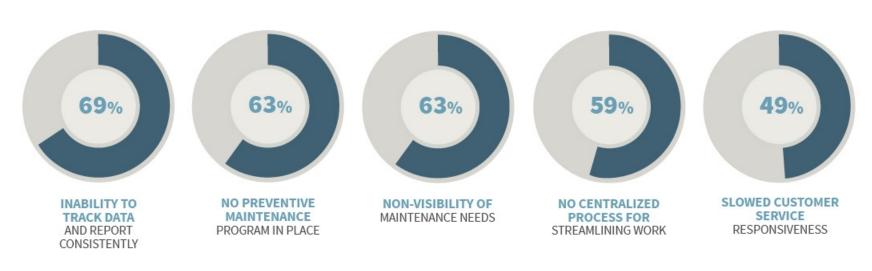


MAINTENANCE ESSENTIALS PRO

What Are Your Top Challenges?





You're Not Alone

SCHOOLDUDE IS THE #1 CLOUD SOFTWARE DESIGNED SPECIFICALLY FOR EDUCATION

5,800

SERVING
PUBLIC K-12 SCHOOL DISTRICTS

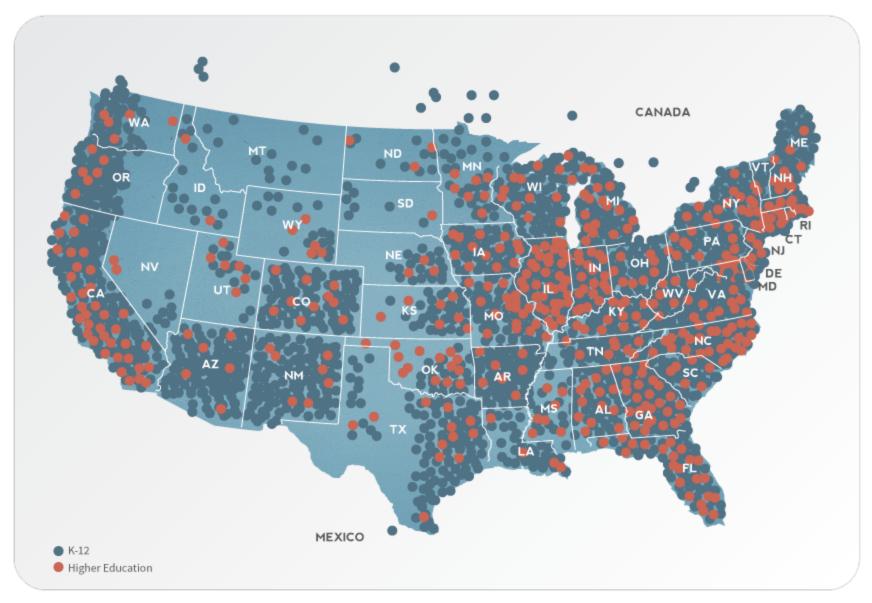




Common Challenges Among Small Schools

- Lack of communication between the maintenance team and with faculty
- Difficulty prioritizing work with limited staff, resources and budget
- Inability to track the status of multiple work orders
- Lack of reporting capabilities
- No time for preventive maintenance

SchoolDude Nation



You're Not Too Small

- 2100 Clients with less than 5000 Students
 - > 200 Clients with 0-500 Students
 - > 1100 Clients with 500-2500 Students







MYSCHOOLDUDE DATA & KPI DASHBOARD...

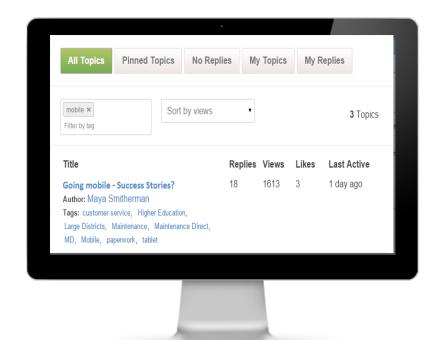
Benchmarks to Measure Success

SCHOOLDUDE COMMUNITY...

Connect with 1-million Peers - Free

Best Practices Community

- Top Peer Network: Gain knowledge, insight, and context from peers – and understand how the best performing institutions are improving their operations – all from the comfort of your computer.
- The Dude Nation: You are not alone. Many of your peers share the same challenges and Campus Champions are blazing the path to success – the keys to success lie in the members of Dude Nation.

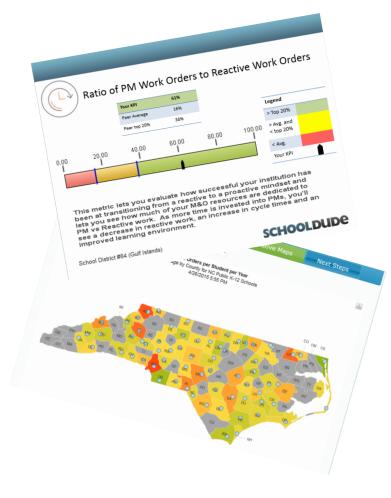




Leveraging Dude Data to Serve You

- Simplify executive presentations
- Benchmark Progress
- Prove Impact
- Trends help track progress
- Comparative data breeds competition







What's Included?

- Unlimited Legendary Support
- Unlimited users at no extra charge
- Toll-Free 800 number for Support!
 - > Talk to a **LIVE** person when you call!
- Online chat with technicians!
- ▶ E-Mail!
 - > support@schooldude.com
- Live, online training to get you started!
 - get started in just a few hours
- ▶ 1st term access to MySchoolDude.



What's included



Corrective Maintenance

 Get more done by automating work orders in real time and increasing your team's productivity by more than 20%



Preventative Maintenance

 Reduce emergency work orders by 60% by scheduling recurring maintenance tasks



Mobile Applications

 Access your data from anywhere to reduce windshield time and increase productivity



Facilities Best Practices Coaching

•We're here to help you reach your goals with coaching from our industry experts



Executive Facilities Reports and Presentations

 Easy button for executive-level Power Point presentations customized with your data



Facilities Key Performance Indicators

Benchmark your success against the world's largest educational maintenance database



Facilities Trend & Comparative Data

•Track three years of historical data and compare against regional institutions.



