



Asset-Pro

NEWSLETTER

Asset-Pro is at the forefront as Cloud computing gathers pace

There has been much in the news recently regarding the entry into the SaaS (Software as a Service) market place of the big providers such as Microsoft, Apple and Google. This is part of the big shift towards 'Cloud computing' – the concept that computing will increasingly be delivered as a service, over the internet. Data will be stored online or "in the cloud" making it accessible from any PC or mobile device.

Of course none of this is news to Asset-Pro or its customers. We have been offering 'cloud computing' i.e. hosted web based services for the past decade. We were quick to spot that this approach would make life easier and cheaper for businesses, enabling companies to reduce complexity and maintenance costs.

In the past year, big players in the media sector such as The Telegraph and The Guardian have switched to using a SaaS provider. They have followed in the footsteps

of the financial management sector, in recognising the advantages of SaaS or on-demand software. The entrance of Google et al as users and providers of this technology is a clear indication of how it will continue to grow.

The exciting and unusual thing



about SaaS is that it suits companies of all sizes. Because payment is tailored to the functionality needed and charges based on transactions, small and medium sized businesses can have access to and offer IT as good as or better than larger competitors.

Asset-Pro has been using SaaS technology from the start, recognising its wide potential and benefits such as greater efficiency and flexible access to information. Our offering can change and evolve quickly based on business needs.

This greater agility has certainly helped companies to monitor extended supply chains with far greater accuracy. It also allows for the quick introduction of requested new features and embedding of best practices. Companies enjoy the quick implementation, lack of ongoing charges for maintenance, fewer worries concerning security and backups and an automatic upgrade path for latest developments.

The technologies being introduced as part of the move to Web 2.0 can only serve to strengthen the SaaS on-demand model. As the big companies battle it out, Asset-Pro will continue to lead the way by delivering ground breaking services.

**IN THIS
ISSUE** ►

**How we save
the rail industry
millions** 2

**The benefits we
bring to your
company** 2

**Carbon limits –
let us help you
to comply** 3

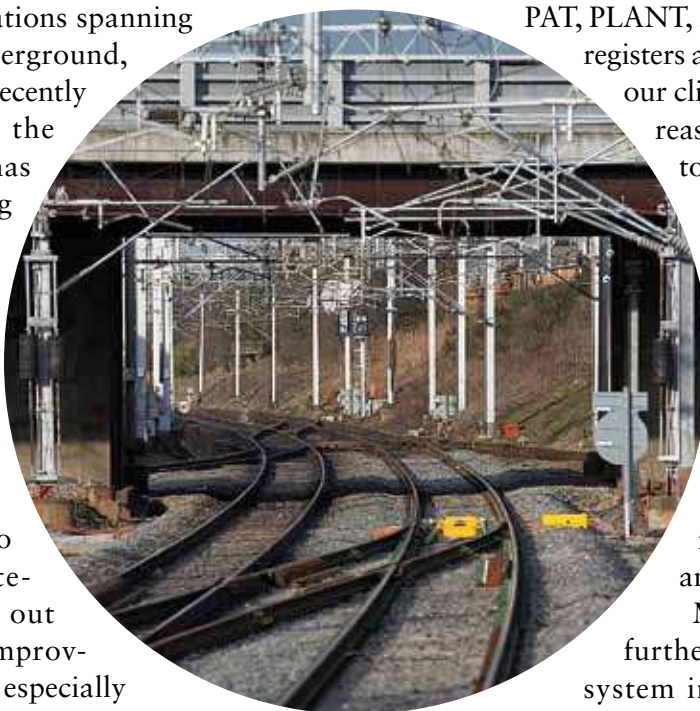
**You can access
Asset-Pro with
a Blackberry** 4

Saving the rail industry millions

Asset-Pro has been in use in the rail industry for quite some time. Our team has a detailed knowledge of railway operations spanning in excess of 15 years in underground, main line, and light rail. We recently took stock and looked at the savings one of our clients has achieved as a result of using our service:

Over £8 million in savings were delivered during a five-year contract.

Biggest savings were achieved in applications controls – by increasing control of data, our client could understand where to spend money, plan maintenance and therefore drive out costly reactive faults. By improving document management, especially where Health and Safety was concerned, a massive £4.8 million worth of savings were made.



