

2021

# ASSET MANAGEMENT:- LIFE SAFETY EDITION



James Elliott  
Varciti Limited  
6/1/2021

## What is the current situation of your assets at client's sites?

It's not the most exciting thought to be wondering over your morning coffee, and let's be honest, with how most people manage this data it is a scary thought to have to sit and collate it, but with more and more requests received daily from your clients over:

*"What have I got here or there?"*

*"When is this due for replacement?"*

*"How much do I need to budget for replacements?"*

Is it something you can ignore for any longer, or should **you** act today?

Having that information at the touch of a button must seem like a wishful thought, knowing its accurate a fantasy, being able to respond without digging through hundreds of engineer dockets a pipe dream right?

Why should it be that way, completing asset information should be easy, keeping customers happy straight forward and enabling your business to deliver the standard.

Asset management is a pain, collecting it time consuming, ensuring its up to date a mammoth task, or so it used to be. But now it can be completed real-time, during a service and completed anywhere. Find out some good practices in the 5 steps below.

**Don't let the thought of this challenge scare you away, use the systems available to enhance your business and improve your offering to your clients today.**

Extinguishers

Fire Panels

CCTV

Suppression

Fire Doors

Alarms

1

Implement a Life Safety asset and Job management system

Ugh! Process. Not a word many will love. However, having a process in place to track and manage all your assets and job management has many benefits. Think about how much easier it would be to make purchasing decisions and manage lifecycle requirements. Not to mention cut down on maintenance costs, reduce the number of unused assets and give your customers up to date details of all their inventory. Have all your engineers work more efficiently ensuring they have all the parts they need before attending the Job.

Your inventory management process should document the complete life cycle of each asset you sell or support. These are all the phases of an asset's life from acquisition through maintenance and eventual disposal.



LIFE SAFETY ASSET LIFE CYCLE



In addition to the life cycle stage, your process should:

- Track the exact location of every asset at any point in time, from the moment it's sold to a client, returned to you, right up to the time it's retired.
- Record a history of changes/services the asset has been through.
- Document scheduled maintenance and issue certifications.

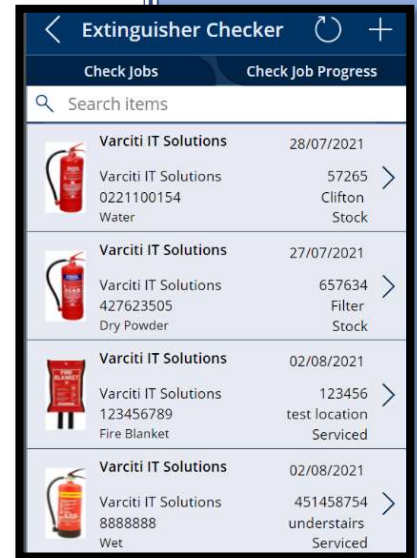
When done right, your Asset management process will help your team discover, manage, analyse, and report on all your assets.

2

## Track assets with our cloud-based system

With fire and security inventory spread around at multiple locations, keeping tabs on it all can quickly become a nightmare. And if you aren't keeping tabs on it, it could be leading to lost sales and a poor customer experience.

A centralised inventory management solution lets you track your products and provides real-time information of current stock levels, regardless of where they are stored, which reduces the likelihood of stock shortages, unnecessary orders or reorders, and a big negative effect on your customers experience, not to mention your bottom line.



3

## Use mobile apps to enhance sales and invoice control.

If your fire and security management software isn't mobile-accessible, your staff might not be working as efficiently as possible. Keeping track of materials used while servicing a client requires meticulous record-keeping by sales and/or field technicians. Real-time inventory is crucial to eliminate oversights, not to mention prevent shrinkage and lost sales.

Having a mobile platform allows engineers access via their phone or tablet instead of having to take hand-written notes that could blow away or get lost along their service route and worse lost in the van in the weeks leading up to their return to the office.



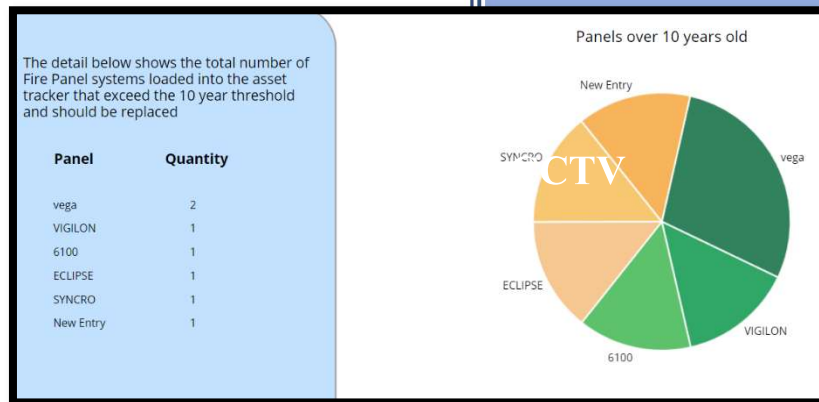
**4 Improve customer service with accurate reporting.**

The only thing worse than having too much inventory is not having enough to service customers.

