

Kelley's Corner

Did I Miss the Revolution? – I Thought I was Revolting

I was approached recently by a sales acquaintance who asked me what software I would recommend for fleet maintenance. I gave my usual annoying response by asking questions about the expectations of the user. In the end I was introduced by a different business acquaintance to the principals who had the need and was able to help them.

Computerized Maintenance Management Software (CMMS) is little different than other applications except that the users often do not really understand maintenance management. There is a significant group of fleet owners who would benefit by using CMMS to help control their fleet expenses.

Consider a fleet owner who which spends \$3M annually maintaining his fleet and who relies on the vendors to manage his PM program and expenses. You folks out there who do manage your fleets understand the contradictory nature of the previous sentence. If this fleet owner were to take a planned interest in his fleet, a minimum 10% reduction in fleet maintenance spend could be expected.

Yes - \$300,000. Remember, this is a minimum.

Good business managers will point out the high costs of software, process implementation and ongoing administration. Good observations. One of the key costs, CMMS, has undergone a revolution. What - you missed the revolution!!!

The commercial transport and heavy equipment business has often lagged behind other forms of commerce. I was working in the automotive sector in the 1970's and 1980's when the emission controls were creating the challenges we are now solving in the heavier equipment products.

Now to the software – **Viva la Revolucion!**

What if - you could reduce your CMMS software costs to a few dollars per day?

What if - you never had to upgrade your network or hardware to run CMMS software?

What if - you could reduce your CMMS training costs by 50%?

What if - you did not need to increase you IT resource costs to run CMMS? software?

The software providers are now offering very low cost, powerful CMMS applications on-line through Application Service Providers. The introduction of on-line applications had had a few land mines which rightfully delayed the acceptance by users. Remember – this is not central WAN based corporate software running off central servers. This is well managed, well written, user friendly, low cost software. You can run it if you have an internet connection and a web browser.

How do I choose the right CMMS? Good question. I will let you know next month.

Maybe.

Kelley