



A NEW SOLUTION FOR  
**UTILITY ASSET MANAGEMENT**

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ASSET PERFORMANCE & WORK MANAGEMENT SOFTWARE



# IN THE NEXT 15–20 MINUTES YOU WILL

- ▶ Learn something new about Asset Management (AM) and its importance to your utility
- ▶ Understand what you need for success in AM
- ▶ You will learn how we are changing the industry when it comes to EAM/CMMS solutions.
- ▶ You will leave with at least **one action item** that you can get started on right away to make changes for the better in your utility!







**Because asset management  
for utilities is about so much  
more than assets.**





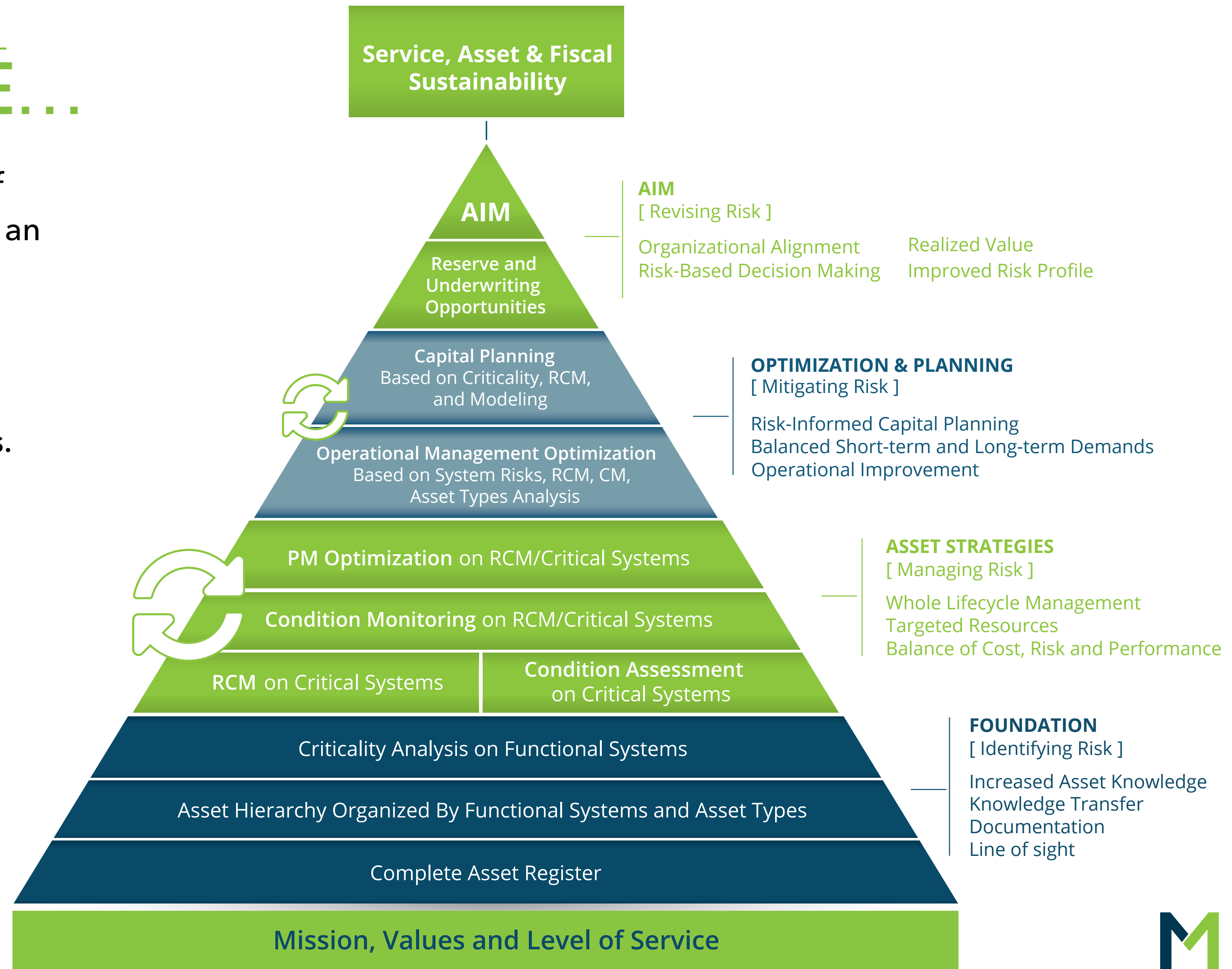
## WHAT IS ASSET MANAGEMENT?

