

FleetFocusTM

A magnifying glass icon with a dark blue handle and a light blue frame, positioned over the letter 'o' in 'Focus'.

PFMA City of Longview Meeting

May 19, 2011

AssetWORKS

A gear icon integrated into the letter 'O' in 'WORKS'.

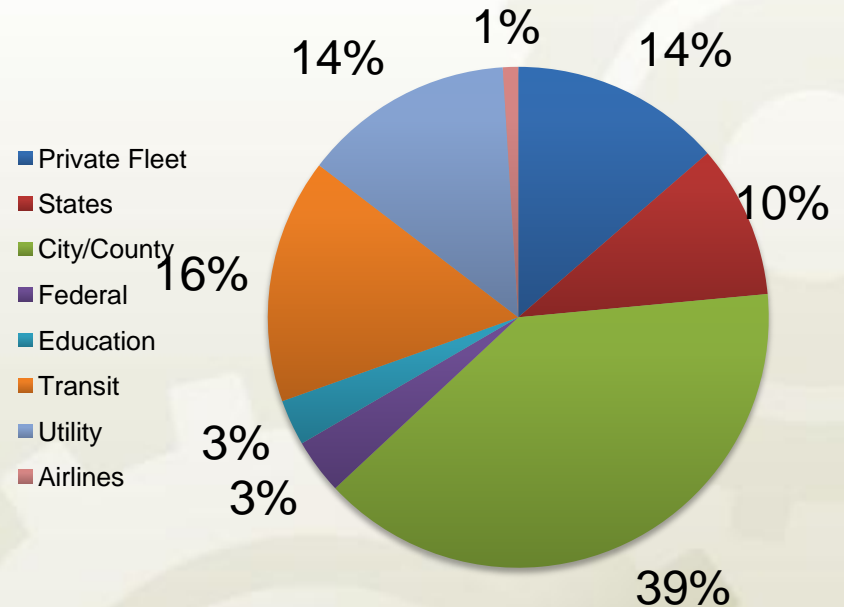
AssetWORKS

- ⚙ Headquarters – Wayne (PA)
- ⚙ Offices in La Jolla (CA), Pittsburgh (PA), San Antonio (TX), Spokane (WA) and Leeds (UK)
- ⚙ The market leader in Enterprise Asset Management (EAM) Software for Fleet Management
 - ⚙ Over 400 satisfied fleet system customers
 - ⚙ Managing More than 10,000,000 Equipment Assets

Diverse Client Base

- Over 400 Clients
 - 200+ Cities/Counties
 - 8 of top 10 US cities
 - 50+ Private Fleets & Trucking Companies
 - 70+ Utility Companies
 - 50+ Agencies in 29 states
 - 80+ Transit Agencies
 - 13 University Fleets
 - 10 Outside North America
 - 15 Federal Agencies
 - 5 Airlines (GSE)

Clients



County Government Clients

- Broward County, FL
- County of Arlington Public Works, VA
- County of Bernalillo, NM*
- County of Clark, NV, NV*
- County of Cobb, GA
- County of Contra Costa, CA*
- County of Fairfax, VA
- County of Fresno, CA
- County of Gwinnett, GA*
- County of Harford Public Schools, MD
- County of Henrico, VA
- County of Hernando, FL*
- County of Hillsborough, FL
- County of Jackson, OR
- County of Jefferson, AL, AL
- County of Lane, OR
- County of Larimer, CO
- County of Los Angeles Dept Public Works (LADPW), CA
- County of Los Angeles ISD, CA
- County of Milwaukee, WI
- County of Monterey, CA
- County of Multnomah, OR
- County of Nassau, NY
- County of Newcastle, DE
- County of Okaloosa, FL
- County of Orange, CA*
- County of Pinellas, FL
- County of Placer, CA
- County of Prince George's, MD
- County of Riverside, CA
- County of Sacramento, CA*
- County of San Diego, CA*
- County of Santa Barbara, CA
- County of Santa Clara, CA
- County of Sarasota, FL
- County of Sarpy, NE
- County of Siskiyou, CA
- County of Solano, CA
- County of Sonoma, CA
- County of Spokane, WA
- County of Stanislaus, CA
- County of Suffolk, NY
- County of Washoe, NV
- County of Westchester, NY
- County of Ulster, NY
- Eau Claire County Hghy Comm, WI
- Hennepin County, MN*
- Hennepin County Public Works, MD
- Jefferson County School Dist, CO
- Municipality of Anchorage and Anchorage People Mover, AK, AK
- Orange County Fire Authority (OCFA), CA
- Palm Beach County School District, FL
- Riverside Co Flood Control, CA
- Stevens County, WA
- Unified Government of Athens-Clarke Co., GA
- Unified Govt of Wyandotte Co, KS
- Ventura County Fire Protection District (VCFD), CA
- Washington County, OR
- Waukesha County, WI

