

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 <u>one action item</u> that you can get started on right away to make changes for the better in your utility!







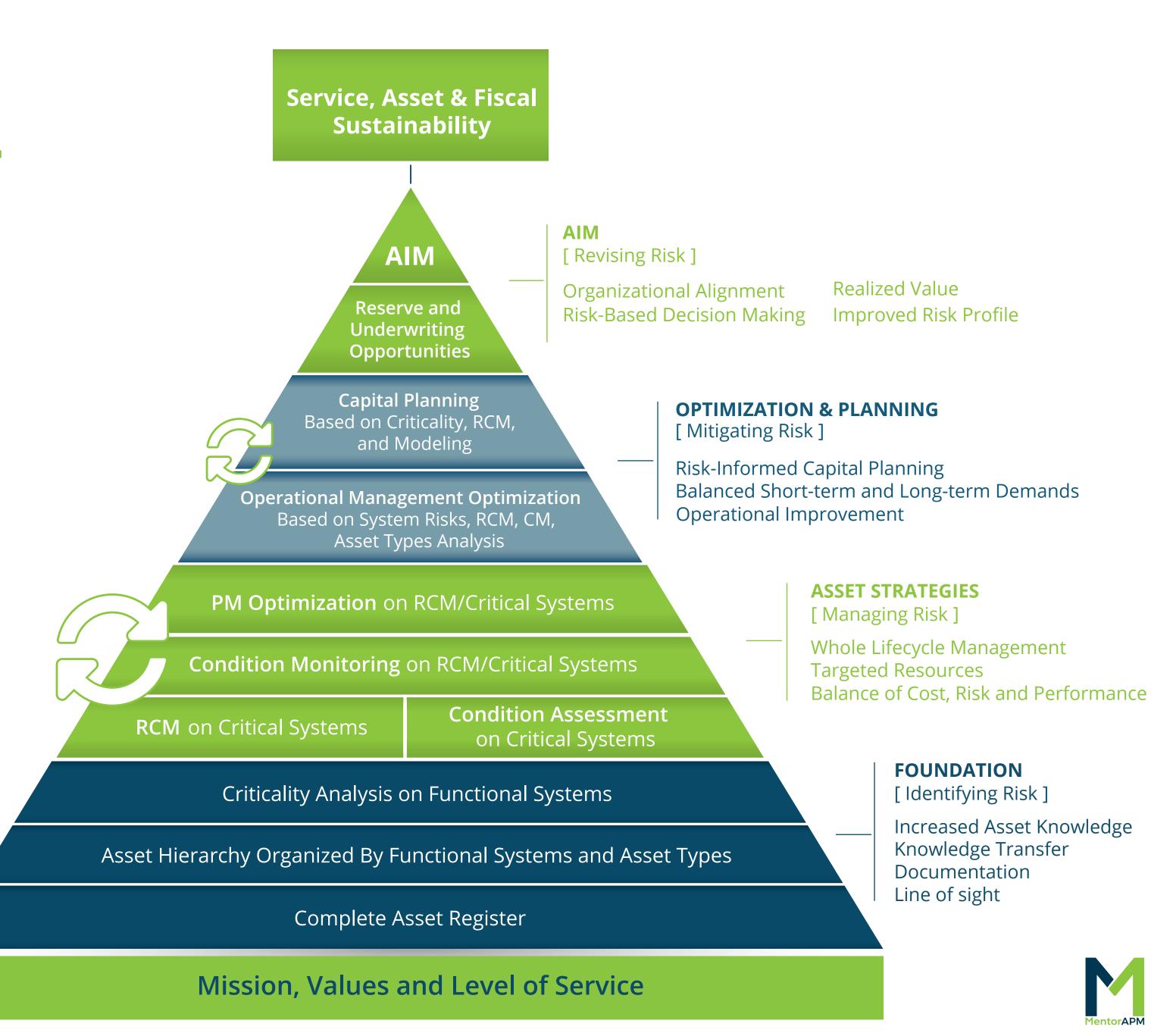
WHAT IS ASSET MANAGEMENT?

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.





WHERE ARE YOU TODAY?