# AND WHY SHOULD YOU CARE...

Asset management is a coordinated set of activities between business groups within an organization to do 2 primary things:

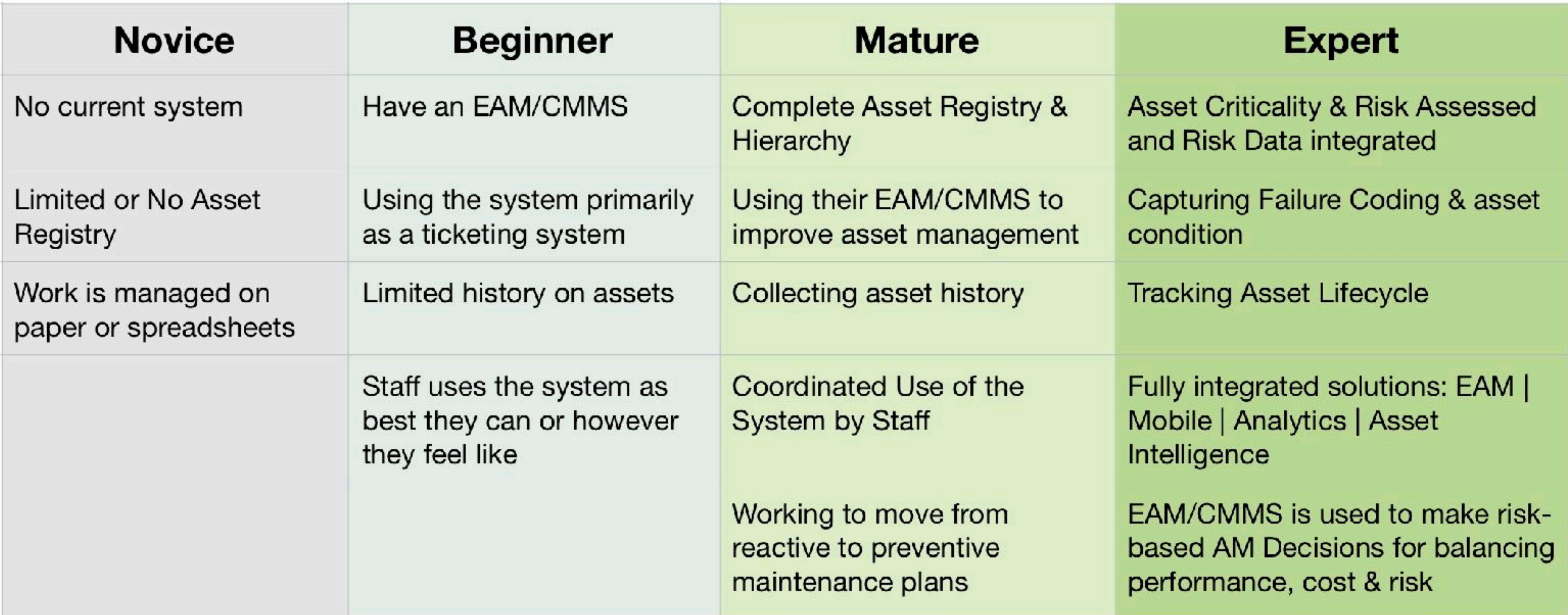
- ▶ Make risk-based decisions.
- ▶ Derive maximum value from your assets.