Local Government Clients

- Albuquerque Sunport International Airport, NM*
- Calgary Police Service, AB
- City and County of Honolulu, HI*
- City of Akron, OH
- City of Albuquerque, NM
- City of Arlington, TX
- City of Atlanta, GA*
- City of Austin, TX*
- City of Baton Rouge, LA
- City of Birmingham, AL
- City of Bloomington, MN
- City of Bloomington, IL
- City of Boca Raton, FL
- City of Boston, MA
- City of Boulder, CO
- City of Bowling Green, KY
- City of Brampton, Ontario, ON
- City of Calgary, AB*
- City of Chesapeake, VA
- City of Chicago, IL
- City of Cincinnati, OH
- City of Colorado Springs, CO
- City of Columbia, SC
- City of Columbus, OH*
- City of Corpus Christi, TX*
- City of Costa Mesa, CA
- City of Culver City, CA
- City of Dallas, TX*
- City of Detroit, MI*
- City of Eagan, MN
- City of El Paso, TX*
- City of Escondido, CA
- City of Fairfield, CA
- City of Flint, MI
- City of Fort Collins, CO
- City of Fresno, CA
- City of Garland, TX
- City of Grand Prairie, TX
- City of Hampton, VA
- City of Harrisburg, PA*
- City of Hayward, CA
- City of Hollywood, FL
- City of Houston, TX
- City of Indianapolis, IN*
- City of Janesville, WI
- City of Kalamazoo, MI
- City of Kansas City, MO*
- City of Kingston, ON
- City of Kirkland, WA
- City of La Porte, TX
- City of LaVerne, CA
- City of Lawrence, KS
- City of Lewiston, ID
- City of Lincoln, NE
- City of Livermore, CA
- City of Long Beach, CA
- City of Los Angeles GSD, CA
- City of Lubbock, TX
- City of Memphis, TN*
- City of Mesa, AZ
- City of Midland, TX
- City of Milwaukee, WI*
- City of Minneapolis, MN*
- City of Modesto, CA
- City of Moncton, NB
- City of Nanaimo, BC
- City of Napa, CA
- City of Newport Beach, CA
- City of Oakland, CA
- City of Oklahoma City, OK*
- City of Oklahoma City, Fire, OK
- City of Ontario, CA
- City of Ottawa, ON
- City of Oxnard, CA
- City of Palo Alto, CA
- City of Phoenix, AZ
- City of Pittsburgh, PA*
- City of Portland, OR
- City of Redwood City, CA
- City of Regina, SK*
- City of Reno, NV
- City of Renton, WA
- City of Richmond (VA), VA
- City of Riverside, CA*
- City of Rockford, IL
- City of Rocklin, CA
- City of Sacramento, CA*
- City of San Diego, CA
- City of San Jose, CA
- City of San Leandro, CA
- City of Santa Barbara, CA*
- City of Savannah, GA
- City of Seattle, WA
- City of Southfield, MI
- City of Spokane, WA*
- City of St. Louis, MO*
- City of St. Paul, MN*
- City of St. Petersburg, FL
- City of Sunnyvale, CA
- City of Tempe, AZ
- City of Toronto, ON
- City of Torrance, CA*
- City of Tucson, AZ
- City of Tulsa, OK*
- City of University Park, TX
- City of Ventura (San Buenaventura), CA
- City of Virginia Beach, VA
- City of Visalia, CA
- City of Walnut Creek, CA
- City of Wichita Falls, TX
- City of Wilmington, DE*
- City of Wyoming, MI
- Honolulu Board of Water Supply, HI
- Kansas City Water & Pollution, MO*
- Los Angeles Unified School District (LAUSD), CA
- Port Authority of Houston, TX
- Port Authority of NY & NJ - Central Automotive Services, NJ
- Special Areas Board, AB
- St. Johns River Water Mgmt. District, FL
- St. Louis Police Department, MO
- Town of Brookhaven, NY
- Town of Markham, ON
- Wakefield Metropolitan District Council

Regional Clients

- ⚙️ City of Redmond
- ⚙️ City of Seattle
- ⚙️ City of Renton
- ⚙️ City of Portland
- ⚙️ City of Kirkland
- ⚙️ City of Spokane
- ⚙️ CTRAN (Clark County Public Transit)
- ⚙️ Community Transit of Snohomish County
- ⚙️ County of Mason PUD
- ⚙️ King County Metro DOT
- ⚙️ State of Washington DGA Motor Pool
- ⚙️ State of Washington DOT (WSDOT)
- ⚙️ Stevens County
- ⚙️ Portland General Electric
- ⚙️ EWEB (Eugene Water Elec.)
- ⚙️ Oregon DAS
- ⚙️ Oregon DOT (New)
- ⚙️ AVISTA Utilities

What is FASuite?

