



# Asset-Pro

# NEWSLETTER

## Asset-Pro and Southern Railways – a five-year partnership

In August 2003 we secured our first commission in the rail sector. Following a six-week implementation programme, Asset-Pro began supporting Southern Railway's facilities management team.

Ever since then we have worked closely with Southern to develop a service which matches their needs, providing access to all management information in real time.

With 160 stations and many other complex sites and assets to manage, it is vital that there is a robust audit trail for compliance with the franchise agreement and health and safety legislation.

The system stores large quantities of documents to enable instant access to all parties and stakeholders.

Our systems and services help Southern manage it all. Paul Trevett, Facilities Manager for Southern said: "We think Asset-Pro has brought a number of benefits to our business, including more effective planning and budgeting."

Five years on and the team at Asset-Pro reflect: "It has been a fantastic and rewarding experience working with Southern and we look forward to continuing this relationship in the future."



### SOUTHEASTERN STATIONS AND DEPOTS PROGRAMME

This year, as well as providing stations and depots asset management system support in Kent, we have also been busy supporting Southeastern Trains on the administration of a major programme of restoration work on 178 stations and 13 depots across the network in Kent, Sussex and London Metro areas.

Asset-Pro has been

adopted as the collaborative project administration tool on a programme that will deliver hundreds of improvements to passenger facilities as well as train depots.

Asset-Pro is delighted to be supporting Southeastern with their work to deliver these enhancements on a project that is due to continue for the next three years.

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# All about Asset-Pro

Asset-Pro is a unique, web-enabled system which draws together into one software environment, a range of business operational processes as one integrated application environment, helping to streamline and control supply chains and more effectively manage business and project assets. Amongst other things it can help manage resource planning, document management, applications for payment and help desk functions.

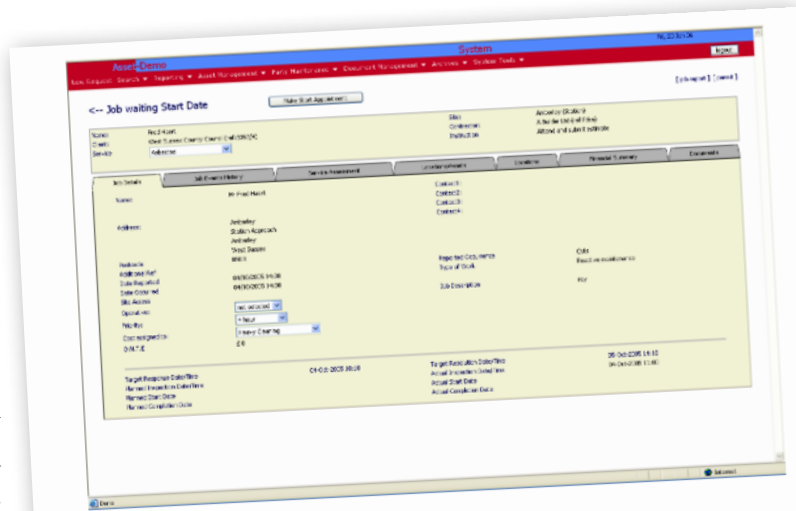
The software can be implemented quickly as an off-the-shelf solution, allowing for rapid deployment and acceptance, and provides a

*The software can be implemented quickly as an off-the-shelf solution and provides a progressive solution that has the flexibility to grow*