**ASSET MANAGEMENT IS NOT...**  
...SOFTWARE.  
...A BETTER MAINTENANCE PLAN.  
...CONDITION ASSESSMENTS.





# WHERE ARE YOU TODAY?





## INDUSTRY CHALLENGES

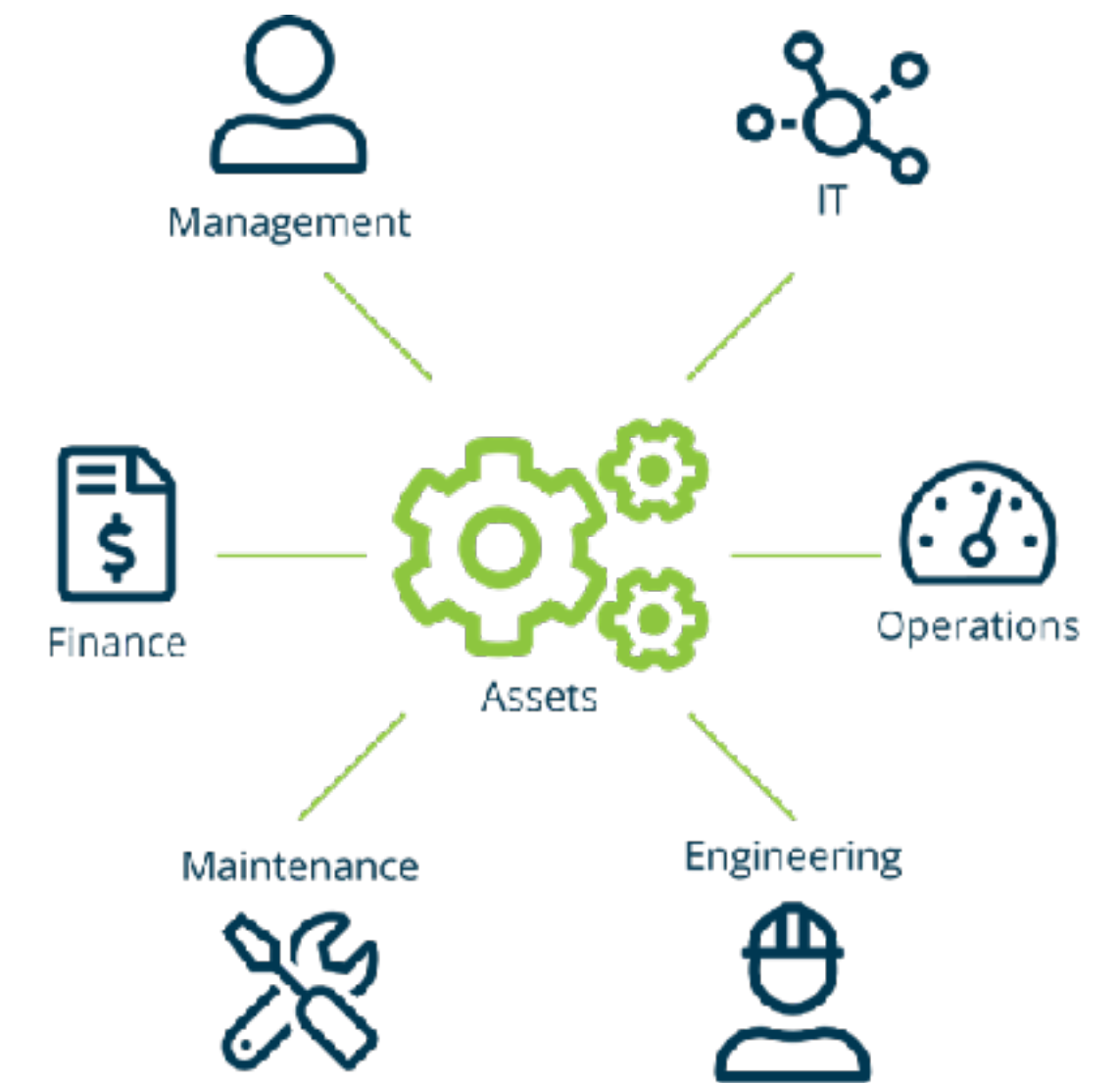
- ▶ We are facing a massive challenge with aging infrastructure, and a backlog of deferred maintenance and capital projects.
- ▶ Increased regulatory pressure.
- ▶ **Budgets aren't keeping up.**

A work ticketing system is not going to move the needle - and you need to know a lot more than just **WHERE** your assets are.