Secure User-Friendly
Browser Interface

⚙️ Easy to Deploy

⚙️ Easy to Learn

⚙️ Easy to Use

⚙️ Role Based

⚙️ Unlimited Users

The screenshot displays the AssetWORKS InfoCenter Supervisor Portal. The top navigation bar includes links for Home, Menu, Supervisor Portal (active), SR Portal, Yard Mgmt, MP Resvs, Dashboard, Reports, Notifications, Scheduler, Query, EqRepl, Store, Admin, and Logoff. A user greeting 'Welcome EB' and a notification 'You Have 4 Unread Messages GMT-5' are visible in the top right. The main content area is titled 'My Shop Portal' and shows the 'Current Working Location' as 'MAIN - CENTRAL MAINTENANCE SHOP'. It features several data sections: 'Shop Activity' with a list of tasks (Assigned to shift: 8, On work orders: 4, On indirect: 0, Pending part return requests: 3); 'Availability' with a filter dropdown and a list of vehicle statuses (Spares: 0, Vehicles Required: 0, Vehicles Assigned: 0, Vehicles Unavailable: 0); 'Location Work Orders' with a table showing counts for Wait For Equip, Open, and Work Finished across different asset types; and 'Equipment Management' with a search field and a 'Lookup Equipment' button. An 'Actions' section at the bottom right contains buttons for 'View Calendar', 'Work Order Management', and 'Review and Close'.

	Wait For Equip	Open	Work Finished
All Asset Types	117	43	19
ASSET	117	43	19
STATIONARY	0	0	0
INVENTORY REBUILDS		0	0

AssetWORKS

FleetFocus Standard Modules

⚙️ Asset Management

- ⚙️ Fleet Equipment / Components
- ⚙️ License/Permitting
- ⚙️ Acquisition/Disposal
- ⚙️ Status / Utilization
- ⚙️ Unit History
 - ⚙️ Repair, Cost, Assignment

⚙️ Maintenance Operations

- ⚙️ Work Orders (PM / Repair)
- ⚙️ Labor / Timekeeping
- ⚙️ Commercial Repairs
- ⚙️ Job Standards
- ⚙️ Recall/Campaigns
- ⚙️ Warranty Claims Management
- ⚙️ Supports VMRS 2000

⚙️ Part Inventory Management

- ⚙️ Part Master Catalog
- ⚙️ Location Inventory Control
- ⚙️ Auto Reorder
- ⚙️ Purchase Orders/Contracts
- ⚙️ Physical Inventory

⚙️ Fuel Management

- ⚙️ Fuel Island Controllers
- ⚙️ Fuel Inventory
- ⚙️ Commercial Fuel Interfaces

⚙️ Motor Pool Automation

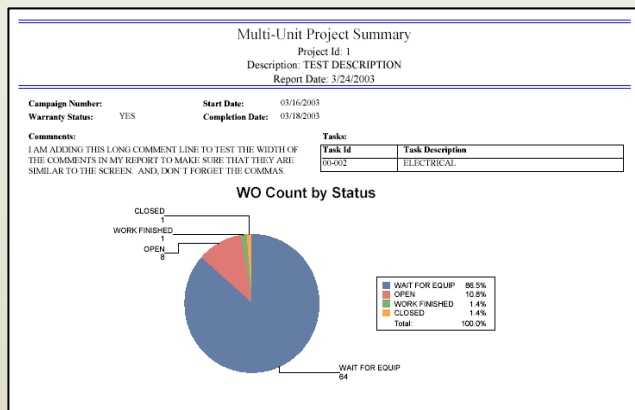
⚙️ GPS / Location

⚙️ Financial Management

Report and Query Options

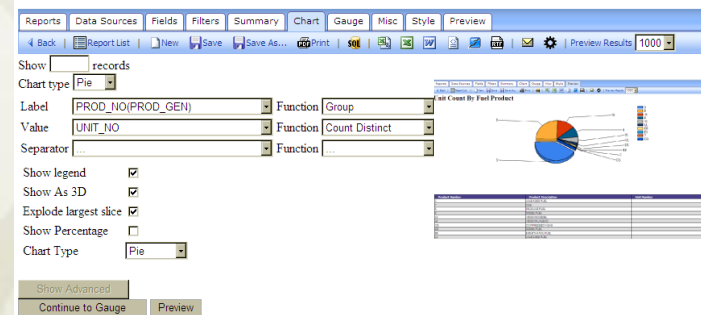
Business Objects™ crystal reports

- ❁ Internet Explorer based reporting
- ❁ 200+ standard reports designed in Crystal Reports
- ❁ Export to several formats (pdf, xls)
- ❁ Robust Scheduling Capability
- ❁ Distribute reports via email
- ❁ Save “Favorites”
- ❁ Modify ours or create your own using Crystal Reports & add directly to the menu



Ad Hoc Reporting Module

- ❁ Wizard driven ad-hoc report development tool
- ❁ Steps user through the process to build report
- ❁ Reports against separate end-user database schema
- ❁ User-friendly field names
- ❁ Build simple graphs and list/summary reports
- ❁ Save and share developed reports




Dashboards/ KPIs / Performance


AssetWORKS
InfoCenter
Formerly MAXIMUS

Home Menu Supervisor Portal SR Portal **Dashboard** Reports Notifications Scheduler Replacement


