



**We Work
for Public
Transportation.**

AssetWORKS
A TRAPEZE GROUP COMPANY



Today's Best Transit Fleets Succeed with Information

We live in a world where information is power, and public transportation asset and maintenance managers need to harness that power into the effective management of their fleet equipment, parts inventory, and maintenance activities. That initiative requires effective information management programs, and that's why more and more transit maintenance managers are relying on FleetFocus™ software from AssetWorks. FleetFocus empowers managers to easily track asset lifecycles and implement preventative maintenance (PM) schedules; it guides the make repair vs. disposal decisions based upon the actual cost of an asset from requisition to retirement, rather than having to base those decisions merely on purchase price or intuition.



Asset Management Made Simple

FleetFocus customers are using this solution with great success, and it's easy to understand why. FleetFocus incorporates the features needed to manage and track everything from maintenance and replacement costs to labor; even vehicle optimization and warranty tracking. In addition, it allows you to benchmark your costs, benchmark your operations against similar transit fleets, or compare your own repair facilities against each other.

Tracking information and data to make sound decisions is critical for fleet operations. Just ask Dave Richards, Maintenance Shop Manager for Community Transit in Everett, Washington. "We're supported by taxpayer dollars," said the manager of 900 pieces of equipment, including 340 buses and 320 vanpool vehicles. "We have to be financially sharp and productive. Our success is reliant on the performance of our buses. If they're not safe and reliable, we'll lose riders. And that's a Catch-22. The State of Washington was hit with reduced funding. Now we have to do more with less – that means finding ways to maintain the same quality of service with fewer resources. We've achieved that thanks to

our ability to accurately know and track our costs. With FleetFocus, we have information that allows us to properly manage our fleet."

FleetFocus is flexible and straightforward to use. It allows you to tailor a custom asset and maintenance-tracking package to your unique operation. What's more, AssetWorks actively solicits feedback from customers and regularly releases product upgrades and enhancements based on evolving customer needs.

The software is browser-based, enabling maximum flexibility to roll it out across the enterprise. This design allows staff to enter vehicle maintenance data from anywhere they can connect, from shop floor touch screens or tablet PCs to handheld PDA units. The familiar, browser-based user interface was designed to require a minimum amount of data entry while maintaining the most robust functionality on the market. As a result, the system is intuitive, easy-to-deploy, and is the most functional fleet management application on the market.

Several of our customers, electing not to host the software on-site, have opted for AssetWorks to host the software in an Application Service Provider (ASP) mode. In this scenario, AssetWorks manages the hardware, system software, and data for customers. It is simple, convenient, and cost-effective.



Staying on Top of Maintenance

Fleet managers using FleetFocus can track any piece of equipment from cradle to grave, determining lifecycle costs in the process. Once equipment is put into the system with initial costs attached, work orders are entered into that same system to document equipment maintenance history. Fuel transactions can also be entered in real-time via AssetWorks' integrated Fuel Management System, FuelFocus™. Over time, this information allows analysis of breakdowns and the ability to adjust PM schedules for each class of equipment.

The result: Maximized uptime and reduced overall maintenance costs. In order to accurately track every facet of its operations, leading transit operations, AssetWorks FleetFocus such as Metro St. Louis, have adopted AssetWorks FleetFocus to integrate all of the preventative maintenance scheduling, predictive maintenance forecasting, parts data, and other maintenance metrics that the property needed to measure.

"We learned first hand that if the end user is familiar with a browser then the transition to AssetWorks FleetFocus will be easy," confirmed Jill Coffin, VMS Systems Operations Manager of The Metro Transit system of St. Louis. Metro St. Louis' long time use of AssetWorks software has contributed to the agency's extraordinary operational success; the Federal Transit Administration has requested to use Metro's fleet maintenance plan as best practices for the U.S. transit industry.

The improved fleet condition, original equipment maintenance recommendations, and years of seamless operational effectiveness have enabled Metro to implement predictable component replacement instead of "time of failure" replacement. This practice has allowed Metro St. Louis to combine some positions and eliminate others in the maintenance department. Better data, analysis, and control helped Metro St. Louis change inspection schedules to be more cost effective and efficient. "Uptime increased by 300%, and our maintenance costs have remained flat since then," said Carl Thiessen, Chief Maintenance Officer at Metro St. Louis. "Mechanic productivity has also increased because the majority of our work is now planned."