# TECHNOLOGY CHALLENGES

- ▶ Separate systems for:
  - ▶ EAM/CMMS
  - ▶ Mobile
  - ▶ Analytics/Reporting
  - ▶ Risk Assessment
- ▶ You have to integrate all of these systems
- ▶ Different patch/upgrade schedules
- ▶ High Cost for Implementations & Ongoing Support
- ▶ Complicated and expensive middleware and architecture





# CO-FOUNDERS TACOMA ZACH & JOHN CLOW

We've been working with utilities forever, on all sides of the business. We've been in your shoes and we understand the problems you need to solve.

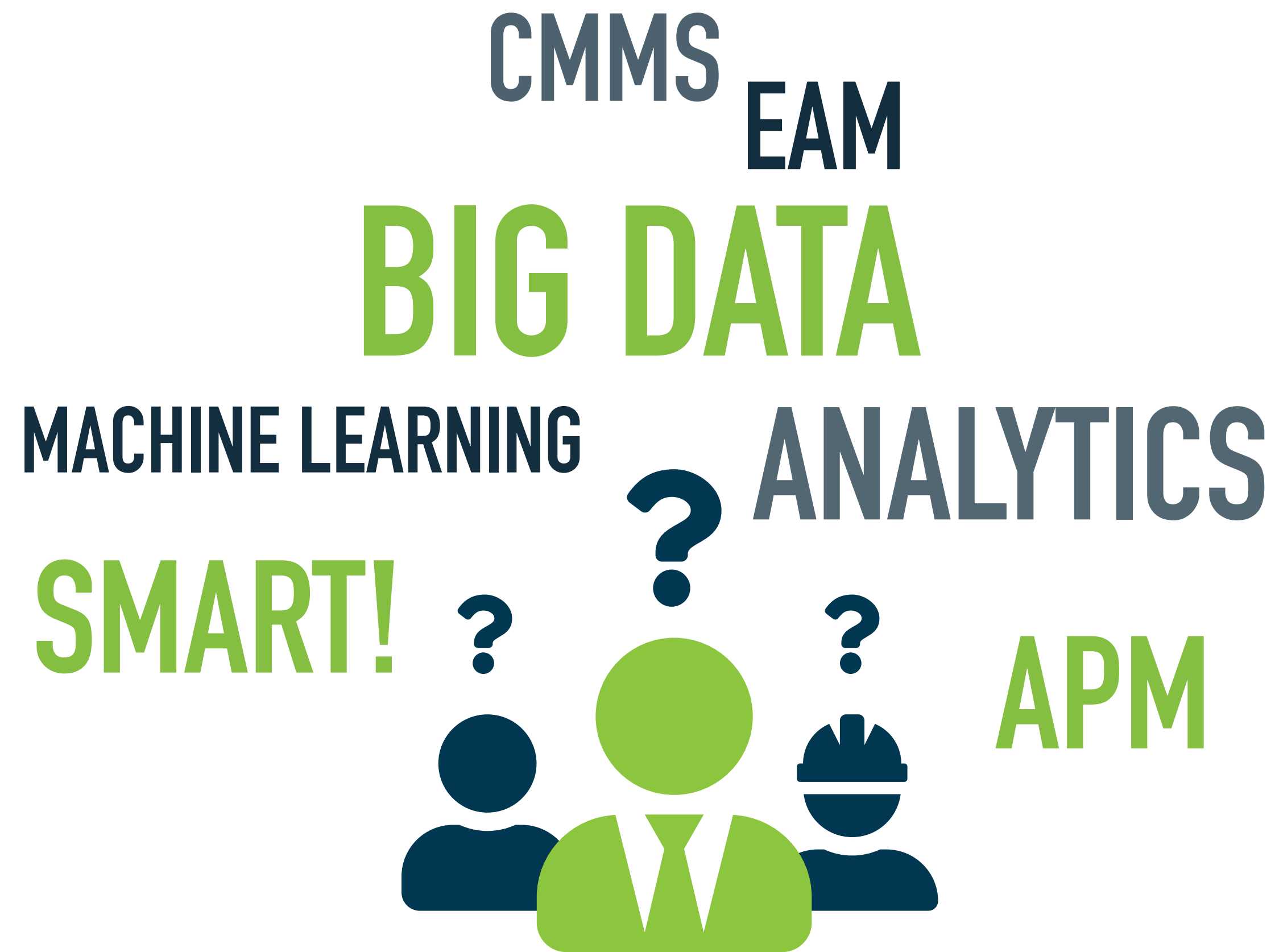
- ▶ In 2017, we established MentorAPM to build the enterprise Asset Performance & Work Management software that utilities really need.
- ▶ We had both been working in and with utilities for decades - Tacoma in water/wastewater utility management and operations; and John in enterprise asset management systems architecture and implementation.
- ▶ We had experienced firsthand the frustrations of wasting too much money and time on EAM/CMMS solutions that don't really deliver - and we knew we could build something better. So we brought together our existing software applications and companies and created the complete MentorAPM suite.