Best Practices Community

 Access to your peers nationwide to help, be helped, and network



Facilities Resources & Templates

 The power of the SchoolDude Community at your fingertips with a personalized tile view and access to the resource library



Innovations & Enhancements

 Stay on the cutting edge of SchoolDude's expanding and improving technology

SchoolDude Implementation Timeline

Step	Time	Tasks
One	30 Minutes	Kick of call to discuss goals and timeline of implementation.
Two	1 – 1.5 hour	Meet with your Client Advisor to go over the Solution and how set up can be done. They will set specific goals for data input with you and give all resources needed.
Three	2 weeks – 6 Months	Depending on the time you have to dedicate to the setup will determine your implementation time. We are here for you ever step of the way to answer questions and advise as you move forward. We recommend appointing a champion within your organization to undertake the implementation from
Total	1 Month – 6 Months	You and your staff are trained and the data input is complete. Ready to start using on a daily basis.

Best Practices and Coaching

▶ **Account Management:** Your Account Manager – an education operations expert and leader in cloud technology – is your Success "Sherpa". We offer consultative guidance on how you are performing and how you can continue to improve.

Success Reviews: Uncover opportunities to make positive financial impact in operations and maximize your operations management platform.



SchoolDude University

- Specialized sessions for K12 & independent schools, colleges & universities
- Unlimited training with the client services team
- Exclusive networking events and opportunities



SchoolDude University – East

When: March 15-18, 2015

Where: Myrtle Beach, South Carolina

Location: Kingston Plantation

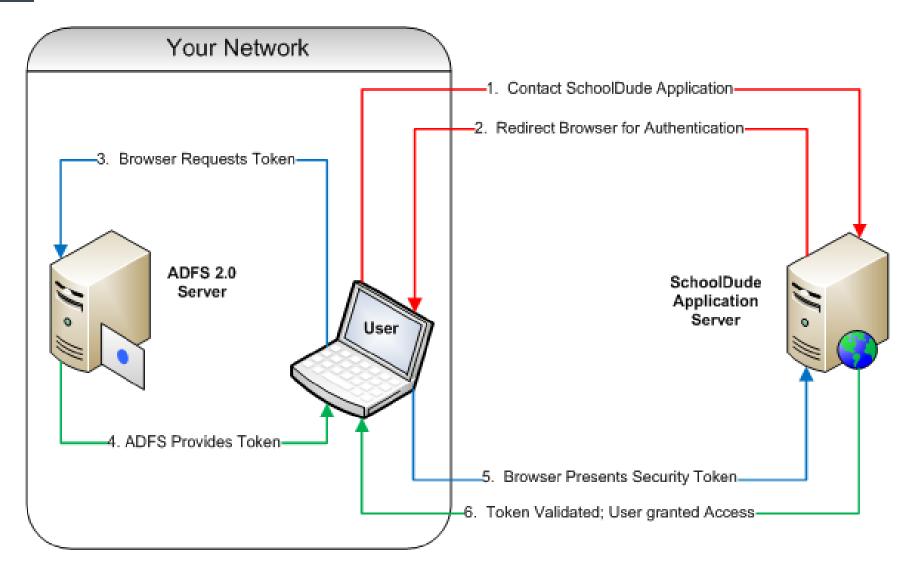
SchoolDude University - West

When: October 11-14, 2015

Where: San Diego, California

Location: Sheraton San Diego Hotel & Marina

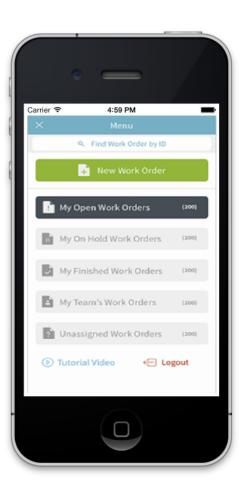
ConnectAuthenticate



Mobile Applications









MAINTENANCE MANAGEMENT

Collaborative Operations Management Platform



MAINTENANCE ESSENTIALS PRO



- **Corrective Maintenance**
- **Preventive Maintenance**
- **Mobile Application**
- **Premier Success Coaching**
- **Best Practices Community**

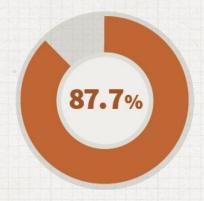
- **Knowledge Resources & Templates**
- **Key Performance Indicators**
- **Historical Trends & Comparative** Data
- **Executive Reports & Presentations**
- **Innovations & Enhancements**

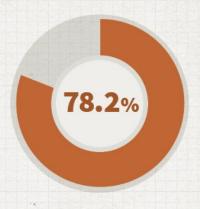


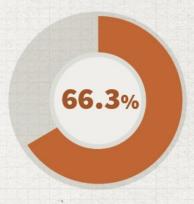
MAINTENANCE MANAGEMENT WHAT YOU REPORTED

WHAT DISTRICT/UNIVERSITY DEPARTMENTS REPORTED









INCREASED PRODUCTIVITY

IMPROVED SERVICE, COMMUNICATION & FEEDBACK

IMPROVED ACCOUNTABILITY

MAXIMIZED EFFICIENCY

(By reduced data entry & work phone calls)

MAINTENANCE MANAGEMENT WHAT YOU REPORTED

ESTIMATED SAVINGS

SCHOOL SIZE

WORK ORDERS

TIME SAVED PER ORDER

ANNUAL TIME SAVED

MONEY SAVED (based on \$25/hr)

500

500

30 minutes

250 hours saved

\$6,250

10,000

10,000

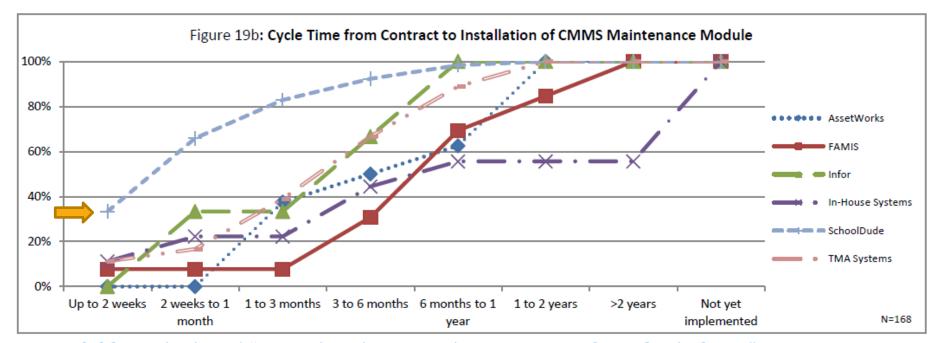
30 minutes

5,000 hours saved

\$125,000

Time of Implementation

We also analyzed the implementation data specifically for the *Maintenance* module from each CMMS vendor (Figure 19b). The *SchoolDude* clients on average had this module in production at the quickest rate. The *Infor*, *TMA Systems*, and *AssetWorks* clients experienced the next fastest rate of implementation.

