT DECISION
- PROCESSES ARE IMPROVED

- TIMELY, CONCISE AND PERTINENT
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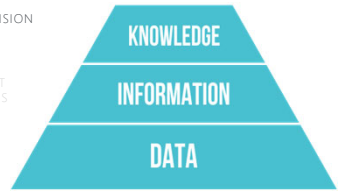


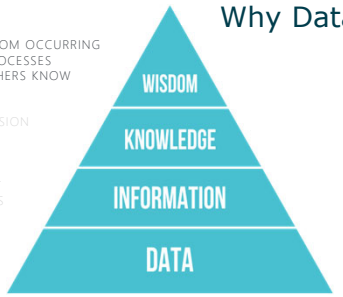

## Why Data?

- AVOID PROBLEMS FROM OCCURRING
- CHANGE TO NEW PROCESSES
- LEVERAGE WHAT OTHERS KNOW

- ENABLES A DIFFERENT DECISION
- PROCESSES ARE IMPROVED

- TIMELY, CONCISE AND PERTINENT
- USED TO MAKE BETTER DECISIONS

- PAPERS, FILES, EMAILS, SPREADSHEETS




## Asking "four" more

1.
2.
3.
4. Present your request for staff and money

(Start here and the answer is usually NO)

MOST PEOPLE START HERE

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## Asking "four" more

1. Improve/change your image
   - WHAT PRESENCE HAVE YOU HAD WITH THE BOARD IN THE PAST?
   - WHAT UPDATES AND INSIGHTS HAVE YOU GIVEN IN THE PAST?
   - WHAT INSIGHTS HAVE BEEN ASKED OF YOU BEFORE?
   - WHERE DO YOU HAVE PERCEPTION GAPS?

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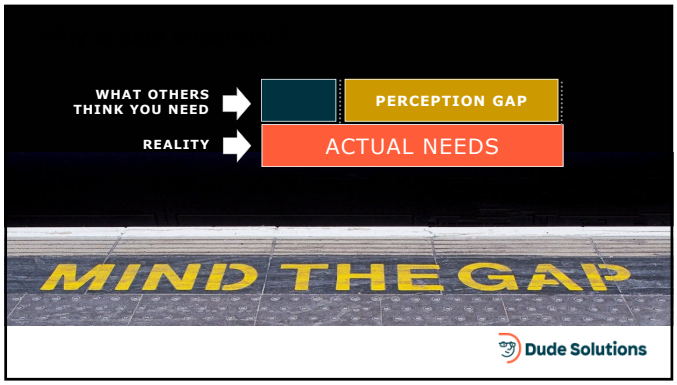


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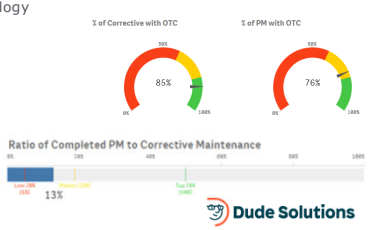
## Asking "four" more

1. Improve/change your image
2. Establish a respected methodology

vs

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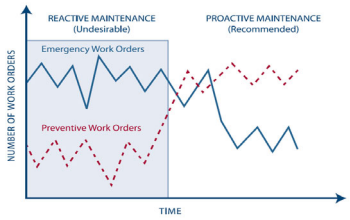
## Asking "four" more

1. Improve/change your image
2. Establish a respected methodology
3. Educate the decision makers and influencers

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## Asking "four" more

1. Improve/change your image
2. Establish a respected methodology
3. Educate the decision makers and influencers
4. **Present your request for staff and money**

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## What Data is Important?