My Dashboard ✎



Open WO Count
000028



Pending WO Count
000101

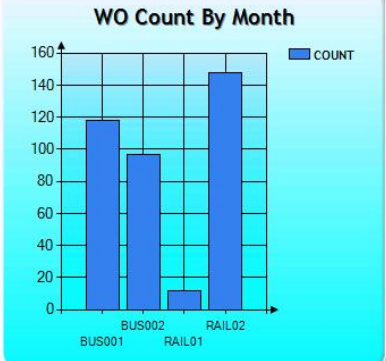


Finished WO Count
000021



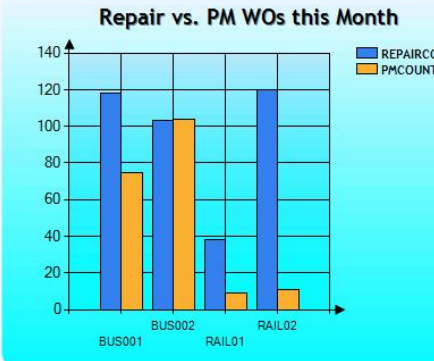
Pending SRs
000234

WO Count By Month

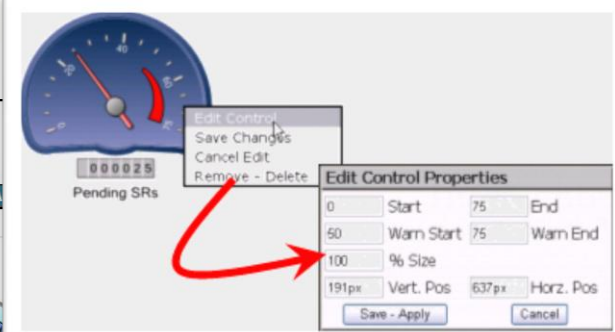


Asset	Count
BUS001	120
BUS002	95
RAIL01	10
RAIL02	150

Repair vs. PM WOs this Month



Asset	REPAIRCOUNT	PMCOUNT
BUS001	120	75
BUS002	105	105
RAIL01	40	10
RAIL02	120	10



Edit Control
 Save Changes
 Cancel Edit
 Remove - Delete

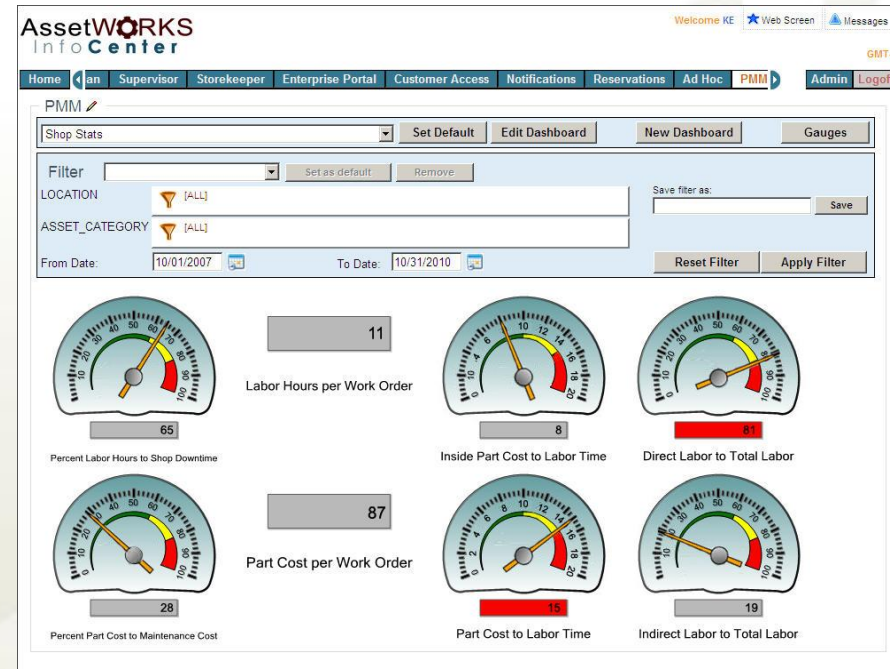
Edit Control Properties

Start End
 Warn Start Warn End
 % Size
 Vert. Pos Horz. Pos



Performance Measures and Monitors

- ⚙️ Trending over time, compare
 - ⚙️ Location vs. location
 - ⚙️ Equipment type vs. equipment type
 - ⚙️ Time period vs. time period
- ⚙️ Graphical method of viewing, and drilling into, industry-standard management ratios and KPIs