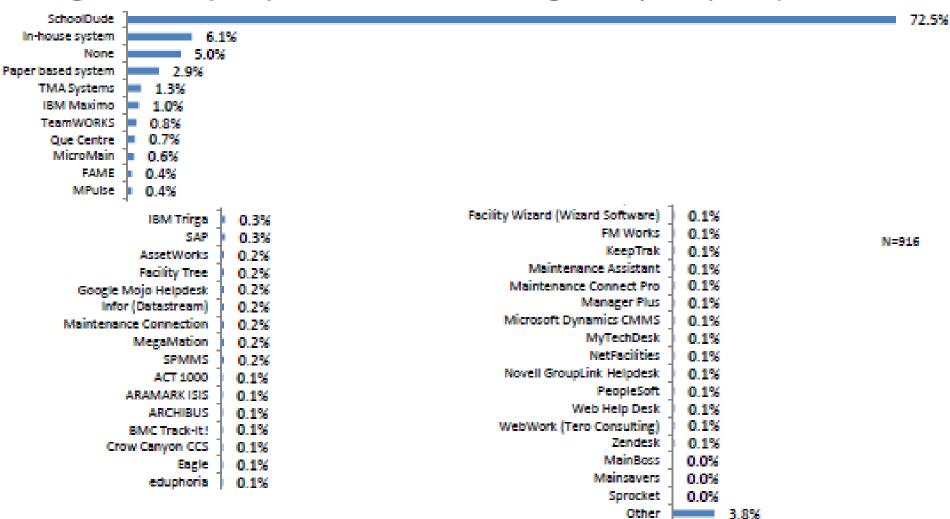


Source: STS Research Advisors' "2012 Higher Education Facilities Management Survey Results Report"



Other CMMS Options

Figure 6: Primary Computerized Maintenance Management System (CMMS) In Use



Source: STS Research Advisors' "2012 K-12 Schools Facilities Management Survey Results Report"



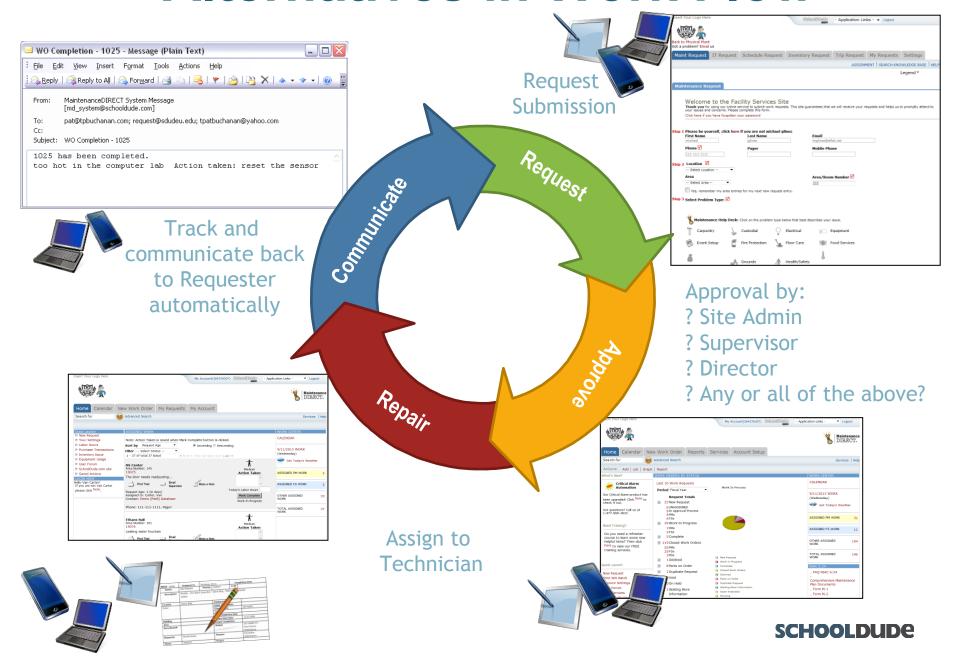
Express Start Implementation Timeline:

MaintenanceEssentialsPro

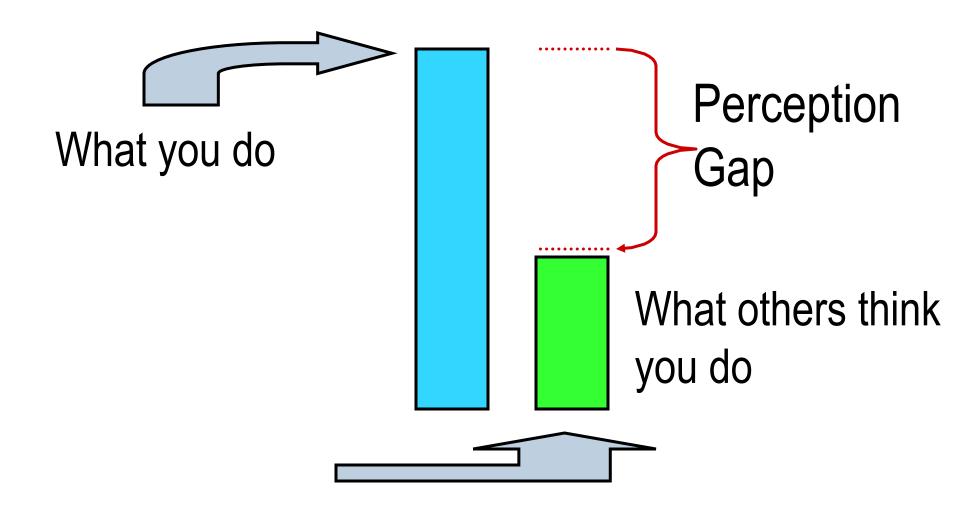
Step	Time	Tasks					
One	30 Minutes	Kick off call to discuss goals and timeline of implementation.					
		Give Client advisor list of your Buildings, Users, Equipment, and other information you would like in the system.					
Two	10 – 15 Days	Our Data Team uploads provided information into your system.					
		Creates Preventative Maintenance Schedules to start running on your preferred timeline.					
Three	1 Hour	Training with your Client Advisor that has your account pre-populated with all of your information.					
Total	2 Weeks	You are trained and your account is populated to start using immediately.					

