

Forwards.

Asset management done right.



ALL THE HARD WORK HAS  
ALREADY BEEN DONE.



Short introduction to our asset management software.

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The business reasons behind the deployment of asset software.

A listing of the potential savings to be realised.

Page No5.

The principles behind our software and why it is chosen over others.

A brief description of our software design strategy.

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An explanation of the technology used and the skills not needed.

Mention of our internet and hand-held technology.

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Some rather high profile reasons to pick up the telephone now.

References from large companies that use Pinnacle.



Content manifest.

First published March 2008.

For those keen to read more there are other documents and white papers available.

Backwards. Forwards.

Decisions of high accuracy.



TRUTH IN NUMBERS.

A single, reliable,  
and accurate view  
of each asset.

Open web site. Open email.

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The daily push and pull on senior staff has never been so extreme.

By any yardstick the current laws for accurate reporting on the precise financial status of all assets within a company are extraordinary regulations that pose extraordinary challenges.

It leaves financial staff scrambling for information from many disparate sources, which in some cases is simply not there.

And then there are the calls by pressured boards for large increases in performance figures, and equally large decreases in running costs.

That leaves operations staff grappling with few records making inaccurate decisions based on incomplete data.

These finance and operations staff have different problems but the cause is the same.

Asset information is siloed in transactional systems, or locked in spreadsheets, or in paper files, or simply has not been recorded anywhere.

So no single, reliable, accurate view of an asset is available.

As a result, management teams are rethinking how their firm is going to report on, manage, maintain, and operate their assets in the future.

Fortunately the hard work in developing a solution has already been done.

It is an innovative, richly featured, fully integrated, and high accessible asset management solution called Pinnacle.

And it is relied on every day by the likes of ANZ, Qantas, and even the Royal Navy.

Any asset can be logged together with a great amount of accurate information about it, from in-field condition to the treatment for taxation purposes.

Rich features aside, it simply enables companies to translate strategies into plans, monitor performance, and provide insight for continuing business optimisation.

For the list minded, some of the prominent features are below.

1. In the field, network, and internet enabled.
2. Lifecycle management, from acquisition to disposal.
3. Real time budget and financial reporting.
4. Planned maintenance scheduling, and breakdown maintenance job tasking.
5. Staff scheduling.
6. Contract management.
7. Contractor management.
8. Property, lease, facility, and also fleet management.
9. In the field asset tracking and stocktaking.
10. In the field asset data collection.
11. In the field condition assessment, and on-site work order generation functions.

All the assets are recorded within a standardised table to reduce data entry time and to increase accuracy.

User defined asset attributes can also include unique data sets such as the kilometres travelled, flow, and temperature.

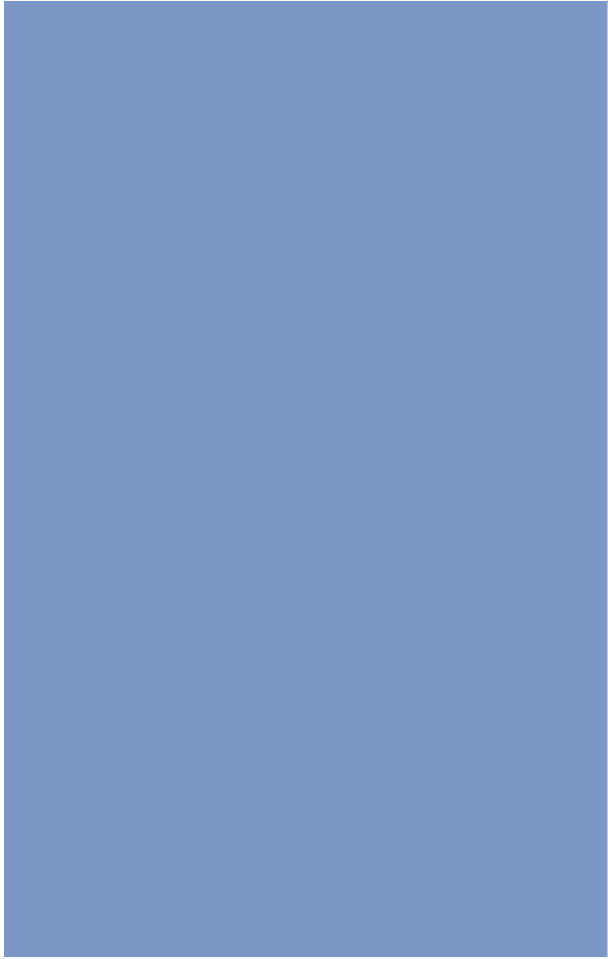
Use of barcode based technology reduces both data acquisition time, and logistic effort.