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а.	We know what assets we	have, and where th	cy are. This informa	tion is recorded in o	ar asset regist

Novice	Beginner	Mature	Expert	n. Wareig out. Garing of rid we know our facility risk profile so to the second
No current system	Have an EAM/CMMS	Complete Asset Registry & Hierarchy	Asset Criticality & Risk Assessed and Risk Data integrated	Centered Maintenance (RCM) and risk I critical assets first. I. Werdig on it. Getting of tenance (PM) Strategies to address fail
Limited or No Asset Registry	Using the system primarily as a ticketing system	Using their EAM/CMMS to improve asset management	Capturing Failure Coding & asset condition	n Word-good. Gestages N Word-good. Gestages N Word-good. Gestages N Word-good. Gestages
Work is managed on paper or spreadsheets	Limited history on assets	Collecting asset history	Tracking Asset Lifecycle	551 00000000000000000000000000000000000
	Staff uses the system as best they can or however they feel like	Coordinated Use of the System by Staff	Fully integrated solutions: EAM Mobile Analytics Asset Intelligence	
		Working to move from reactive to preventive maintenance plans	EAM/CMMS is used to make risk- based AM Decisions for balancing performance, cost & risk	





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.



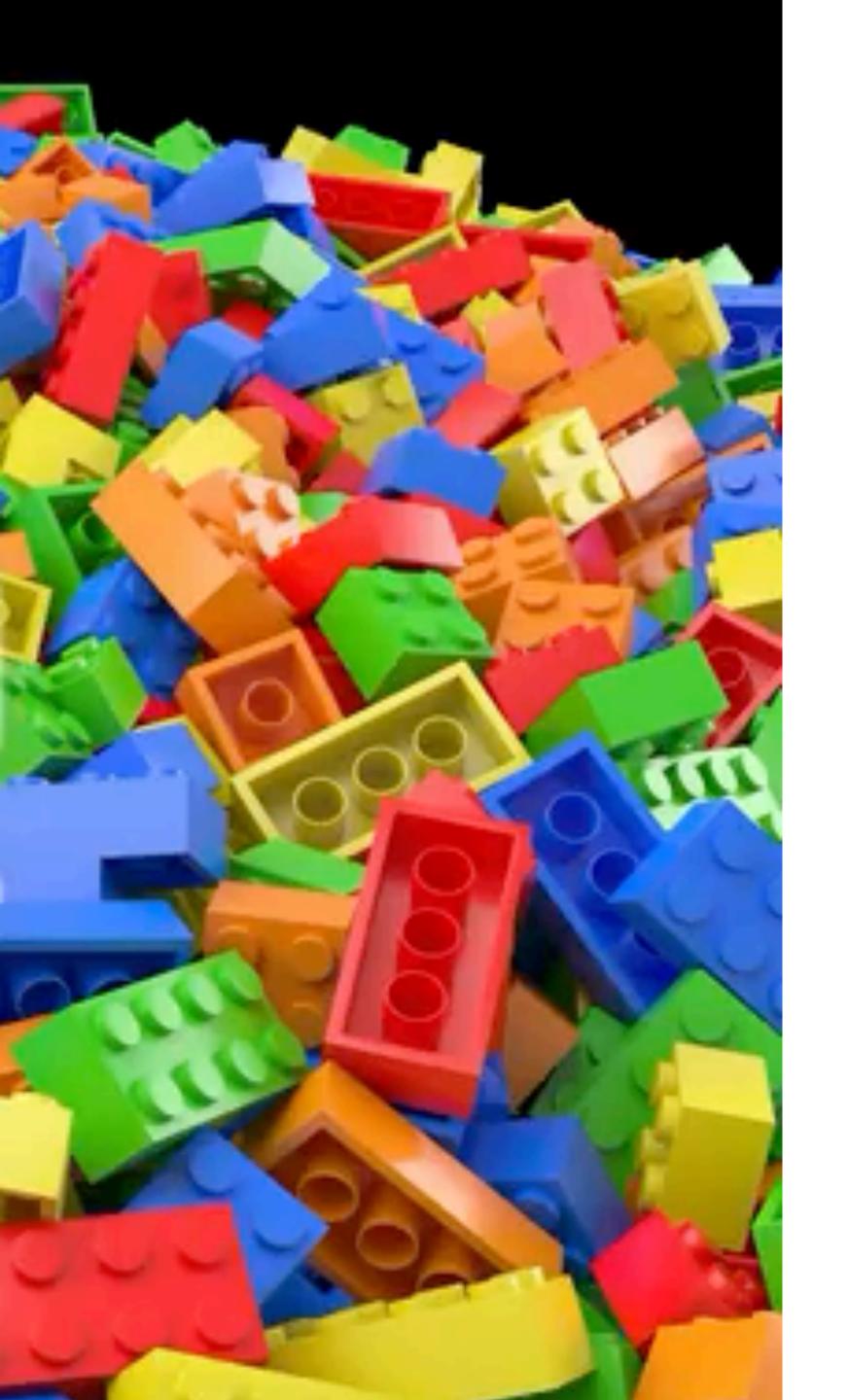


TECHNOLOGY CHALLENGES

- 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

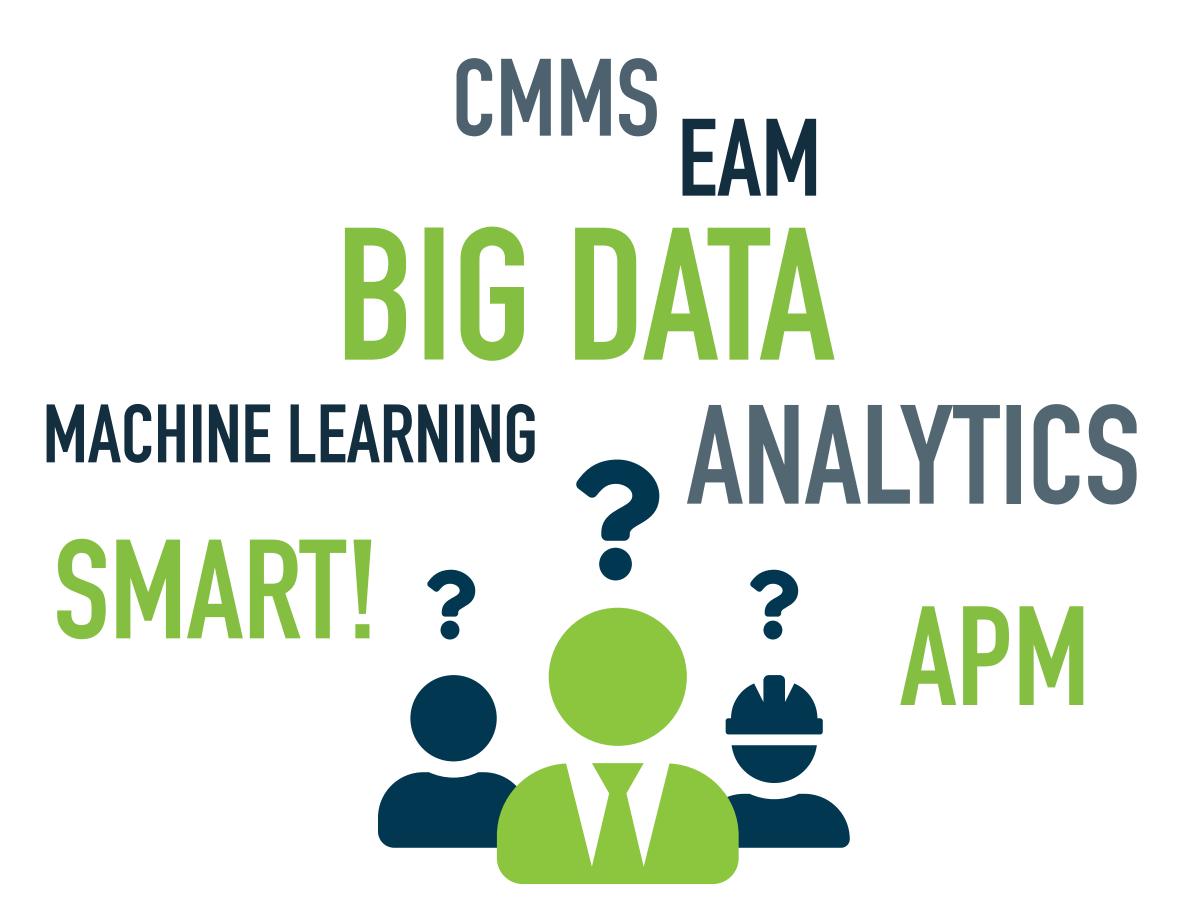
We've been working with utilities forever, on all sides of the business. We've been in your shoes and we understand the problems you need to solve.