Out-Of-Box PMMs

- ⚙ Asset Count
- ⚙ Average Unit Period Usage
- ⚙ Cost per Roadcall
- ⚙ Days late for PMs
- ⚙ Days per Roadcall
- ⚙ Direct Labor Hours per Mechanic
- ⚙ Direct Labor to Total Labor Ratio
- ⚙ Downtime Hours per Unit
- ⚙ Fuel Cost per Usage
- ⚙ Indirect Labor to Total Labor Ratio
- ⚙ Inside Labor Cost per Utilization
- ⚙ Inside Part Cost per Utilization
- ⚙ Inside Part Cost to Mechanic Labor Time Ratio
- ⚙ Labor Cost per Unit
- ⚙ Labor Hours per PM
- ⚙ Labor Hours per Unit
- ⚙ Labor Hours per Work Order
- ⚙ Maintenance Cost per Unit
- ⚙ Maintenance Cost per Utilization
- Outside Labor Cost per Utilization
- Outside Part Cost per Utilization
- Part Cost per PM
- Part Cost per Unit
- Part Cost per Work Order
- Part Cost to Mechanic Labor Time
- Percent Labor Cost to Maintenance Cost
- Percent Labor Hours to Shop Downtime
- Percent Part Cost to Maintenance Cost
- Percent PM Completed Overtime
- Percent PM Cost to Maintenance Cost
- Percent Roadcall Cost to Maintenance Cost
- Percent Scheduled Work Orders
- Percent Unit Availability
- Percent Unit Downtime to Available
- Percent Unscheduled Work Orders
- Percent Warranty Cost to Maintenance Cost
- Percent Work Orders with Delays
- PM Cost per PM
- PM Cost per Unit
- PMs per Unit
- Roadcalls per Unit
- Systems per Work Order
- Total Labor Cost per Utilization
- Total Part Cost per Utilization
- Total Unit Period usage(x1000)
- Unit Age in Months
- Unit LTD usage(x1000)
- Usage per Fuel
- Utilization per Labor Hour
- Utilization per Maintenance Cost
- Utilization per Part Cost
- Utilization per PM
- Utilization per PM Cost
- Utilization per Roadcall
- Utilization per Work Order
- Warranty Cost per Unit
- Work Orders per Unit

MobileFocus Handhelds

- ❁ Wireless, Windows Mobile devices
- ❁ Integrated bar-code scanner
- ❁ Supports off-line data capture
- ❁ Reduces data entry time and improves timeliness of information
- ❁ Common work-flows
 - ❁ Work Orders
 - ❁ Labor Capture
 - ❁ Meter Readings
 - ❁ Part Issues
 - ❁ Physical Inventories
 - ❁ Indirect Time



FuelFocus™

AssetWorks is the Only FULLY INTEGRATED Fleet and Fuel System

- ☑ Single database
- ☑ Real-time data exchange
- ☑ Supports at-pump messaging
- ☑ Support for at-pump data entry

Multiple Input Options

- ☑ Magnetic Stripe Cards
- ☑ Key Fobs (Easy Pass)
- ☑ Keypad Entry
- ☑ “Wireless” Radio Frequency

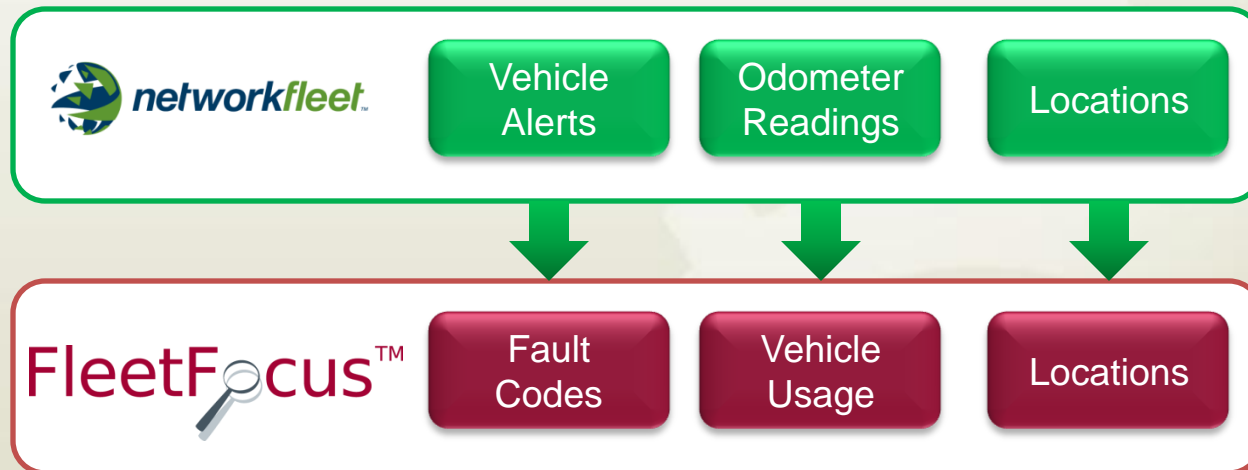
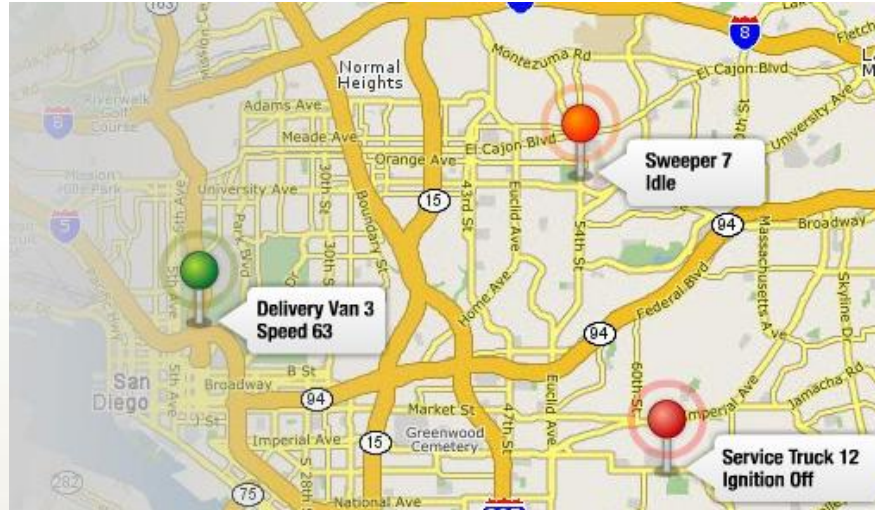
Vehicle RF Option