Data retrieval is rapid and can be formatted for the needs of all levels of management.



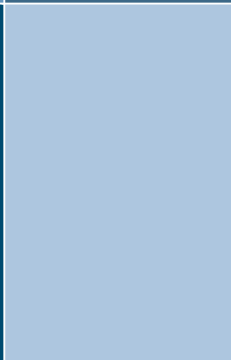
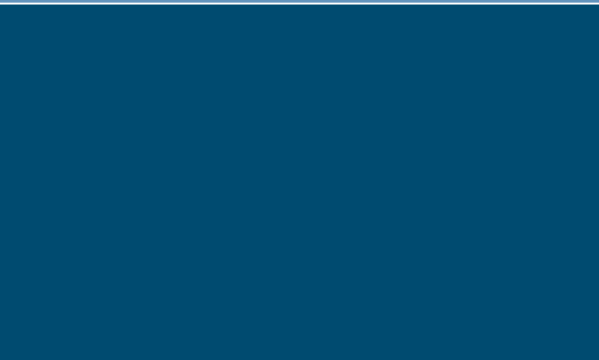
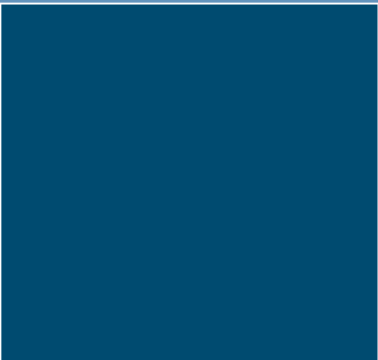
Backwards. Forwards.

The new age of the adept.



REBOOTING THE MARKET.

Hand-held, real time, wireless, rfid, and internet able.



Open web site. Open email.

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This is not software that merely promises a slight iterative improvement on the hotchpotch of spreadsheets.

It is a solution that makes the previously impossible, possible.

Asset management is no longer chained down to a desktop computer, or spreadsheet.

With our internet, wireless, rfid, and hand-held capability, assets can now be managed from across the hall, across the country, or across the world.

And asset management is no longer just a malleable database.

With our processing agility assets can now be monitored in real time to increase performance, lower costs, boost the bottom line, key performance indicators can be dashboarded, and alerts smsed.

The asset management software market has changed, forever.

We are being chosen over the rest because our solution goes way beyond scant asset parameters.

It improves enterprise wide budgeting and planning, ensures asset availability and helps create an organisation that delivers continuous performance improvement in all of its activities, from all of its managers, at all levels.

The unique principles behind the innovative design of our software fall into three areas.

1. Structural.
2. Operational.
3. Reporting.

The structural principles on which our software has been designed include.

1. Ease of use by non-skilled staff in the office, in the field, and also contractors.

2. Simplicity of adding existing asset information with multiple electronic file attachment formats.

3. Robustly running on a wide variety of network structures.

4. Spans the entire enterprise with functionality that assists in improving the entire organisation. For example, increase occupational health and safety compliance.

The operational principles on which our software has been designed include.

1. Hand-held capable.

2. Barcode data capable.

3. Internet capable.

4. Virtual private network capable.

5. Off-site hosting capable.

The reporting principles on which our software has been designed include.

1. Hundreds of preconfigured formats so the high technology is in the background, and managers can simply find the information they need, and find it quickly.

2. All reports can be saved in a multitude of formats for others, including xls, dif, dbase, txt, csv, doc, and xml.

3. Compatibility with other business tools like Crystal Reports Corvu, Cognos, and InfoMaker.

For very accurate business analysis, assets can also be grouped as functional units.

For compatibility Pinnacle has been developed in the latest Windows Client/Server environment.