## Data Can Help You…

- Prove efficiency
- Justify the budget
- Make hiring decisions
- Repair vs. replace decisions
- Replicate and prove retrofitting efficiency

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## Efficiency Report

- **What it shows:** Work orders submitted to work orders completed
- **Why it matters:** Ability to gauge your daily/weekly/monthly productivity and continually improve

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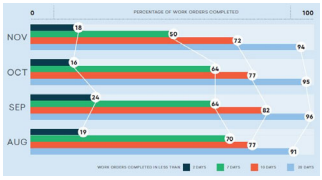
## Productivity Report

- **What it shows:** How many work orders are completed in how many days
- **Why it matters:** Prove how fast you're getting work done or make the case for resource additions

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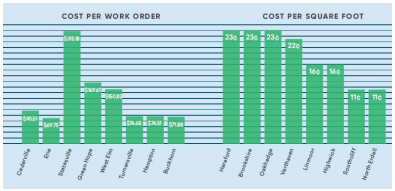
## Cost Per Work Order & Square Foot




- **What it shows:** Compares cost per work order and per square foot throughout facilities
- **Why it matters:** Make a case for increasing your budget using undeniable data

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## Cost Per Month

- **What it shows:** Measures your spending by months of year
- **Why it matters:** See your departments spend and helps decide the when of budget and hiring decisions

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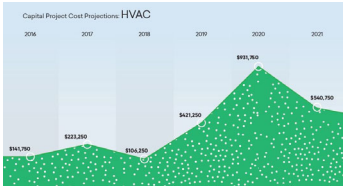
## Capital Project Cost

- **What it shows:** Your cost projections for the next 5-10 years
- **Why it matters:** Confidently set your budget be prepared for the future

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## Craft or Location

- **What it shows:** How much maintenance is required in different parts of your facility based on data
- **Why it matters:** Show evidence of where your team may need extra help; type and number

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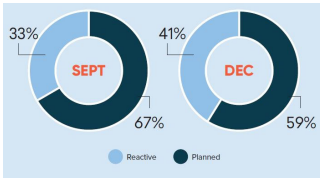
## Preventive vs. Reactive Work

- **What it shows:** Percentage of type of work on a piece of equipment by month
- **Why it matters:** Monitor which pieces of equipment are reaching the end of their usefulness

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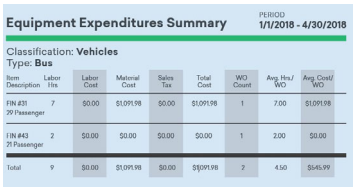
## Equipment History




- **What it shows:** The cost history of your equipment
- **Why it matters:** Track which pieces of equipment are eating through your budget and might be worth replacing

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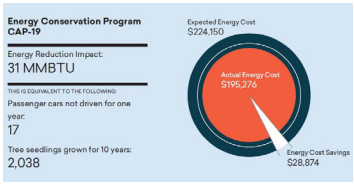
## Energy Cost Avoidance

- **What it shows:** Compare expected energy cost, actual energy cost and savings with retrofit/capital projects
- **Why it matters:** Prove efficiency and impact of retro fit projects to decide if duplicating efforts in other buildings is worthwhile

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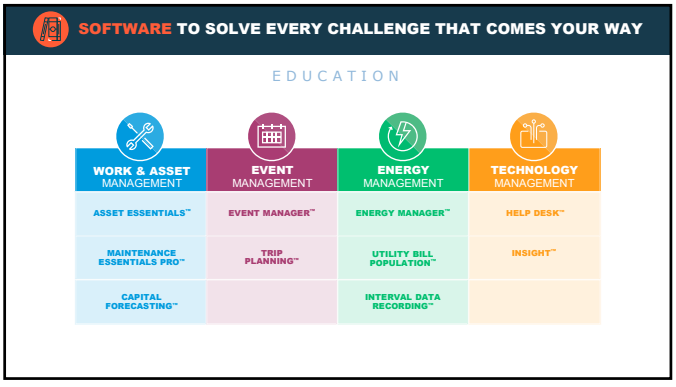
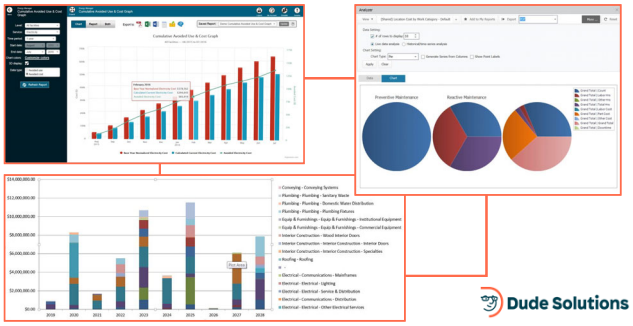
## Solution Reporting