Statutory compliance – by managing the storage of Test & Inspection records for IEE, PAT, PLANT, hygiene, asbestos surveys, risk registers and environmental monitoring, our client gained the knowledge and reassurance that it was fully statutorily compliant.

The full picture of the condition of a client's assets is invaluable and this can improve supplier procurement by at least 15%. A clear picture means an accurate price with less risk built into tenders.

Management information is flexible, readily available and in real time.

Making savings sooner – a further key benefit is in our rapid system implementation. With other systems typically taking 6 months from purchase to becoming fully operational, Asset-Pro is up and running in just six weeks.

PIONEERING ASSET MANAGEMENT SOLUTIONS – THE BENEFITS WE CAN BRING TO YOUR COMPANY

Our software and services support the tracking, management and reporting of people, assets, documents, workflow and other information using web and mobile technology.

Our system can be used effectively and collaboratively for the management of projects, thus ensuring full project reporting in real time against cost and performance.

Asset-Pro is ideally suited to those who manage a portfolio of assets and provides a number of significant benefits including:

- Low level of Capital Investment in implementation;
- Rapidly tailored to meet specific needs
- Running costs related directly to levels of usage;

- No expensive training required for users;
- No licence fees or special software purchase;
- Real time management and cost information;
- Can be accessed via the Internet at any time from any location
- Supplier key performance indicators can be used to manage supplier performance

COMPLYING WITH THE CARBON REDUCTION COMMITMENT RULES

Are you worried about complying with the Government's Carbon Reduction Commitment (CRC)? The CRC requires all organisations with a half-hourly metered electricity consumption greater than 6,000 MWh per year (or a bill of around £500K) to participate in a mandatory carbon trading scheme from 2010. This will apply to around 5,000 organisations, some of which will have large portfolios of assets.

The scheme starts in April 2010 so limited time is available for preparation. The CRC has various penalties for non-compliance as well as for reporting incorrect or inaccurate information and this could well result in reputational damage to organisations.

Participating organisations will be required to calculate their carbon emissions and buy allowances each year to cover them. The money raised from buying allowances will be re-cycled by the Government back to scheme participants at the end of each year. More money will be given to the better performers.

So how can Asset-Pro help you to ensure that you comply with the CRC?

Asset-Pro is configured to receive automatic 'smart' meter readings, allowing real time tracking of electricity, gas and water consumption. This allows simpler and more effective analysis of your energy consumption and the ability to take the necessary corrective action with your energy management. We can help you with this as well!

■ Details of the Carbon Reduction Commitment are available on the Carbon Trust's Web-site www.carbontrust.co.uk.



▲ *Organisations with a bill of around £500K a year must participate in a mandatory carbon trading scheme from 2010*

For more details as to how Asset-Pro can help you with your CRC implementation plan and show you ways of saving money in the process, please contact John Orchard on 0845 120 2046



Using your BlackBerry to access Asset-Pro

Asset-Pro web-based management software is now compatible with the BlackBerry and Apple's iPhone. This will allow our customers to access their sites and documents via their mobile devices anywhere, anytime.

Blackberry and iPhone compatibility will provide users with a host of advantages including:

- **Instantaneous review of jobs, sites and documents** – receive notifications and immediately review and manage your estate

anywhere, anytime on your mobile device;

- **Provide constant monitoring** – continually monitor status of critical transactions while on the road or out of the office;

- **Total control** – remove the boundaries of the office; ensuring the most important business transactions are smoothly sending and receiving to your partners anywhere, anytime.

This enhancement of mobile functionality will allow our clients to leverage the software as a service model (SaaS) well beyond the capabilities of the traditional applications on the market today.



Helping to keep the roof on

Asset-Pro has recently begun working with Weatherproofing Advisors Ltd, a national roofing contractor with over 20 years experience in the field.

Winner of the 2008 Scottish Roofing Contractor of the Year Awards, Weatherproofing Advisors has worked on projects for the Environment Agency, Glasgow

Royal Infirmary and Durham University and has been a partner in many PFI initiatives.

Asset-Pro will provide Weatherproofing Advisors with systems for supply chain management and document storage.

This will include an application which contains the details of the assets, an on-line virtual document

library and health and safety files.

With depots in Blantyre, Newcastle, St Helens and Leeds, Weatherproofing Advisors have successfully delivered some of the most complex and challenging roofing projects in the UK. We are delighted to be working with them and look forward to a long-lasting partnership.