- ☑ Automatically verify unit, product, and capacity
- ☑ Capture meter readings from on-board computer / speed-pulsar



AssetWORKS

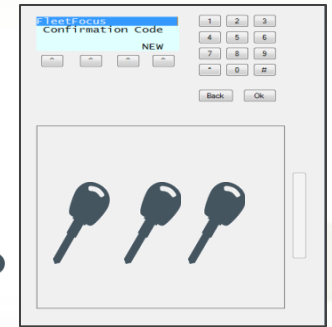
GPS and Telematics Integration



KeyValet

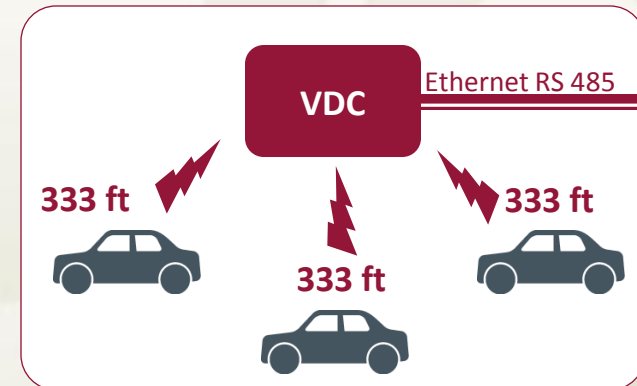
KeyValet

- ❊ Provides self-service dispatch and return of Motor pool vehicles
- ❊ Uses electronic key cabinets networked with FleetFocus
- ❊ Uses wireless vehicle data collectors to capture latest meter reading
(Transmitting frequency : 900 MHz range, Modulation FSK)
- ❊ Or Uses Networkfleet (via AssetWorks integration) to capture latest meter reading
(Networkfleet integration adaptor for KeyValet required)



