



The Vixxo Solution **vs.** CMMS Technology

Effective facilities management comes from a well-designed plan that aims to improve the quality of service delivery at your sites, reduce the total cost of ownership of your locations and equipment, and provide you strategic insights to make better decisions. The software or technology used to accomplish your goals is important, but only a part of the equation.

Software and technology are enablers – important elements to the overall facilities management solution, but not complete solutions within themselves. In order to achieve true and lasting benefits, a broader solution is required beyond simply implementing a Computerized Maintenance Management System (CMMS). Vixxo is a facilities management

partner focused on providing a seamless, intuitive experience for a vast portfolio of brands. We have the experience and expertise to deliver best-in-class technology solutions coupled with the people, processes, and other intangible elements required to drive significant cost reductions for an enterprise's facility operations.



COST VS. VALUE

While the costs associated with a CMMS tool may appear lower than an outsourced model, clients receive a better ROI and reduced TCO using Vixxo's solution. The Vixxo solution requires no initial financial outlay and provides continual system

upgrades that are not directly billed to the client. Other CMMS solutions require an initial cash outlay and ongoing charges for software upgrades and interfaces.

VIXXO'S FACILITIES MANAGEMENT SOLUTION

Vixxo's approach to Facility Management (FM) is holistic, accounting for all of the elements necessary in designing and operating a high performing FM program for both short and long-term success.

1. PEOPLE

Without access to the right people – people capable of driving change and producing results – the status quo will not change

2. PROCESS

Well-defined processes and procedures add rigor & consistency to decision-making and provide significant value

3. TECHNOLOGY

CMMS tools, an integrated platform and other technology solutions provide structure and data

2. INSIGHT & INTANGIBLES

Often the "missing link," intangible elements pull all of the pieces together into a cohesive solution

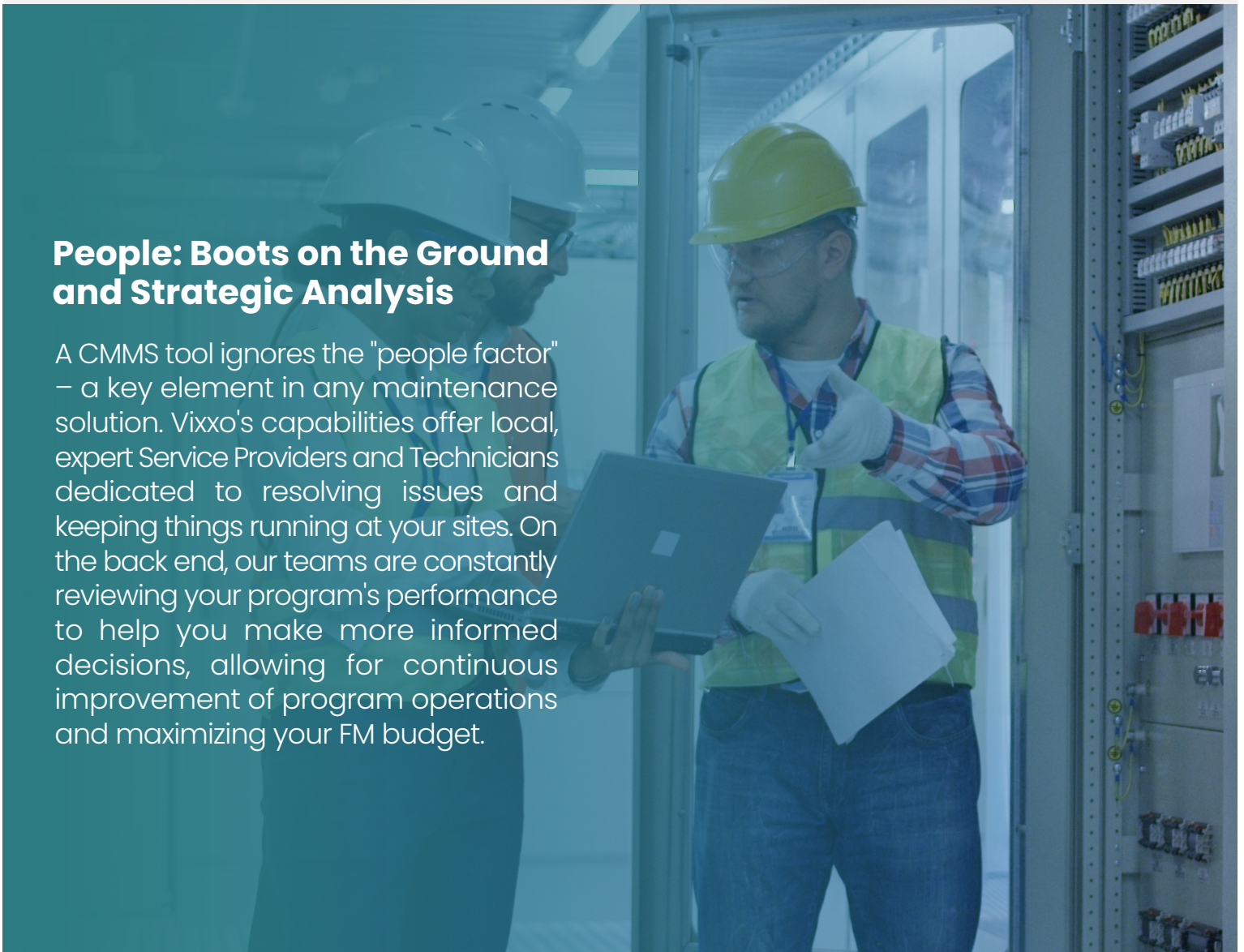
DATA VS. ACTIONABLE INFORMATION

A CMMS tool has the ability to provide a tremendous amount of data, but that is only one part of the equation. Organizations need the ability to turn that data into meaningful, actionable insight in order for the data to be valuable. Vixxo's service delivery model is focused on turning data into actionable insights to drive better business decisions. We harness the power of our years of experience to deliver value for our clients.

Vixxo's analysts proactively review equipment repair trends and equipment performance, resulting in optimal equipment purchasing and longevity a CMMS program would not offer. Vixxo's TCO-focused solution eliminates unnecessary dispatches, audits invoices, monitors service provider performance, and proactively delivers results – all elements not provided by a CMMS program alone.

People: Boots on the Ground and Strategic Analysis

A CMMS tool ignores the "people factor" – a key element in any maintenance solution. Vixxo's capabilities offer local, expert Service Providers and Technicians dedicated to resolving issues and keeping things running at your sites. On the back end, our teams are constantly reviewing your program's performance to help you make more informed decisions, allowing for continuous improvement of program operations and maximizing your FM budget.




The “Intangibles” – Scale, Leverage, Insight and Industry Expertise

Vixxo manages over 2.2 million revenue-generating assets across 80,000+ client locations. Our teams are structured to share best practices across accounts, meaning our clients get the benefit of millions of additional data points for improved visibility, insight and spend controls.

Additionally, our clients gain immediate access to a pre-qualified network of 150,000+ service providers across the

United States and Canada, all ready to provide superior service. Vixxo’s industry leading optimization tools and continuous improvement programs also grow and flex as business demands change, something not offered by “static” CMMS solutions.



Vixxo’s facilities management solutions focus on driving down the Total Cost of Ownership through an effective combination of people, processes, technology and insight – bringing together all of the necessary elements in an efficient, streamlined, and proven way.