## WHY BUILD ANOTHER EAM/CMMS APPLICATION?

### A BRIEF HISTORY...



# “ARTIFICIAL INTELLIGENCE”

I have an EAM/CMMS - now what?

- ▶ What data do I need to capture?
- ▶ How do I make sense of it?
- ▶ What do the analytics actually tell me?
- ▶ Now what do I do?

**AI = ASSET INTELLIGENCE**



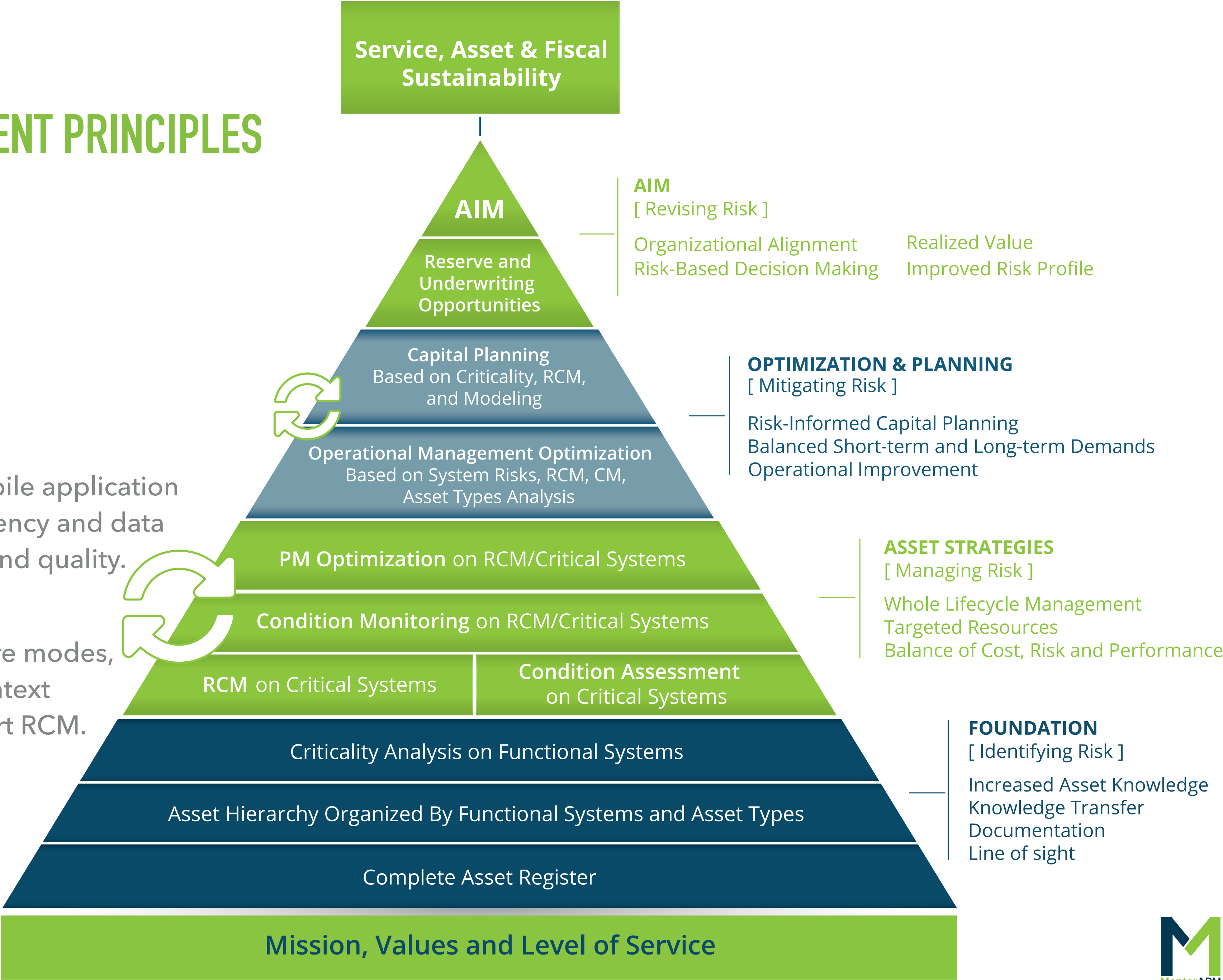
BUILT ON ASSET MANAGEMENT PRINCIPLES



Integrated Mobile application improves efficiency and data management and quality.

Libraries for asset type failure modes, condition scoring, stress context scoring, PM libraries, support RCM.

Integrated leading edge solution for criticality and risk evaluation.







HOW IS MENTORAPM DIFFERENT

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## COMPLETE SOLUTION

MentorAPM is a **single system** that incorporates all the tools a Utility needs to be successful - **for one cost**.

**We put it together so  
you don't have to.**

**MentorAPM delivers all the functionality of a CMMS, embedded with powerful APM tools and Asset Management Intelligence.**

... to transform your utility operations.