*Reliant on Client's availability and data

Alternatives in Work Flow



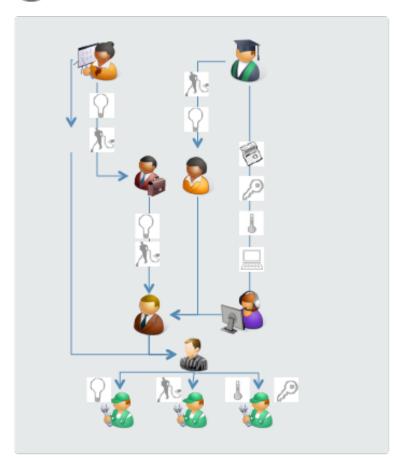
Professional Image: The Perception Gap



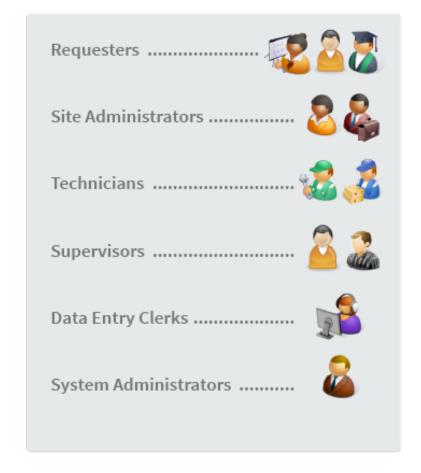
Maintenance Security Roles & Automatic Routing

You can determine how to customize your system; keep it simple or use a chain of command.

① Command Structure



2 User Roles



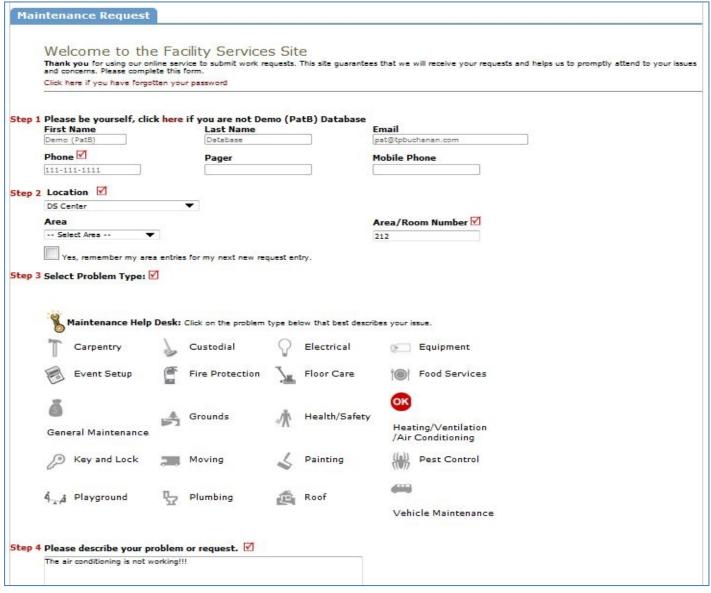
A Solid First Step

Work order management is the first step to solid facility management. Combine this with the ability to schedule planned maintenance, control your inventory items, monitor energy consumption and conservation programs, and plan for future capital needs and now you have managed the entire Facility Management process.