Your solution, all information, data, and back up, can be hosted in our secure server environment.

InfoMaker and Crystal Reports are names and brands managed by their respective copyright holders and owners.



Backwards. Forwards.

The human operating system.



SOLUTION FOR PEOPLE.

All of the high technology stays in the background.

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Backwards. Forwards.

Compatible with all staff versions.

Two of the most common, and most scathing, criticisms of the old, traditional asset management process is that it is both cumbersome and time consuming.

This all stems from the fact that traditional applications have been developed by coders with the latest technology top of mind, and not the ease of use by largely non-skilled staff.

Our technology is purposely people friendly.

The screen interface is intuitively easy to use, and users both local and remote, can simply use their web browser.

Only Internet Explorer 5, or Netscape 6.2, or above is needed.

The learning curve is not at all steep, with many of the daily functions automated.

Our very high technology is designed to stay very much in the background.

For example, in a production emergency identical replacement assets can be automatically listed.

And monitoring the progress and the performance of every work order can be automatically calculated, and reports instantly produced on key performance indicator data.

With just a brief introduction, office staff will be quickly creating work orders, also uploading and attaching images to work orders, updating budgets, and monitoring progress.

In the field, inputting data to a hand-held on the location and condition of a machine is simple. And if the machine needs maintenance a work order can be created easily on the spot.

Synching of the information wirelessly also happens at the push of a few buttons.

Busy division managers can also quickly master the most powerful functions within an hour.

They can create multiple key performance indicators on a dashboard, and change settings to exactly suit the task at hand.

And complex reports can be intuitively creating using query-by-example.

Busy maintenance managers will have their workload lightened by working with predesigned templates, and many time consuming functions automated like the automatic posting of maintenance costs against budget codes, asset property locations, and contracts.

And mean-time-between-repair and mean-time-between-failure are automatically calculated for equipment with excessive downtime ensuring that managers can swiftly identify and target weak links in a production chain for special maintenance servicing before production suffers.

If staff find they need instant assistance on how to complete a new task then context sensitive help is available on-line.

Complex business data is displayed in graphic reports, as well as key performance indicator dashboards.

Staff can decide how they want to track and control asset using multiple independent dimensions.