- 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.





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



MENTORAPM IS

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.

Service, Asset & Fiscal **Sustainability AIM** AIM [Revising Risk] Realized Value Organizational Alignment Reserve and **Risk-Based Decision Making** Improved Risk Profile **Underwriting Opportunities Capital Planning OPTIMIZATION & PLANNING** Based on Criticality, RCM, [Mitigating Risk] and Modeling **Risk-Informed Capital Planning** Balanced Short-term and Long-term Demands **Operational Management Optimization** Operational Improvement Based on System Risks, RCM, CM, Asset Types Analysis **ASSET STRATEGIES** PM Optimization on RCM/Critical Systems [Managing Risk] Whole Lifecycle Management **Targeted Resources** Balance of Cost, Risk and Performance **Condition Assessment** on Critical Systems

Condition Monitoring on RCM/Critical Systems

RCM on Critical Systems

Criticality Analysis on Functional Systems

Asset Hierarchy Organized By Functional Systems and Asset Types

Complete Asset Register

Mission, Values and Level of Service

FOUNDATION

[Identifying Risk]

Increased Asset Knowledge **Knowledge Transfer Documentation** Line of sight



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



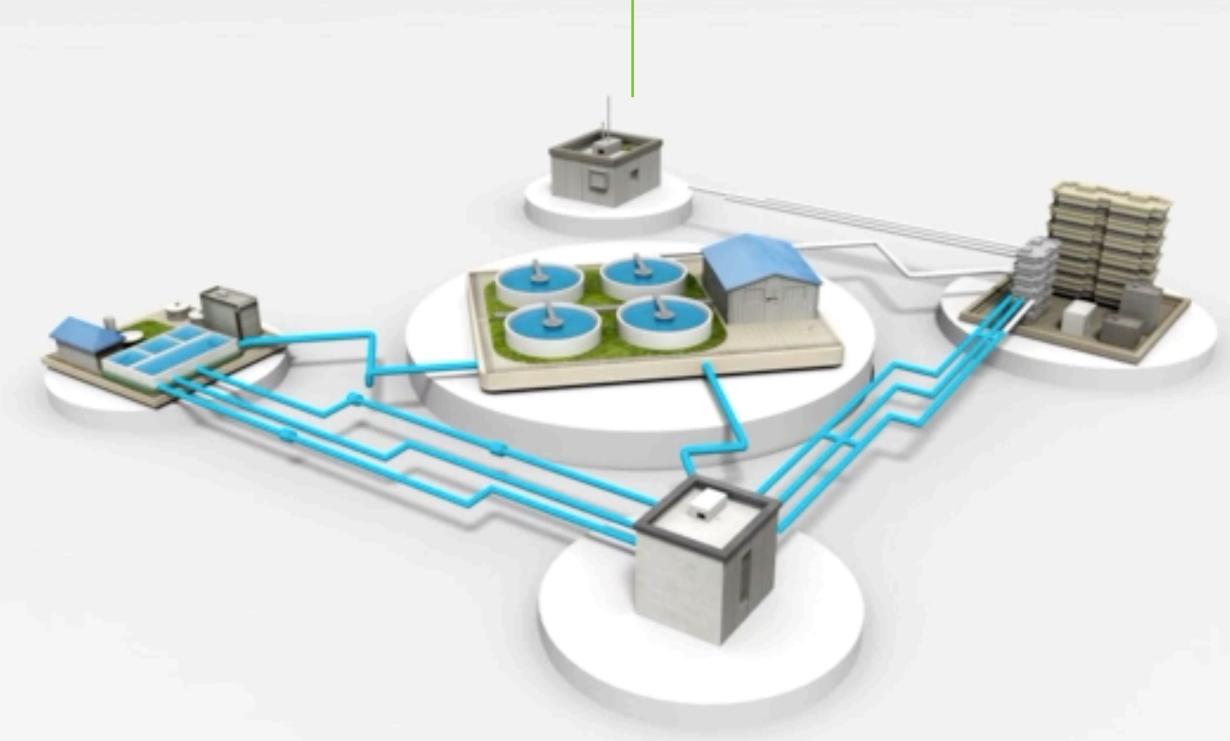




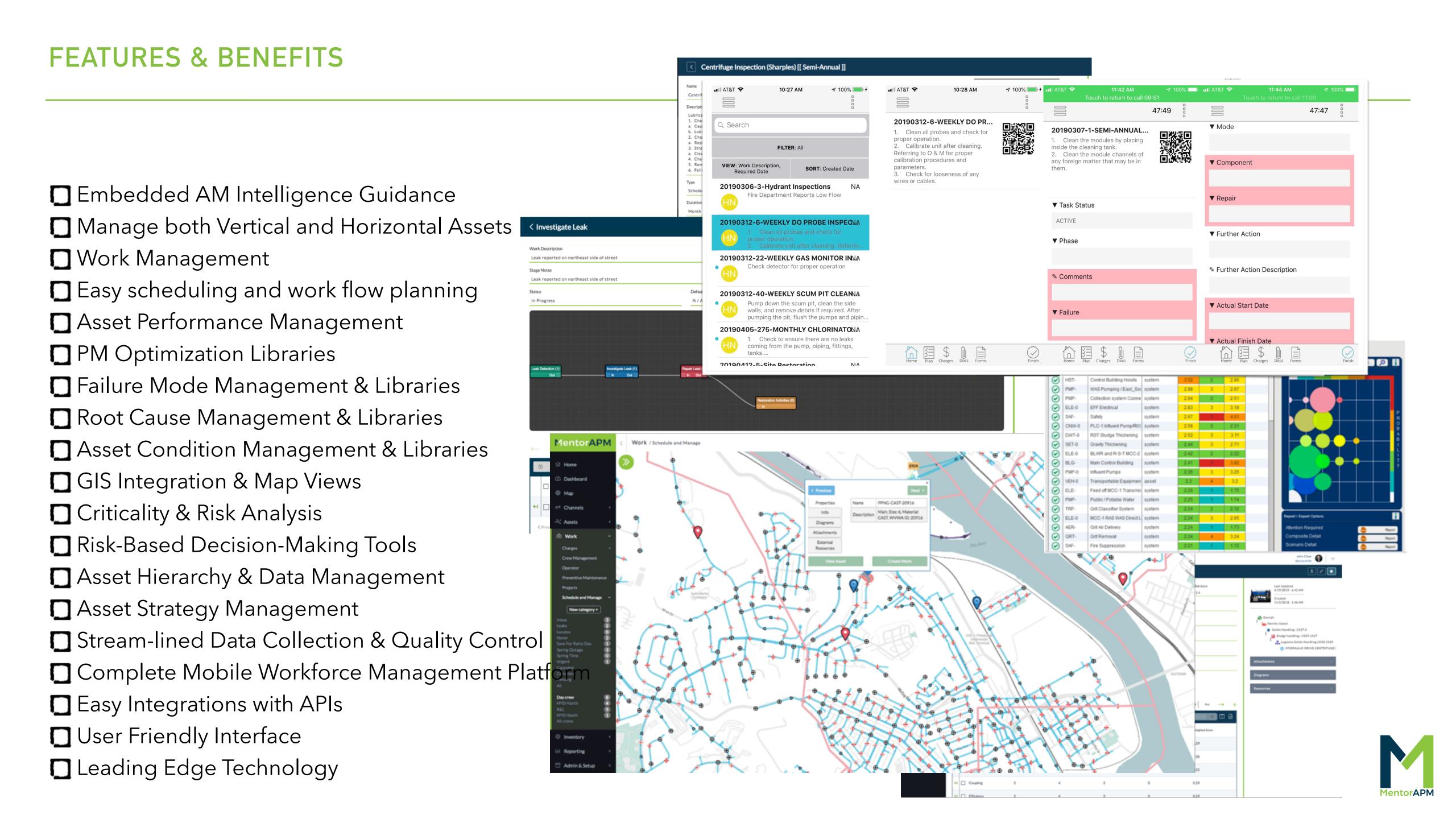


- Built for water and wastewater utilities.
- Manage both your vertical and horizontal assets.
- Fully integrated Mobile Workforce Management platform.
- Simplified licensing & pricing that makes sense.

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







HOW CAN WE HELP?

KICKINGASSET MENTORAPM

www.mentorapm.com

CONTACT US



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