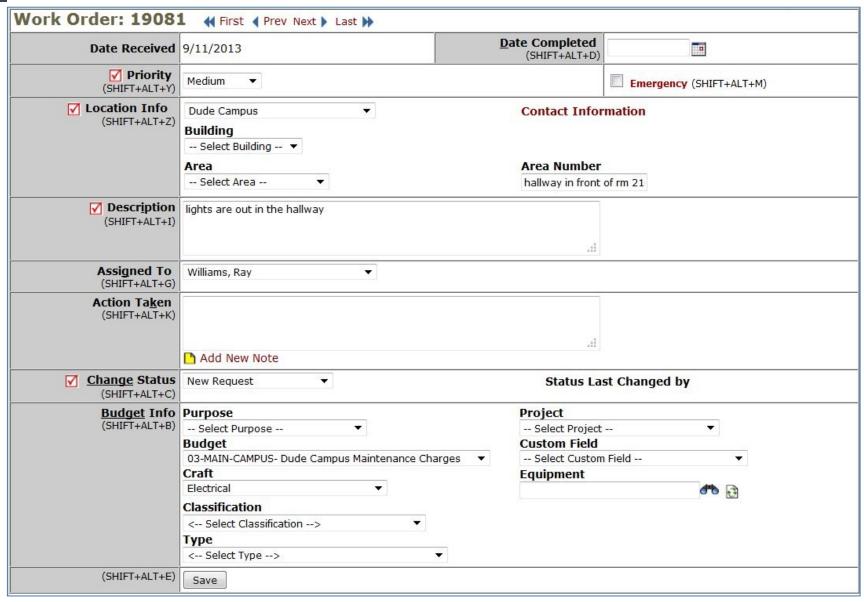
Increase productivity by 20%



Requester View



Administrator View



Hard Copy of Work Orders

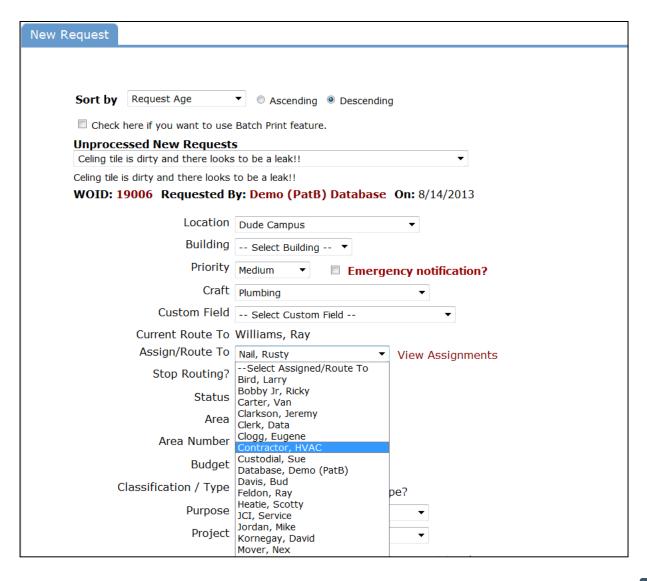
WOID 17800	Assigned	LTo	Carter, 1	Van	Completion Date				
Status	Complete		Priori		1	Craft	Painting	ate o/ It	72012
Description	i want my v	valls pa	inted tire	d of looking	at these e	ggshell w	alls		
Location	Dude Camp	us		Equip	nent				
Notes:					Descripti	on			
				Classif	ication				
				Type					
				Reg. C	ompletio	n Date			
Building					Start Da		8/10/20	012	
Area					Complet				
Area/Room#	n# 2222			Budge	t		03-MAII	N-CAMP	JS
							Dude Ca	ampus	
							Mainten	ance Ch	arges
Requester	michael glir	nes		Purpos	se				
Phone	111-111-11	11		Projec	t				
Email	mglines@al	mglines@alltel.net				ry			
Journal Notes									
	To Date: 16,00 h Purchases / Inventory To Date:								
Labor T	To Date: 16.	00 h	Purchase	es / Invent	огу		To Date:		\$0.00
	Name	00 h	Purchase Date	PO/Item	,	iption	To Date:	Qty	Cost
Labor T	1	T			,		To Date:	Qty	\$0.00 Cost Each
	1	T			,		To Date:	Qty	Cost
	1	T			,		To Date:	Qty	Cost
	1	T			,		To Date:	Qty	Cost
	1	T			,		To Date:	Qty	Cost
	1	T			,		To Date:	Qty	Cost
	1	T			,		To Date:	Qty	Cost

nsert Your L Date Create	ogo Here d: 8/16/2012 1	11:06AM				Printe	Page 1 d on: 8/16	
		ID: 17814			mpletion			
D	escription	unlock and lock up						
	Location	DS Center	В	uilding				
	Area		P	riority	Medium			
Are	a Number	Refer to schedule		Craft	Custodia	ı		
CUST	OM FIELD			Type				
	Status	Work In Progress	Estimate	d Hour				
As	ssigned To	Carter, Van	Req	uester	Demo (P 111-111		atabase	
Estim	ated Start	8/16/2012	Reques	t Date	8/16/20			
Est. C	ompletion Date	8/16/2012	Comp	Req. letion				
Bu	dget Code	001-FS-Waived Fees	Purpos		Facility U	Jsage		
Pro	oject Code			Project ription				
Equip	o Item No.		Equi	Desc				
	Notes							
Purchase					To Dat	e: \$0.		
Date	Inv/Ref	Description	Supplier	Po	ol	Qty	Cost Ea	ach
								_
Labor					To D	ate:		h
Date	Name						Hours	





Processing a Request





Automatic Work Routing

Setup	New Reque	est Routing		Add New
1 - 4 of tota	al 4 listed	First		
Edit	Location 🔼 Building 🗖	Craft 🗖 Purpose 🗖	When Approved By Route/Assign To Next	Stop Routing
Edit	On Any On Any	Key and Lock On Any	No One Kornegay, David 1	No 🗵
Edit	On Any On Any	Key and Lock On Any	Kornegay, David Smith, Dean 2	Yes
Edit	On Any On Any	Key and Lock ► Key Lost	Kornegay, David Felton, Raymond 2a	No 🗵
Edit	On Any On Any	Key and Lock Key Stolen	Kornegay, David Carter, Vince 2b	No 🗵

Automatic routing can be set up to properly send new requests to the appropriate persons in a chain-of-command (1 and 2).

An option to help routing could include alternative personnel (2a vs. 2b) by using a *Purpose* in the work order form that identifies why the request was submitted.