The flexibility of setting custom PM schedules is also vital to those operating transit vehicles. "Prior to implementing FleetFocus, PM schedules had been set at certain mileage marks," recalled Community Transit's Dave Richards. "One of the great features of AssetWorks software is the ability to make modifications to the PM schedule that can be



We have to do more with less – that means finding ways to maintain the same quality of service with fewer resources. We’ve achieved that thanks to our ability to accurately know and track our costs. With FleetFocus, we have information that allows us to properly manage our fleet.”

DAVE RICHARDS, MAINTENANCE SHOP MANAGER
COMMUNITY TRANSIT, EVERETT, WASHINGTON

particular to a model or style of coach. This flexibility has been a great boom to our organization.”



Accurate Data is the Key to Saving Money

The ability to save money in parts expenditures can be broken down into three areas: inventory levels, the actual unit costs of parts, and warranty recovery. For AssetWorks customers such as Metro St. Louis, quality reporting and information have led to immense cost savings.

Metro St. Louis’ predictive maintenance system has helped the transit authority to extend the life of its fleet and predict costs over the life of the vehicle, which translates into lower total cost of ownership, improved reliability, increased utilization, as well as better visibility for budgeting manpower, parts, and capital replacement expenditures. Metro St. Louis now performs a minimal amount of breakdown maintenance, which has improved vehicle reliability and maintenance productivity while reducing overall costs. Metro’s maintenance team significantly reduced total department costs by approximately four million dollars in one year alone; this was due to predictive maintenance and the ability to monitor and report data from the FleetFocus system. “Without the tools offered through FleetFocus we would not have successfully accomplished this goal,” stated Jill Coffin.

Buy or rebuild decisions are also made much more manageable using key FleetFocus data, saving fleet managers unnecessary costs. The ability to have multiple agencies using one enterprise asset management system has enabled many organizations to successfully bring fleet vehicles, rolling stock, and building facilities all into FleetFocus. This makes it possible for you to set higher standards for equipment reliability and reduce vehicle failures between miles, which will ultimately increase your fleet’s dependability.



Tracking Labor: Your Highest Variable Cost

While FleetFocus lets you track hard costs for vehicle maintenance; it also delivers the solution for tracking the more variable side of the business: The productivity of your mechanics and technicians.

The sheer act of ‘measuring time’ can induce improved productivity and increase direct versus indirect time. With FleetFocus, managers can also compare the productivity of their technicians between shop locations, benchmark performance, and develop customized repair standards.

“AssetWorks software has provided MTD’s maintenance personnel with real-time information in a very accessible and easy to understand way,” said Jerry Estrada, Assistant General Manager of

the Santa Barbara Metropolitan Transit District (MTD). “MTD mechanics and shop employees have adjusted quickly to entering their information into the system. Overall, everything was implemented quickly and professionally which has resulted in employee satisfaction of the system.” MTD has deployed FleetFocus on the shop floor with the AssetWorks integrated on-line parts catalog and mobile PDA’s for the parts room.



FuelFocus: Your Tool To Get Ahead of the Curve

Many Transit operations, including Metro St. Louis, Monterey Salinas Transit (MST) and King County Metro Transit have also implemented FuelFocus, the AssetWorks Automated Fuel Management System (AFS). FuelFocus is the only AFS to be managed by a fleet maintenance management application, one application on one database. FuelFocus enables customers to monitor, track, and control commodity usage by individual, location, and specific vehicle, all in real-time. Real-time and accurate information is critical to ensure adequate commodities are on-hand at all times. FleetFocus provides robust fuel reporting and analytics and reports for Federal Environmental Protection Agency and State regulatory requirements.

Within its first year of use, Metro St. Louis realized a cost savings of \$600,000 due to FuelFocus and the

ability to redesign fueling procedures and develop a cost effective fuel and fluids plan. Monterey Salinas Transit (MST) was looking for a proven solution for both fleet maintenance software and a fueling system: "MST selected AssetWorks because it offered an affordable, highly integrated fleet and fueling solution for our maintenance and materials management needs," said Carl Sedoryk, General Manager/CEO at MST. Similarly, Metro King County Transit in Washington State uses FuelFocus to gain more control over its fuel and fluid usage to prevent waste, theft, and the possibility of running out of fuel while en-route. The agency replaced an outdated manual system that was prone to data entry errors and not integrated with the fleet's maintenance system. They turned to the FuelFocus state-of-the-art automated system to accurately track fuel and fluids in real-time to look for anomalies and source problems before they cost the agency money. "It would have cost us too much money to build a fuel management interface on our own," said Colleen Duke, of King County Metro Transit. "FuelFocus was the right price and the right solution to fit with our goals and of course it integrated perfectly with our existing AssetWorks FleetFocus software."