## Where does The Dude come in?

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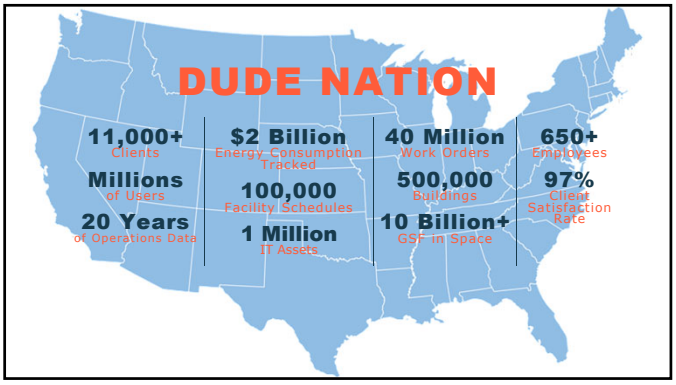


## WHAT'S INCLUDED

**Cloud-based**
- Unlimited users
- Automatic updates

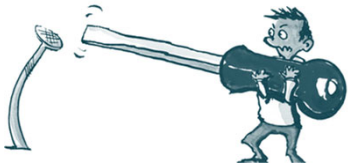
**Mobile**
- Access information wherever you are, whenever you need it
- Tablet + smartphone

**Supported**
- Professional Services
- Interactive Classes
- Lifetime Support

## PROFESSIONAL SERVICES

DATA COLLECTION | FACILITY CONDITION ASSESSMENTS | PREVENTIVE MAINTENANCE SCHEDULE CREATION | PM FIRST STEPS | DATA MIGRATION SERVICES

## Closing…



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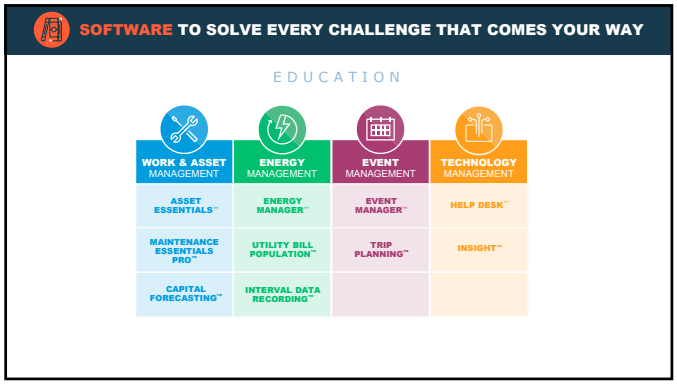
SOFTWARE TO SOLVE EVERY CHALLENGE THAT COMES YOUR WAY
EDUCATION
WORK & ASSET MANAGEMENT
ENERGY MANAGEMENT
EVENT MANAGEMENT
TECHNOLOGY MANAGEMENT
ASSET ESSENTIALS™
ENERGY MANAGER™
EVENT MANAGER™
HELP DESK™
MAINTENANCE ESSENTIALS PRO™
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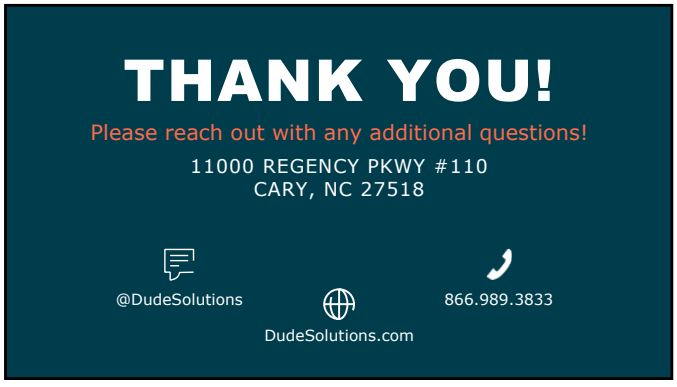
THANK YOU!
Please reach out with any additional questions!
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