Motor Pool KeyValet

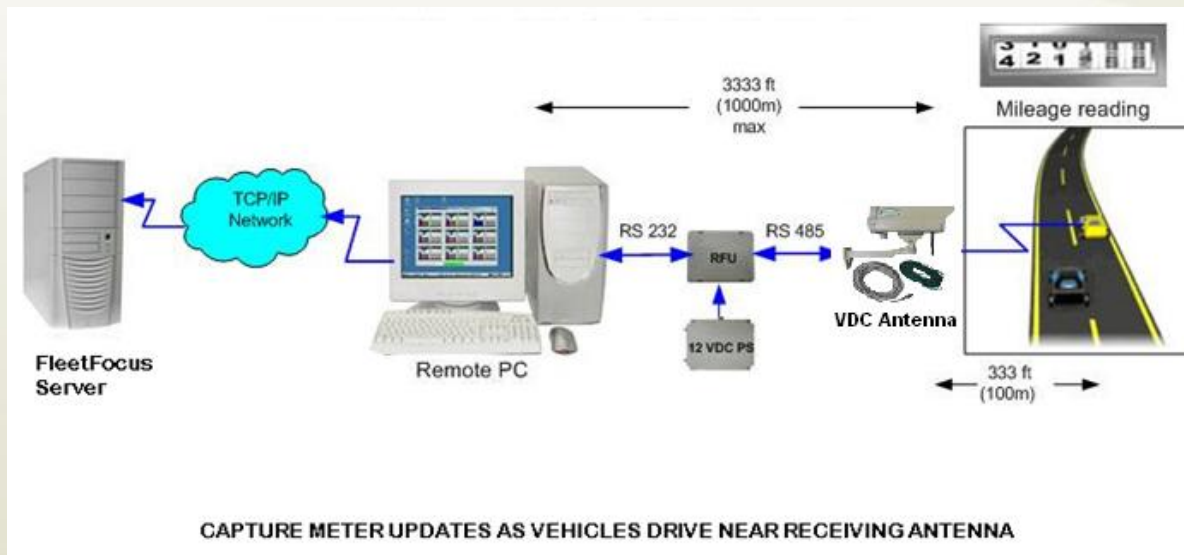
Vehicle Parking Area



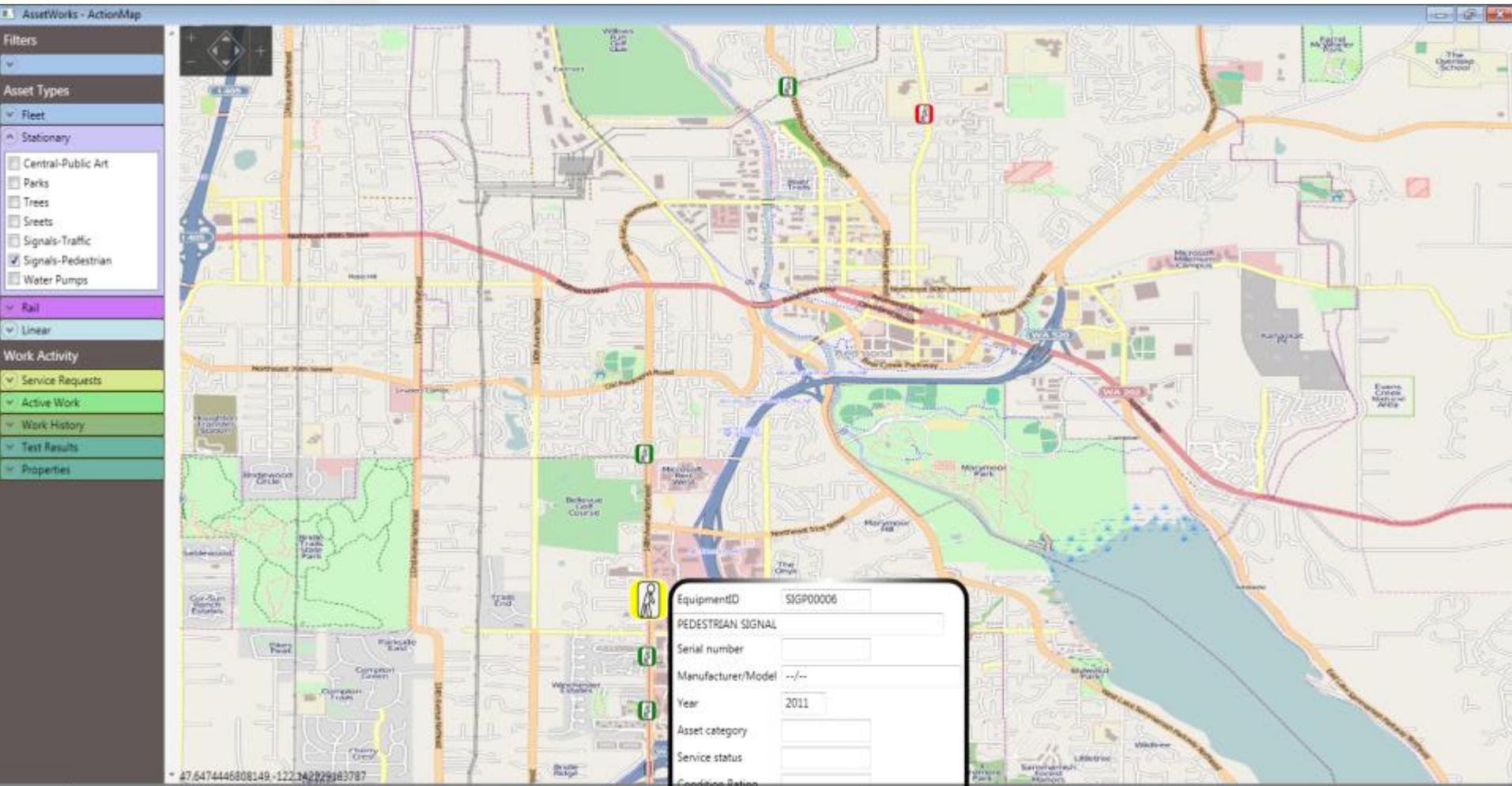
AssetWORKS

Vehicle Data Collector

- ⚙️ Can capture vehicle meter updates anytime it passes within 300' of Receiver
- ⚙️ Will automatically send meter update to FleetFocus application in REALTIME
- ⚙️ Works with our Automated Fuel Management System to act as a Vehicle Data Collector in conjunction with normal fueling operations.



Action Map



Center	Pin#	Equipment ID	Description	Manufacturer	Model	Year	Asset Category	Equipment Type	Service Status	Condition	P
	114	SIGP00004	PEDESTRIAN SIGNAL	--	--	2011	SIGNAL-PED	SIGNAL-PED			
	115	SIGP00005	PEDESTRIAN SIGNAL	--	--	2011	SIGNAL-PED	SIGNAL-PED			
	116	SIGP00006	PEDESTRIAN SIGNAL	--	--	2011	SIGNAL-PED	SIGNAL-PED			
	117	SIGP00007	PEDESTRIAN SIGNAL	--	--	2011	SIGNAL-PED	SIGNAL-PED			
	118	SIGP00008	PEDESTRIAN SIGNAL	--	--	2011	SIGNAL-PED	SIGNAL-PED			
	119	SIGP00009	PEDESTRIAN SIGNAL	--	--	2011	SIGNAL-PED	SIGNAL-PED			

ServiceRequestID	Asset	AssetID	Status	Symptom	Description	PinNumber	WorkPositions
SIGP00006-3428167	SIGP00006	SIGP00006	PENDING	LIGHTFLICKER	LIGHT REPORTED FLICKERING	0	(Collection)

