



The Path to Streamlined Asset Management

How Government Agencies and Universities Keep Up to Date on Their Facility Needs, With the Help of AssetWorks

Consider the number of buildings and assets a state government agency needs to track and manage. Or a large university or public school district. Take each of those buildings and think about what they all require: the construction, maintenance, utilities and space management needs. The resources required are extensive, that's clear; now think about how tight resources are in today's economy, when public institutions' human and capital resources are already stretched well beyond their capacity.

Finally, consider AssetWorks, which helps make the job more manageable – even with those limited means.

AssetWorks is the company behind AiM, an Enterprise Asset Management (EAM) software solution that helps colleges and government agencies manage their physical assets, tracking construction and maintenance requirements in all of their facilities – whether the size of those facilities equals two million square feet or is closer to 50 million square feet. “We look at properties, who’s in those properties, who owns those spaces and what’s in them,” says Clay Kline, AssetWorks’ Vice President of Professional Services. “We can look at the customer service response ... we can track utilities and construction costs and all of the related costs associated with that.”

Just like a pilot, a VP of Facilities or a Director of Maintenance needs to see their control and performance measures – BIRT allows us to deliver that information.

– Clay Kline, Vice President of Professional Services, AssetWorks

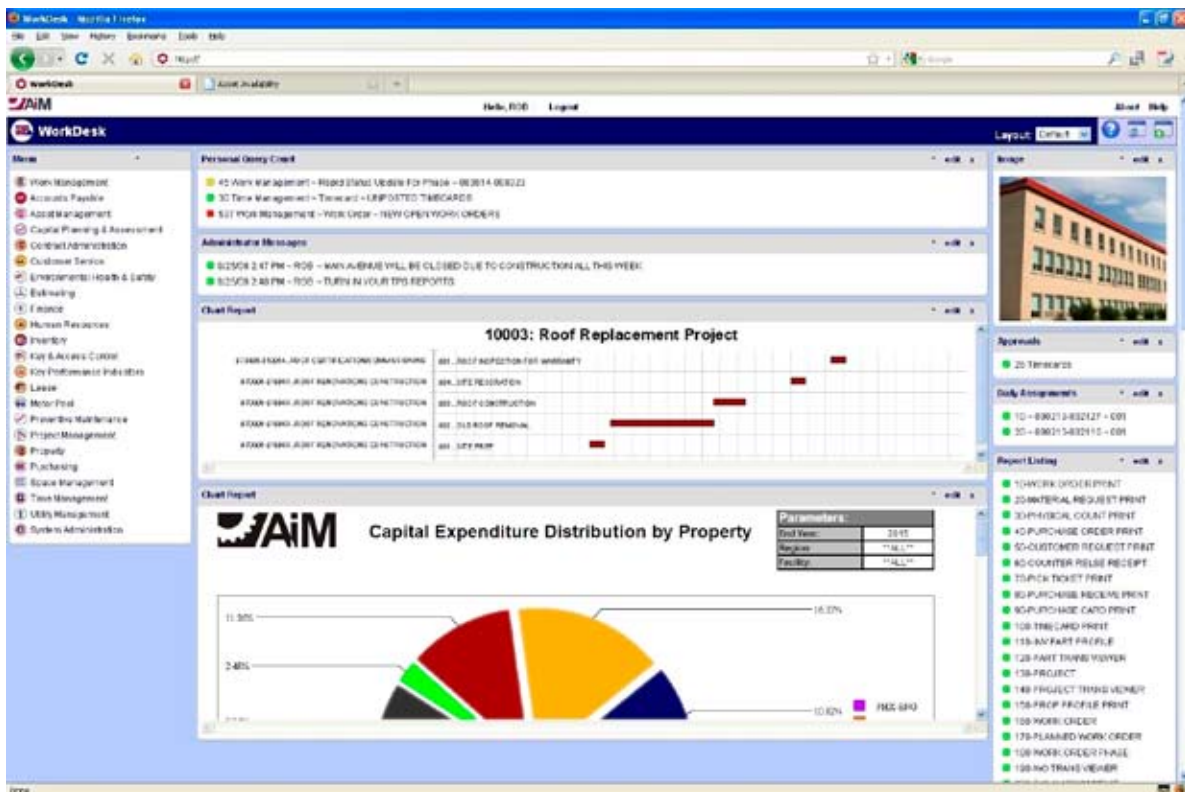
Managing Assets From All Angles

Take the State of Utah, for example. Utah's Division of Facilities Construction and Management performs much the way a business does, acting as building manager for all state-owned facilities. The Division remains accountable, since state agencies can choose to use somebody else to perform those same services if they feel the department isn't performing competitively. To stay competitive, they need to be able to track all of the facilities openly, paying attention to every penny spent and reporting each detail to the agency in question. AssetWorks' AiM software – with the help of reporting capabilities from BIRT by Actuate – helps them do just that.

For universities, the solution is just as useful, allowing colleges to not only track their construction and maintenance costs, but also assisting them in monitoring their indirect cost recovery. Universities that do heavy research, Kline explains, can recoup a greater percentage of facility and administration costs from the government if they're able to account for those costs at the location level. For a major university with \$250 million or more worth of research, that certainly adds up – and AssetWorks helps them fulfill the reporting requirements, providing them with the tool they need to track their facility costs.