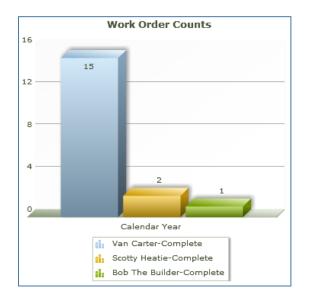


Summary Reports

elected Date Range for Request Date		12/31/2013													
Administration Building									_						
	Labor Hrs	Labor Costs	Material Costs	Sales Tax	Total Costs	WO Count	Avg Hours Per WO	Avg C							
Fire Protection	.00	\$0.00	\$17.33	\$0.00	\$17.33	1	.00								
General Maintenance	2.00	\$110.00	\$29.32	\$0.00	\$139.32	4	.50	\$34	1.83						
Painting	5.50	\$183.50	\$250.00	\$0.00	\$433.50	1	5.50	\$433	3.50						
dministration Building Total	7.50	\$293.50	\$296.65	\$0.00	\$590.15	6	1.25	\$98	.36						
DS Center															
_	Labor Hrs	Labor Costs	Material Costs	Sales	Total		oendit	Ava C		mary				Insert Your	Logo He
Carpentry -	25.00	\$949.00	\$203.99							12/31/2013				moort rour	Logo
Custodial	2.00	\$53.35	\$4.00	Scien	cica Daic	range	- W				6.1	T . I	1110		
Electrical	37.10	\$1,240.00	\$145.50	Purp	ose		Lat F	or Irs	Labor Costs	Material Costs	Sales Tax	Total Costs	WO Count	Avg Hours Per WO	Avg C Per \
Event Setup	19.25	\$690.50	\$32.38	-					00000	00000	Tux	0000	Count	101110	1 01
General Maintenance	26.50	\$677.25	\$3,539.52										2022	11221	
Grounds	6.00	\$330.00	\$3,738.56	Call	Back			.50	\$16.00	\$0.00	\$0.00	\$16.00	1	.50	\$16
Health/Safety	4.50	\$178.00	\$0.00	Capi	tal Improve	ements	10	.50	\$397.50	\$20,277.00	\$0.00	\$20,674.50	6	1.75	\$3,445
Heating/Ventilation /Air Key and Lock	26.85 1.00	\$1,035.30 \$32.00	\$1,842.03 \$96.00	Carp	entry		1	.00	\$32.00	\$50.00	\$0.00	\$82.00	1	1.00	\$82
,	550441505	000000000000000000000000000000000000000		Cons	struction		3	.00	\$155.00	\$0.00	\$0.00	\$155.00	1	3.00	\$155
				Even	nt Setup		28	.00	\$0.00	\$4,750.00	\$0.00	\$4,750.00	1	.00	\$4,750
				Facil	ity Usage		28	.00	\$865.85	\$32.38	\$0.00	\$898.23	17	1.65	\$52.
				Norn	nal Wear a	nd Tear		.00	\$0.00	\$155.00	\$0.00	\$155.00	1	.00	\$155
				PO F	Request		1	.50	\$71.00	\$0.00	\$0.00	\$71.00	2	.75	\$35.
				Prev	entive Mair	ntenance	22	.00	\$805.40	\$1,799.80	\$0.00	\$2,605.20	36	.61	\$72.
				Spec	cial Needs	Classroo	m A	.10	\$3.20	\$15.00	\$0.00	\$18.20	2	.05	\$9
				Storr	n Damage	Repairs	21	.00	\$420.00	\$6,255.00	\$0.00	\$6,675.00	3	7.00	\$2,225
				Vano	dalism		17	.25	\$746.00	\$1,070.71	\$0.00	\$1,816.71	17	1.01	\$106
					G	rand To	tals 104.	85 \$	3,511.95	\$34,404.89	\$0.00	\$37,916.84	88	1.19	\$430



Graphs









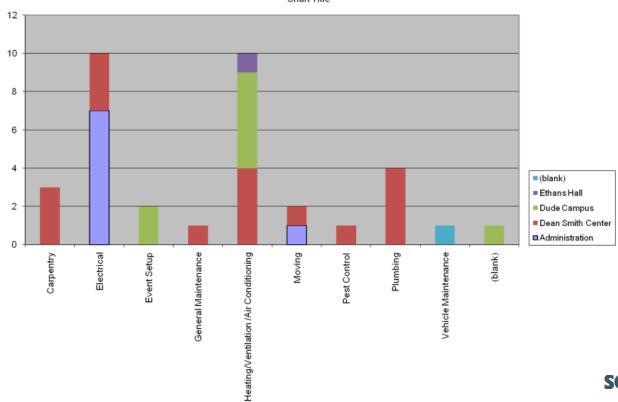
Each application contains 20 or more graphs.

Some graphs allow users to click a section of the graph to see the related records.

