

In order to realise the full potential of our software many of our clients require an implementation solution that calls on engineering expertise and close attention to detail. In order to support this we have a strong working relationship with EPM who provide an excellent service in this area.

Chris Williams, Shire Systems

**ware** needs us.



If you would like to hear more about our proposal to develop a strategic partnership please contact Gary Kerr on:

0141 848 6609

T: 0141 848 6609  
F: 0141 848 7749  
E: [info@epmsolutions.co.uk](mailto:info@epmsolutions.co.uk)

EPM Solutions Ltd  
Abbey Mill, 1010-1012 Mile End  
Seedhill, Paisley, PA1 1TJ.  
[www.epmsolutions.co.uk](http://www.epmsolutions.co.uk)



your **soft**



## WHAT WE DO

As a CMMS software provider you will be well aware that there is much more to good asset management than simply supplying the software. At EPM we have built our business on the specific needs of asset intensive companies who are looking for a complete end-to-end solution.

By providing the expertise and resource to implement every detail of an asset management strategy from site surveys to CMMS implementation and audit EPM is able to provide complete customer satisfaction.

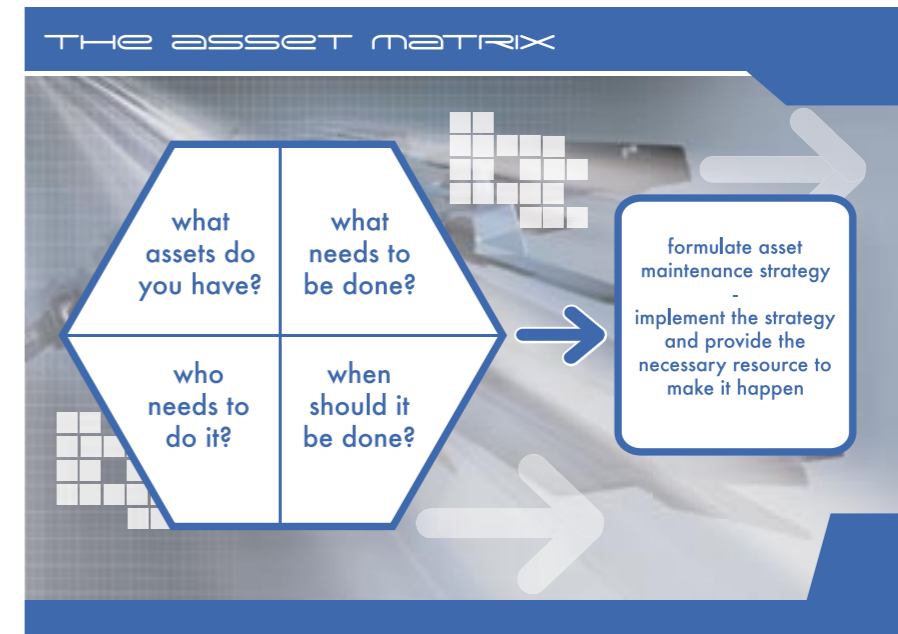


## THE ASSET MATRIX

The Asset Matrix has been exclusively developed by EPM solutions through the combination of our own expertise and the customers experience. Our industry experience includes:

- Oil & Gas
- Aerospace
- Drinks
- Shipping
- Manufacturing

The Asset Matrix is a tried and tested method for successfully formulating and implementing asset maintenance strategies. As a partner of EPM your clients will have complete access to this unique and highly effective framework.



your **software** needs us.

## How can EPM HELP YOU?

The biggest challenge facing your clients when implementing CMMS software is being able to allocate the necessary resources to ensure the job gets done. All too often good CMMS systems are blamed for poor asset management practices.

It is in your interests to make sure that once your software has been delivered, and put in place that it is used correctly. This is where EPM can help - by partnering with you we will do the hard work for you, giving you the opportunity to move on to your next client, safe in the knowledge that your software is being properly implemented. Ultimately, we will make you look good in the eyes of the client.



## OTHER BENEFITS FOR YOUR CLIENTS

As an asset management and engineering design company we can also assist your clients in the following ways:

Staying 100% compliant with:

Legislation and industry regulations  
Manufacturers warranties | HSE



Improving operations:

Improved safety | Improved lifetime value of the clients assets  
Increased return on asset investments | Well informed asset related decision making  
Increased productivity | Reduced costs | Improved staff knowledge  
Proactive maintenance culture

## HOW A PARTNERSHIP WITH EPM WOULD WORK

We believe that strong synergies exist between EPM's services and yours, presenting an exciting opportunity for the development of a strategic partnership that will bring significant benefits to both parties. In practice this is how we see such a partnership working:

- We will add your CMMS solution to our marketing materials and promote them to our direct clients
- You will deliver the software to these clients on a direct sale basis
- You will add our services to your own solutions and promote these to your clients
- EPM will deliver these services either on a sub-contract basis or on a direct basis
- The net result is increased sales for everyone and happier customers