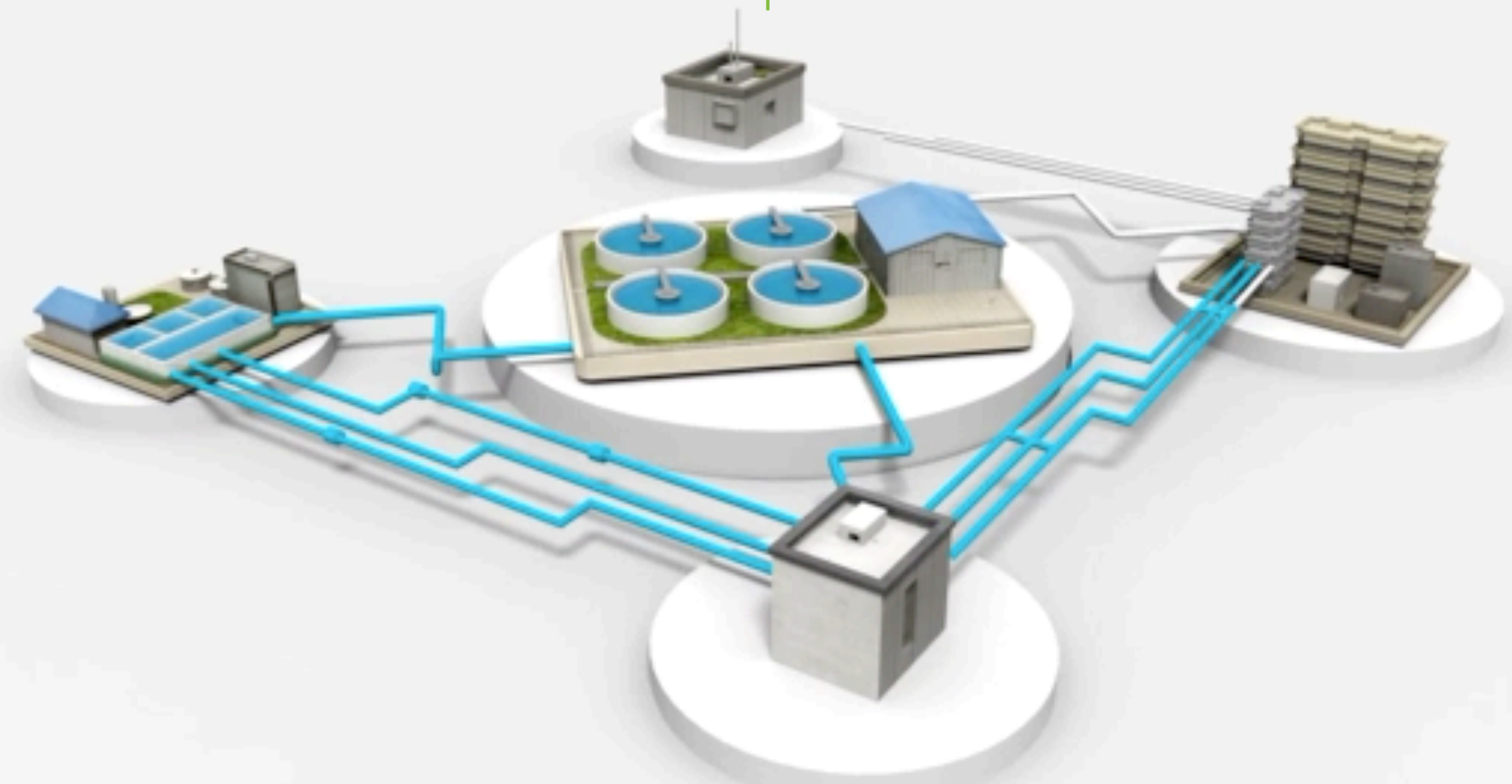


# MENTORAPM SOFTWARE SUITE



- ▶ Built for water and wastewater utilities.
- ▶ Manage both your vertical and horizontal assets.
- ▶ Fully integrated **Mobile Workforce Management** platform.
- ▶ Simplified licensing & pricing that makes sense.