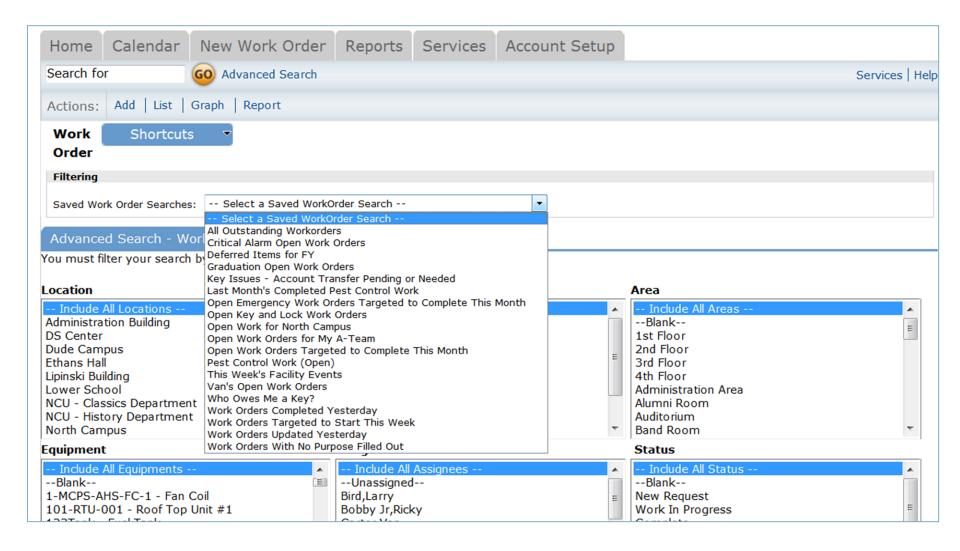
Exports from SchoolDude

No. W	ork Order Location					Submitted as Emergency		Re Ar	rea Descrip Are				Custom Category	Project Code	Project Description	Status Las
1	15797	Closed Work	Monthly - Ford-001 Inspe	Demo (PatB) D	pat@tpbuchanar	FALSE	11/22/2010			F	PMDired*	Vehicle N	Naintenance			
2	15813 Administration		The outlet isn't working in	Dr. buchanan	tpatbuchanan@y	FALSE	12/1/2010					Electrical				
3	15821 Administration		The outlet isn't working in	Dr. buchanan	tpatbuchanan@y	FALSE	12/8/2010			100 1	tpatbu	Electrical				
4	15823 Administration		Moved desk for Dr. Fuss	Vince Carter	vc@sdudeu.com	FALSE	12/8/2010			V		Moving				
5	15826 Administration	Closed Work	the outlet isn't working in	Dr. buchanan	tpatbuchanan@y	FALSE	12/8/2010			100 1	_tpatbu	Electrical				
6	15829 Administration	Closed Work	The outlet isn't working in	Dr. buchanan	tpatbuchanan@y	FALSE	12/9/2010			100 1	_tpatbu	Electrical				
7	15832 Administration	Closed Work	The outlet isn't working in	Dr. buchanan	tpatbuchanan@y	FALSE	12/10/2010			100 1	_tpatbu	Electrical				
8	15840 Administration	Closed Work	the outlet isn't working in	Dr. buchanan	tpatbuchanan@y	FALSE	12/15/2010			100 1	tpatbu	Electrical				
9	15866 Administration	Closed Work	The outlet isn't working in	Dr. buchanan	tpatbuchanan@y	FALSE	12/21/2010			100 1	tpatbu	Electrical				
10	15835 Dean Smith C	ente Closed Work	Please move my desk 4	Ima Requester	request@school	FALSE	12/14/2010		En	itryway r	equest(Moving				
11	15836 Dean Smith C	ente Closed Work	sink is leaking in the bac	michael glines	mglines@alltel.n	FALSE	12/14/2010				mgline	Plumbing				
12	15861 Dean Smith C	ente Closed Work	Monthly - Pest Inspection	Demo (PatB) D	pat@tpbuchanar	FALSE	12/20/2010	#		F	MDired	Pest Con	trol	IPM	Pest Inspections	
13	15863 Dean Smith C	ente Closed Work	my door will not close co	michael glines	mglines@alltel.n	FALSE	12/20/2010			222 1	_mgline	Carpentry	/			
14	15865 Dean Smith C	ente Closed Work	sink is leaking	michael glines	mglines@alltel.n	FALSE	12/21/2010			222 1	mgline	General I	Maintenance			
15	15820 Dean Smith C	ente Closed Work	my door will not close or	michael glines	mglines@alltel.n	FALSE	12/8/2010			222 1	mgline	Carpentry	/			
16	15828 Dean Smith C	ente Closed Work	sink is leaking	michael glines	mglines@alltel.n	FALSE	12/9/2010			222 1	mglin	Plumbing				
17	15824 Dean Smith C	ente Closed Work	sink is leaking in the bac	michael glines	mglines@alltel.n	FALSE	12/8/2010			222 1	mgline	Plumbing				
18	15822 Dean Smith C	ente Closed Work	sink is leaking	michael glines	mglines@alltel.n	FALSE	12/8/2010			222 1	mgline	Plumbing				
40	45700 D O ish O		Parker and in according	D O-1		EALOE	44/45/0040			ماممه		Harding 6	Annalisation (Alic Constitution)	landar .		

Chart Title



Save Favorite Searches



Save Search Automatic Reporting

Saved Actions										
1 - 10 of total 91 listed										
ActionTitle 🔼	Action Category 🗖	Created By	Date Modified	View 🖪	Schedule	Delete				
All Electrical Open WO's	Search	Database, Demo (PatB)	2/1/2013	Public	New	\boxtimes				
All Open PMs Greater Than 30 Days Old	Report	Kornegay, David	4/22/2013	Public	New	×				
All Open WO's by Employee-30 days Plus	Report	Database, Demo (PatB)	10/17/2012	Public	New	×				

Schedule your advanced search to l	pe run on a one-time or recurring basis		
☑ Schedule Type	One-Time		
	Recurring		
Frequency	Weekly ▼		
Daily	Every Day Every WeekDay	_	
Weekly	Select Days Sunday Monday Tuesday Wednesday Thursday Friday Saturday (Note: hold down the CTRL key to make multiple selections.)		
Monthly		month(s)	
	The First ▼ Sunday ▼ of every month(s)		
☑ Output Format	O PDF		
	Excel		
	○ Tab delimited text		
	© XML		
☑ Email addresses to receive report	mglines@alltel.net; davidwkornegay@gmail.com	_	
(separate email addresses by a semicolon, i.e. test1@test.com; test2@test.com)		v	
	Save Schedule Delete Schedule		
			CHOOL DI

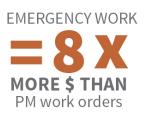


PREVENTIVE MAINTENANCE

Preventive Maintenance Facts

Comprehensive PM Scheduling & Management solution that helps you schedule recurring
maintenance tasks and generate corresponding work orders
within <u>MaintenanceEssentialsPro</u>.

Increase productivity by 27%



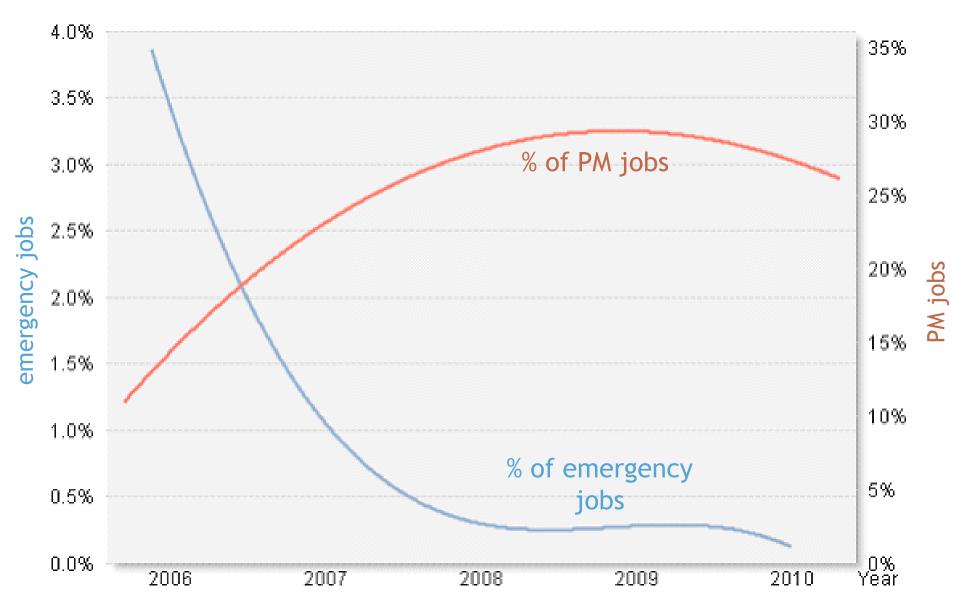
Preventive Maintenance Facts

What is the difference between emergency and corrective work orders?