FuelFocus delivers:

- **Integrated Enterprise Asset Management (EAM) and fueling database for validating meter readings and fuel tank capacity**
- **Single Database For Maintenance and Fueling Management**
- **Fuel/Fluids Inventory Consumption Management**
- **Real-Time Validation of Meter Readings, Tank Capacities, and Vehicle Authorization**
- **Accurate inventory and consumption management**
- **Tracking and reduction of overall fuel expenditures**
- **Support for Gas, Diesel, CNG, LNG, Hydrogen, Alternate Fuels and Fluids**
- **Support for Smart Cards, Proximity Cards/Keys, Magnetic Stripe Cards and Radio Frequency Identification (RFID) Option**
- **Precise reporting**
- **Lower PM and repair costs**
- **Flexibility and customization**



"AssetWorks works for us and works really well," said Colleen Duke of Metro King County. "The people are responsive and the products have improved our operations. Our mission has always been to provide the best possible public transit services that get people on the bus and improve regional mobility and quality of life in King County. FleetFocus and FuelFocus help us do that."

Other AssetWorks customers who utilize both FleetFocus and the integrated FuelFocus solution include: Tucson Arizona's Sun Tran (selected "America's Best Transit System" for 2005 by the American Public Transportation Association), Calgary Transit in Alberta Canada, Boston's Massachusetts Bay Transportation Authority (MBTA), Southeastern Pennsylvania Transportation Authority (SEPTA), Memphis Area Transit Authority (MATA) in Tennessee, Antelope Valley Transit Authority (AVTA) in Lancaster California, Eugene Oregon's Lane Transit District (LTD), Martha's Vineyard Transit Authority in Massachusetts, Toledo Area Regional

Transit Authority (TARTA) in Ohio, Pioneer Valley Transit Authority (PVTA) in Springfield MA, and the Metropolitan Atlanta Rapid Transit Authority (MARTA) in Georgia.

If efficiency and cost justification are what you are looking for, then please look more closely at AssetWorks transit solutions for fleet and fuel management. Hundreds of companies rely on the system for real-time data and a working knowledge and understanding of their fleet costs. Call us to learn more about AssetWorks solutions and why AssetWorks is the market leader.

For more information, contact an AssetWorks representative today at 610.687.9202 or visit us online at www.assetworks.com



AssetWORKS
A TRAPEZE GROUP COMPANY

“ We felt it was important to find a vendor that could be a ‘one-stop shop’ for asset management solutions. Given the business that the CTA is in, asset management is extremely important. Implementing the AssetWorks system will allow us to improve our bus and rail car availability thereby improving overall service to our customers. ”

*John Flynn
CIO, Chicago Transit Authority
Chicago, IL*

“ RTD selected AssetWorks because FleetFocus provides a configurable, user-friendly solution to RTD’s maintenance management needs. Prior to making a final decision, RTD staff visited several AssetWorks customers who were pleased with AssetWorks’ support and responsiveness to their needs and concerns. ”

*Phil Washington
Chief Operating Officer,
Regional Transit District (RTD) of Denver
Denver, CO*



**ASSETWORKS IS A MARKET LEADING ENTERPRISE ASSET
MANAGEMENT SOFTWARE SOLUTIONS FOR PUBLIC TRANSPORTATION**



AssetWorks is an industry-leading provider of technology and consulting solutions for asset and infrastructure-intensive organizations in government, education, utilities, telecommunications, transportation, health care and the commercial sector. Our suite of Enterprise Asset Management (EAM) software solutions and professional consulting services enable organizations to improve maintenance practices, streamline operations, and improve accountability for mission-critical capital and infrastructure assets.

Leveraging the latest Internet, e-commerce, and mobile computing technologies, our software and industry expertise help our customers maximize resource utilization, improve service delivery, and achieve substantial and measurable cost savings. Whether you are doing more with fewer resources, or managing more assets with the same amount of resources, AssetWorks provides a complete solution—software, services, and support—to get the job done.

AssetWORKS
A TRAPEZE GROUP COMPANY

998 Old Eagle School Road, Suite 1215 | Wayne, Pennsylvania 19087

www.assetworks.com | 610.687.9202