How Does BIRT Fit In?

All of the information that AiM collects is rolled out into a BIRT-fueled report, allowing clients to keep a close eye



[Figure 4.1: AssetWorks' AiM solution.]

on the status of their facilities. BIRT reports track key performance indicators, such as: *What's the cost per square foot of managing a building? How much money is being spent on supporting specific organizations? How much work is being spent on reactive maintenance as opposed to planned maintenance?*

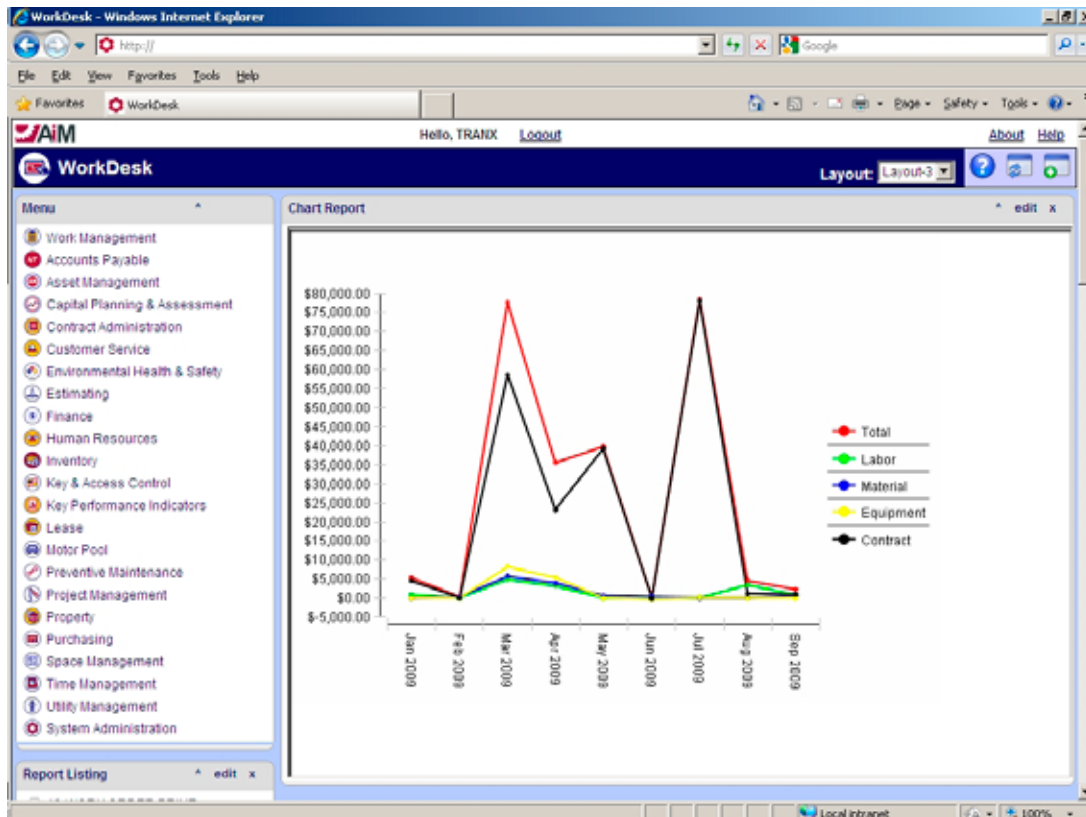
Kline compares it to flying an airplane. "When flying, a pilot monitors control instruments and performance instruments," he says. "Control instruments tell you whether you're right side up, what angle of bank you're in, how fast you're going and how high you are. And then there are performance instruments that tell you how things are running like engine temperature, oil pressure, etc. Just like a pilot, a VP of Facilities or a Director of Maintenance needs to see their control and performance measures – BIRT allows us to deliver that information to decision-makers."

That information is valuable and easily available at the fingertips of AssetWorks' clients, presented in a visually dynamic way. BIRT provides AssetWorks' clients with enterprise-wide portal functionality, giving them the ability to deliver bills in the form of a BIRT report, or invoice or serve reports with just a couple of clicks on their desktop. And since

both softwares are web based, that functionality is available anywhere, on demand.

Take another AssetWorks client for example: the Wyoming School Facilities Commission, which oversees construction and maintenance projects for schools across the state of Wyoming. When a representative of the Commission recently had a meeting to discuss their performance with its legislative, he was able to answer each question they asked thoroughly and completely using AiM with the help of BIRT. "He just went into AiM and pulled up the dashboard and started displaying the reports and showed them what was happening, as opposed to other groups who don't use our product who say 'Well, it's sort of like this,' speaking in general terms," says Kline. "He was able to instantaneously pull the information. I think he would say it helped their credibility as an agency and also provided accurate data to the legislative body that was making the decisions."

Learn more about AssetWorks at www.assetworks.com, or on the BIRT Exchange Marketplace at <http://www.birt-exchange.com/be/marketplace/app-showcase/?app=60>.



[Figure 4.2: A BIRT report in AiM.]