Optional Hosting Service

- ❁ Run FleetFocus via the Internet from AssetWorks managed servers in our Wayne, PA Data Center
 - ❁ SAS70 Compliant
 - ❁ US DOJ Certified
- ❁ AssetWorks provides all hardware and monitoring services and application support
- ❁ AssetWorks maintains and upgrades the application in coordination with clients



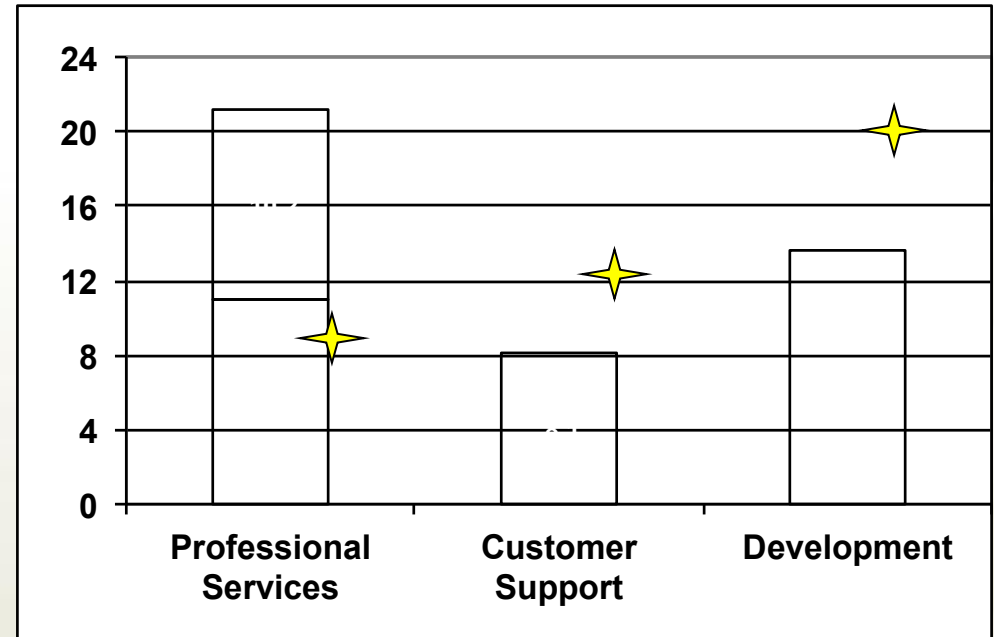
Successful Methodology

- ⚙️ Project Kickoff
- ⚙️ Application Installation
- ⚙️ Business Process Analysis
- ⚙️ Core Team Training
- ⚙️ Application Configuration
- ⚙️ Interface Development
- ⚙️ Data Conversion
- ⚙️ User Training
- ⚙️ Production Data Conversion
- ⚙️ Go Live On-site support



AssetWorks Staff Experience

- ⚙️ Relevant backgrounds
- ⚙️ Tenured and “well-tested”
- ⚙️ Dedicated
- ⚙️ Interested
- ⚙️ Stable Leadership
- ⚙️ Municipal Experience



Overall Average w/ Industry = 10+ years

Overall Average w/ AssetWorks = 8.9 years

★ Business Unit Leader

Post Implementation Customer Support

⚙️ Unlimited “Live” Telephone Support:

- ⚙️ Monday – Friday 7:00 AM – 7:30 PM Eastern (full staff)
- ⚙️ 24-hour-a-day/7-day-a-week on-call emergency support

⚙️ Unlimited E-mail Support or Support Website:

- ⚙️ fasupport@assetworks.com
- ⚙️ assetworks.com/fa

⚙️ System Enhancements & Upgrades:

- ⚙️ ~1-2 Product Releases per year

⚙️ Users' Conferences/User's Groups:

- ⚙️ Annual National User's Group Meeting
- ⚙️ Regional Training
- ⚙️ Web-Based User Training

Welcome AssetWORKS! You are logged in as MAXIMIUS

- Home
- My Items
- Submit Issue
- What's New
- Regional Training
- Users Conference
- Knowledgebase
- FA Suite Documents
- File Sharing
- Downloads
- Newsletters
- ListServe
- Marketing
- Training Documents
- FuelFocus
- Contact Us
- Enhancement Voting
- Company Profile
- Change Password

FASuite Customer Support

SPECIAL SAVINGS FOR ASSETWORKS CUSTOMERS ONLY!
AssetWorks customers attending the **GFX Show in Denver June 8-10, 2009** will receive a **\$100.00 discount** off the full conference rate! **Register early and double your discount!**

Customer Support Survey

The customer support survey is now available! Click here to participate. We appreciate your feedback!

Email Listserve

Join the FA Suite Email Listserve to communicate with other FA customers, ask questions of the user community and share your experiences about working with the product. This is a good way to find new solutions to challenges that many of our customers face. This user community forum is customer-driven, is moderated by an FA Customer independently of AssetWorks.

Instructions to be added to the FA Listserve:

1. Address a message to listserv@lists.colorado.edu
2. Leave the Subject: line blank