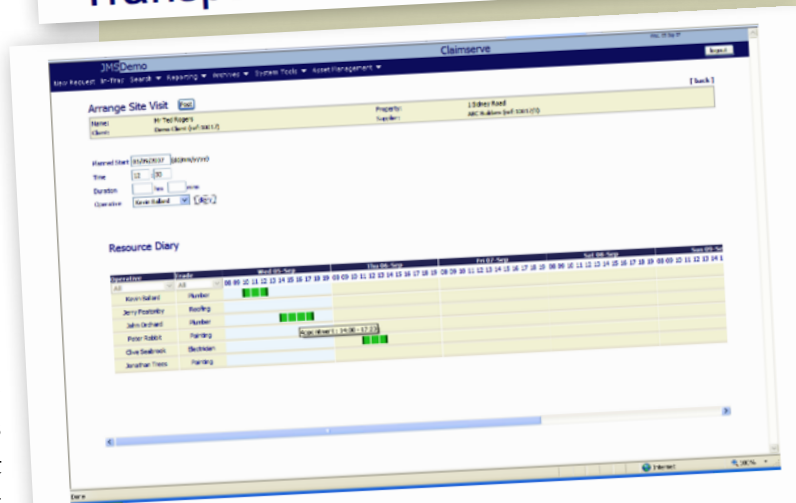
progressive solution that has the flexibility to grow as your business expands.

We also offer a bespoke development service to quickly tailor the core Asset-Pro product to corporate-specific requirements.

Asset-Pro is billed on a monthly retained contract over a fixed period, making its implementation an ongoing operating cost to its customers. It is also a fixed cost to the client organisation irrespective of user numbers. It is a solution that gives our customers total control.



Transparent shared 'virtual files'



Resource management

## SOFTWARE AS A SERVICE (SAAS) – LEADING

Asset-Pro is a 'SaaS' (Software as a Service) provider. SaaS is a solution to the problem of software becoming outdated and obsolete. It is a low-cost way for businesses to obtain the same benefits of commercially licensed, internally operated software without the complexity and high initial cost.

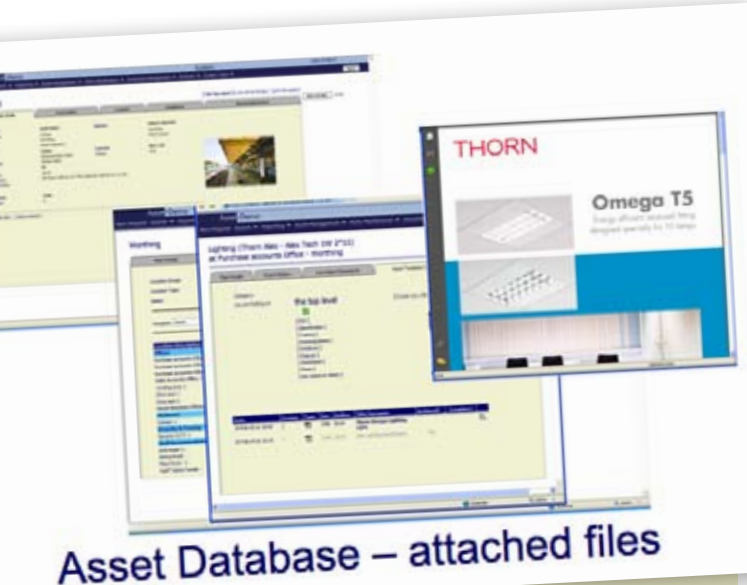
So what are SaaS applications? They are web-based services where customers only pay for usage and do not own the software itself. They are useful because they provide web-based applications without the difficulties and costs associated with buying servers and setting them up.