Having access to accurate reports can improve inventory control, which means time to fulfil orders stays low. Plus, you can ensure your most-used assets are always stocked and your customers are always happy. Not to mention, proper reports are key to providing you the insight to

maximise investment, reduce downtime, and decrease lost productivity and support costs.

A solution that provides accurate reporting of your inventory will help you keep track of use, current levels, and items on order, as well as provide alerts when certain items hit a predetermined minimum or maximum.

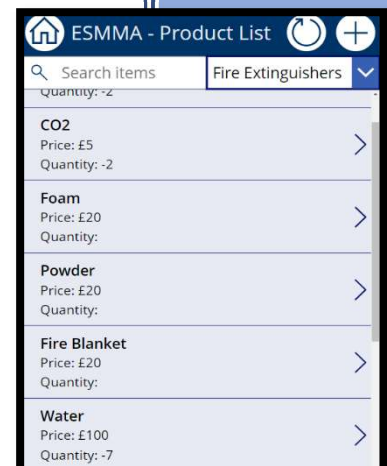


**45% of organizations track assets on a project-by-project basis, such as a contract review, but never stop to fully analyse the data.**

**5 Protect your margins with accurate pricing.**

The best way to make a profit from inventory is to ensure that it's priced correctly. Maximising your inventory data is a crucial component of building a successful pricing strategy.

Tracking cost change and monitoring inventory use also gives you the ability to wisely take advantage of special offers from distributors and offer promotions and discounts to customers.



Managing your inventory doesn't have to be overwhelming.

ESMMA's all-in-one platform, built specifically for Fire and security providers, combining inventory management, servicing and certification, job scheduling billing and more. Get real-time, accurate information at any given time and turn simple life safety asset management into a data gold mine that will show you how to calculate ROI and increase profitability by revealing areas of lost revenue.

Track customer assets

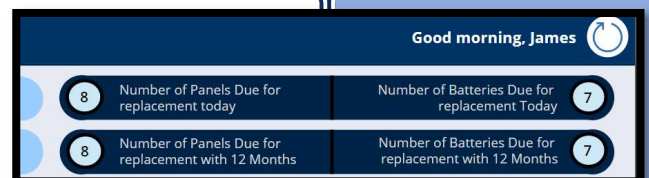
Easily manage your clients assets, when they were installed, last serviced, need replacing or answer call out questions from any location.



Improve customer service

Provide look ahead reporting of items due for replacement and allow your clients to budget for future spend.

Reduce costly revisit for clients by arriving prepared for the days service with all your required equipment in hand.





## Boost engineer's workflow

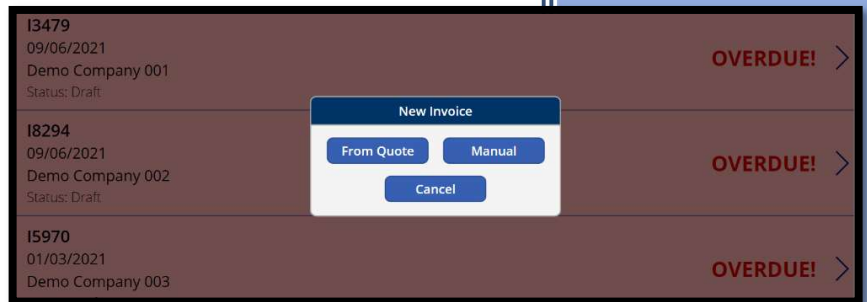
Get your engineers to track time to serve on clients sites and allows you to build accurate models for future tenders and quoting opportunities. With a complete asset list across the site engineers need never miss an item to service, or struggle to find its location again.

## Reduce lost inventory

Track stock levels, including those on vans and ensure you only have on the shelf what you will need, crucially when you need it.

## Decrease billing time by up to 90%

No more collecting information from engineers timesheets, random emails or excel workbooks when they arrive. When the engineer marks a job complete have the systems in place to complete a job and invoice accordingly.



To find out more about the ways ESMMA can help you, your business and your clients give us a call today on **0115 943 8994**  
Or visit us at **esmma.co.uk**

and request your free no obligation trial.

Extinguishers

Fire Panels

CCTV

Fire Doors

Alarms