- Reduction in number of Emergency Work Orders when performing PM (US)?
 - **25%**
- Corrective work order costs vs. PM work order costs?
 - 2-3 Times More
- The average cost of emergencies over the last 6 years?
 - > \$336 per emergency work order

Being a Top Performer Takes Time...

but it's worth it



BENEFITS OF SCHEDULED PREVENTIVE MAINTENANCE

STATISTICS FROM OUR CUSTOMERS

80%

of a facility's maintenance issues can be addressed by performing preventive maintenance on only



of the facility's systems.

Benefits of PM & Risks of Non-PM

Top PM Performers:

- Resolve most service calls or issues in 2 days
- Resolve safety issues 25%-30% faster urgent or high priorities 7%-17% faster

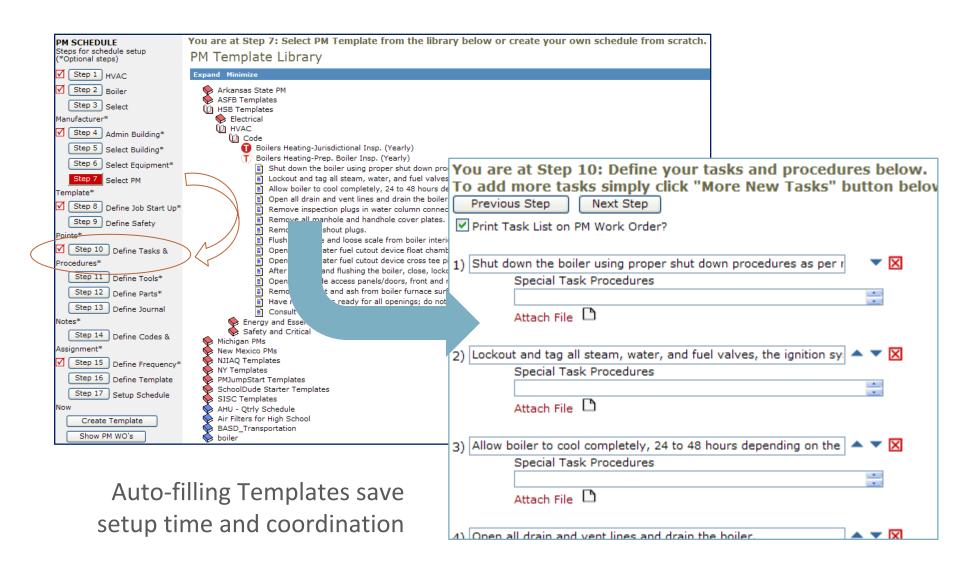
Average PM Performers:

- have twice as many non-PM jobs over 28 days old
- have to deal with 10% more nuisance calls or low priority jobs

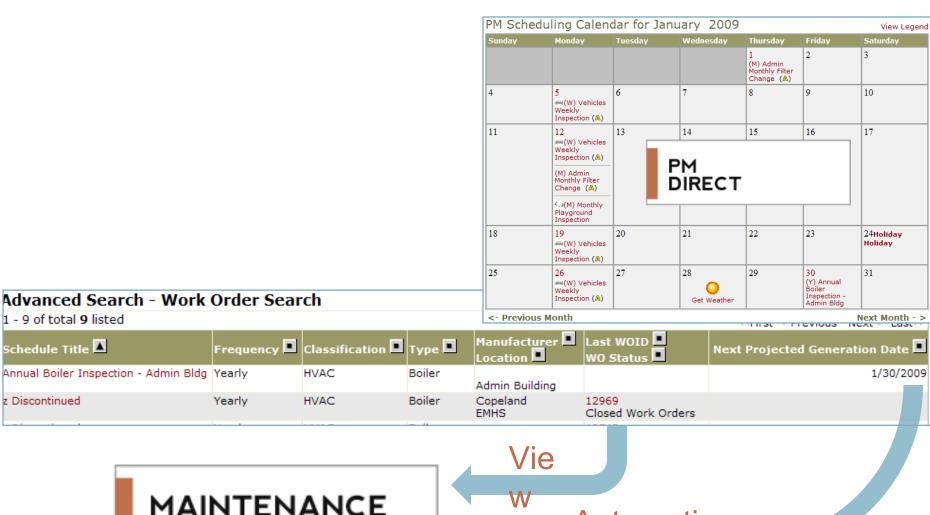
Non PM Schools:

Handle safety issues and nuisance calls as well as a top PM group, but have a 30%-60% slippage rate for medium and high priority jobs

PMDirect Schedule Setup and Templates



PM Forecasting & Automatic Work Generation





Automatic Generation



Sample PM Work Order

Equipment								
ID Description			Model # Area Serial # Area # Building				Notes	
ADM TYCO FE Tyco Fire Exting - 5LB	25 S 3 3 5 5 7		FEX5					
Material	De	script ol	ion		Type Item #	Quant	ity Price Each	Total
	1300		×28×1 rehouse		Inventory AC-008	1.0	57.33	\$7.33
		Pen Rubbe Log bo	r mallet ook st of Fire Extinguis	shers for	building	•		
Proced	lures lotes	Follow	OSHA standards all OSHA safety	for safet	y while working		tinguishers	
Task Completed		De	escription / rocedures					
Yes No N/A		1 Fin	e Extinguisher ch	eck Mont	hly			2
Yes No N/A		2 Los	cate fire extinguis	shers on l	building map			٥
Yes No N/A			eck Extinguisher					
			If card is missing 1. Location in Do 2. No Obstruction 3. Operating inst 4. Safety seals	esignate on to acc tructions and tamp	d place. ess or visibilit on nameplate per indicators	and facing	1 3 March 1996 (1997)	
		1	5. Fullness deter 6. Examination f leakage or clogg 7. Pressure gage or position	for obvio	ous physical da le.	amage, cor		
		8	B. Condition of to checked(for whe	eeled un	A 48	hose and	nozzle	