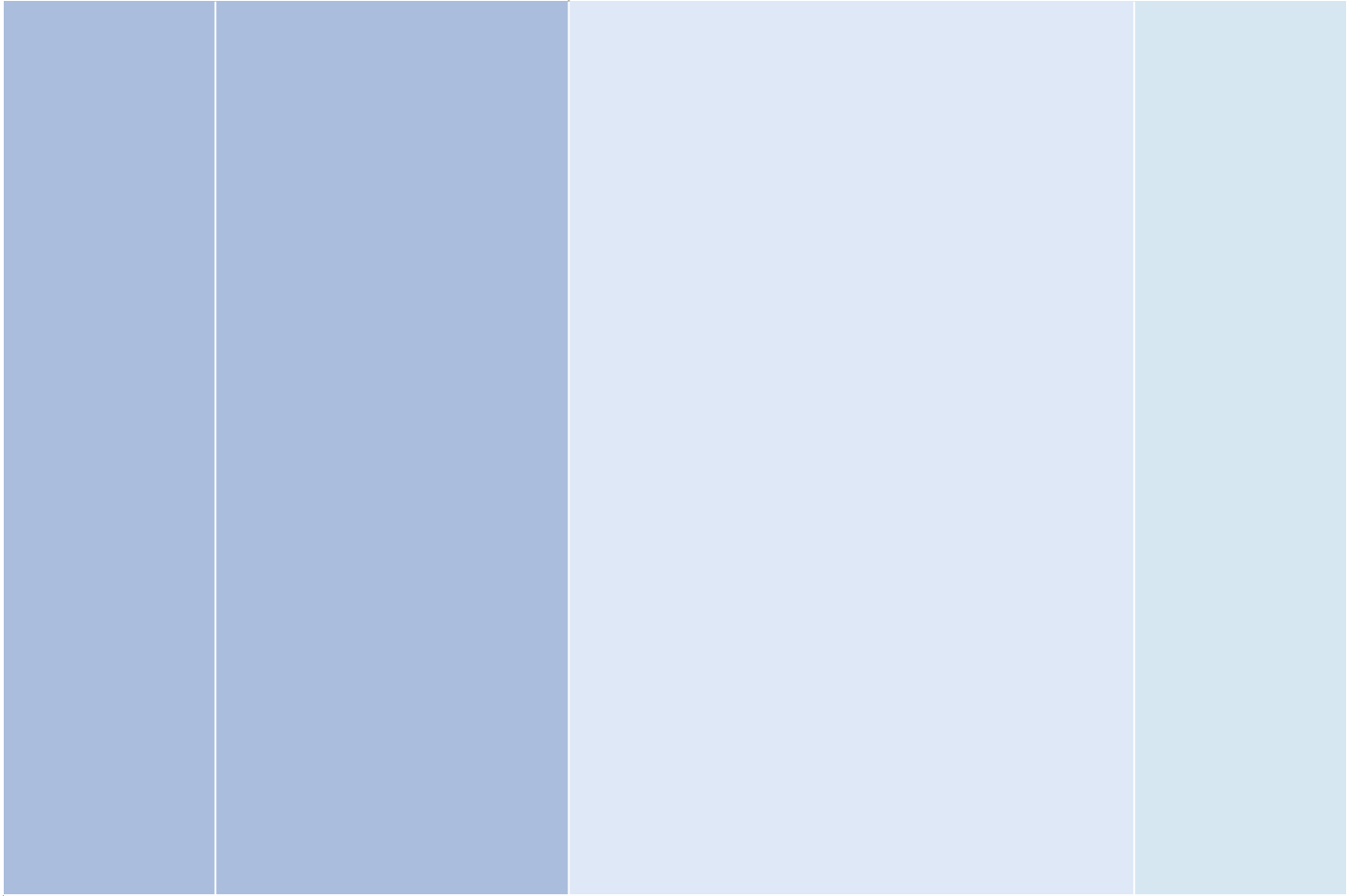
Staff are encouraged to add information to records with both images, and also free text comments.

Work orders are easily created via drop down menus, and a user determined response matrix sets the target completion time automatically.



Backwards. Forwards.

Some peer pressure to purchase.



HARD AT WORK.

Already at work in major organisations around the world.



Open web site. Open email.

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Some recent studies put the annual cost of the process of asset management at anywhere from 3 to 5 percent of revenues.

For a company with \$200 million in revenues, that's a cost of \$6 million to \$10 million.

That's a lot of extra potential profit, or extra investment.

Making the process just 15 percent more efficient would add significantly to the bottom line.

With the solution from Pinnacle, process improvements of between 55 and 75 percent are being achieved.

The ultimate benefit in deploying our solution lies not in simply becoming more efficient, but in creating a business culture that is focused top to bottom on performance.

When asset management takes a fraction of the time it did before, managers have more time for productive activity.

We are not a new firm, with an untested application.

For fifteen years we have been honing our asset management technologies, and it is our solution on which some of leaders in their fields rely every hour.

Our solution is hard at work at Pfizer, Coles, Multiplex, CSIRO, Department of Education, Royal Australian Air Force, Suncorp Stadium, Optus, Department of Defence, Telstra Stadium, and Marriot Hotels.

Our solution is provided in two modules.

1. Asset Register.
2. Maintenance Manager.

Competing products merely promoting the updating of their database technology is just not sufficient in this new era.

Our solution offers sophisticated capabilities that enable managers to boost the performance of the division under their charge, and to report with precision on their activities.

To learn more about us click on the links bottom left to visit our web site, or open an email to our General Manager, Steve Wickens.

Or call +61 2 9224 0980.

One customer has calculated that they have been able to reduce their company wide maintenance costs by 22%.

Another customer has reported that our barcode based technology has reduced the time taken for periodic stocktakes by well over 70%.



**PINNACLE.**

One customer reports that they have been able to automate 90% of their maintenance program including time consuming invoicing and also billing.

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Yet another estimates that they have increased the up time for critical machinery by 8%.

Backwards.

An invitation to get going.

LET'S BEGIN.

