

Forwards.

Where prospects sell us on our solution.



SOME REAL WORLD  
PURCHASING REASONS.



In a world overloaded with sales hype, pretence, and crude corporate spin we float above our Plimsoll line here with the sales pitches that our customers have given us on why they bought.

**No1.** A customer has lodged with us the statement that easily 10% of their prePinnacle maintenance budget has been saved with the implementation of our solution.

**No2.** The same customer stated that Pinnacle enabled them to verify the accuracy of their in-field asset records by being able to visit sites, photograph, and attached the images to the asset file along with a condition report.

**No3.** Another client had a vital database that was only available in hard copy, the Pinnacle team was able to scan into a spreadsheet and use immediately.

**No4.** A customer told us they they had to expend a lot of time and effort at the local level when managers were arranging contractors to attend sites and carry out repairs. With over half a million work orders a year on average it took six calls and a fax for each, and they had no control over the costs. With Pinnacle they were able to bring that down to one call, and very tightly control costs.

In year one they saved the cost of five million phone calls alone.

**No5.** One client wanted to replace the inefficient work management tools in their accounting package that were costing them dearly. Pinnacle was able to use their existing data, and went live in just six weeks.

**No6.** And lastly, a customer had to commission a building on an exact date, which was not possible because the Prime Minister was opening the building on that same day. Pinnacle enabled commissioning with a cut down initial data set of location and servicing requirements, added to later.



**PINNACLE.**

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Real world defence clients include The Royal Navy, Royal Australian Air Force, and Australian Department of Defence.

Real world clients in healthcare include the Singapore National Healthcare Group, St Vincents Public and Private Hospitals, and Calvary Public and Private Hospitals.

Real world clients in mining include Lihir Gold in Papua New Guinea.

Real world clients in sports facilities include Telstra Stadium, Brisbane Cricket Ground, and the Suncorp Stadium.

Real world clients in government include the Hong Kong Water Supplies Department, the Australian Competition and Consumer Commission, Therapeutic Goods Administration, and the Human Rights and Equal Opportunities Commission.

Backwards.

An invitation to get going.

LET'S BEGIN.