The idea of SaaS is that companies pay a

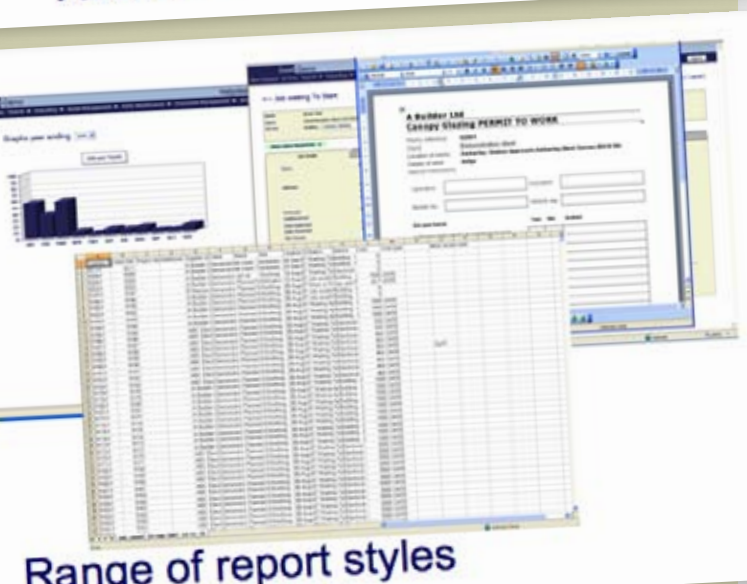
monthly subscription for which they get a powerful, web-based collaborative tool for multi-site, multi-team organisations. SaaS has many advantages, including faster deployment, easier upgrades and the knowledge that you're always using the latest version. This has eliminated the long lead-in times for project implementation and steep learning curves for users.

SaaS can help firms integrate their increasingly complex and disparate IT systems. The software turns them into a collection of services that can be woven into business processes.

One of the reasons why businesses are adopting SaaS technology is its ease of implementation and



Asset Database – attached files



Range of report styles

## THE WAY IN EUROPE

subsequent lower running costs. The retail sector has been using this technology for some time. Every time we make an online purchase such as buying an airline ticket or tracking an order from Amazon, it is SaaS technology which is being used.

The reality is that software is increasingly set to become a service delivered online and this represents a fundamental change in the way business and IT interact.

Most new customers of SaaS companies are turning to the service for the first time. Asset-Pro has for the past eight years been at the vanguard of this developing technology.

# WHAT'S NEW?

Our asset management service is already one of the most flexible on the market and we are planning new and improved features to be added in 2009, as part of our ongoing development programme.

Apart from our burgeoning Facilities Management applications in the rail, education and healthcare sectors we have developed collaborative project applications and implemented them for clients on major programmes of work – watch this space for further news!

Subscribe to Asset-Pro and you are buying into a system which stays ahead of the game. Rather than risk becoming outdated, our service is constantly evolving and being invested in. As technology moves on, we update what we offer and our clients automatically benefit from that update.

We are also expanding into markets new to Asset-Pro, including Housing Associations, helping organisations integrate their systems to provide greater flexibility and efficiency.

We are leading the way in Europe in the provision of Software as a Service (SaaS). The intelligent business support Asset-Pro provides is unrivalled and unique. We were one of the first. Our systems are tried and tested, proven to work and are ready to go. If you are interested in how our services might help you, please do give us a call.

*With all our best wishes for the remainder of 2008 and beyond*

*The Asset-Pro Team*



# How Asset-Pro helps the NHS and schools to manage their assets

Asset-Pro has a long and ongoing relationship with Miller Construction UK, the largest privately owned construction company in the UK. Heavily involved in a number of PFI projects, including Building Schools for the Future and the NHS Lift scheme, Asset-Pro complements Miller's aftercare services.

The biggest project to date has been supporting the aftercare of Glasgow's £1.2 billion PFI schools project, the biggest education project in the UK. Miller Construction UK forms one third of the consortium delivering this project and it is in partnership with Miller that Asset-Pro is deployed.

We have created an asset and document register, provided real-time supplier management and helped define and establish lifecycle costs, enabling planning, implementation and management

of this 30-year maintenance programme.

Asset-Pro provides the application which contains the details of the one million plus assets, an on-line virtual document library, health and safety files, help desk and photographic reference data. Steve Beadle, Millers' Special Services Director comments: "Secure, flexible and easy to use – it has streamlined our processes and enabled us to make

great strides in improving our efficiency and cost control. What more can I say?"

For the NHS Lift PFI projects across the UK, Asset-Pro has provided systems for on-line contract management on multiple new-build estates. This

includes health and safety files, statutory obligation records, cradle to grave audit trail and a reactive maintenance help desk.

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