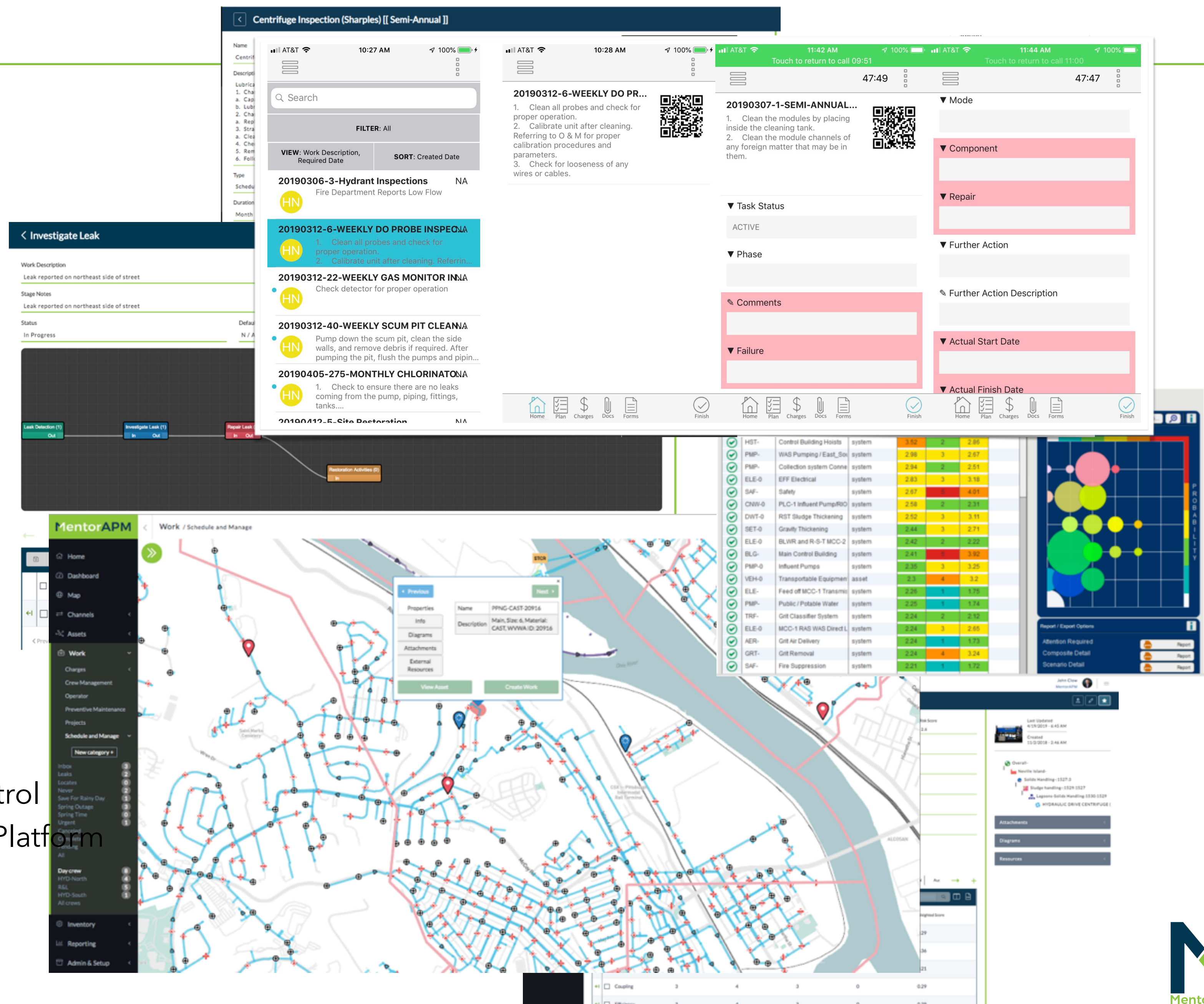
“WHERE” IS NOT THAT POWERFUL FOR  
MANAGING BOTH YOUR PLANTS AND PIPES.





# FEATURES & BENEFITS

- ❑ Embedded AM Intelligence Guidance
- ❑ Manage both Vertical and Horizontal Assets
- ❑ Work Management
- ❑ Easy scheduling and work flow planning
- ❑ Asset Performance Management
- ❑ PM Optimization Libraries
- ❑ Failure Mode Management & Libraries
- ❑ Root Cause Management & Libraries
- ❑ Asset Condition Management & Libraries
- ❑ GIS Integration & Map Views
- ❑ Criticality & Risk Analysis
- ❑ Risk-Based Decision-Making Tools
- ❑ Asset Hierarchy & Data Management
- ❑ Asset Strategy Management
- ❑ Stream-lined Data Collection & Quality Control
- ❑ Complete Mobile Workforce Management Platform
- ❑ Easy Integrations with APIs
- ❑ User Friendly Interface
- ❑ Leading Edge Technology





# HOW CAN WE HELP?

**KICKINGASSET  
MANAGEMENT**



[www.mentorapm.com](http://www.mentorapm.com)



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# CONTACT US



Tacoma Zach, CEO

[tacoma.zach@mentorapm.com](mailto:tacoma.zach@mentorapm.com)

480.414.4636

John Clow, COO

[john.clow@mentorapm.com](mailto:john.clow@mentorapm.com)

480.734.7218