

Today's Agenda

PART ONE Welcome and Introductions

PART TWO Dude Nation

PART THREE West Virginia Involvement

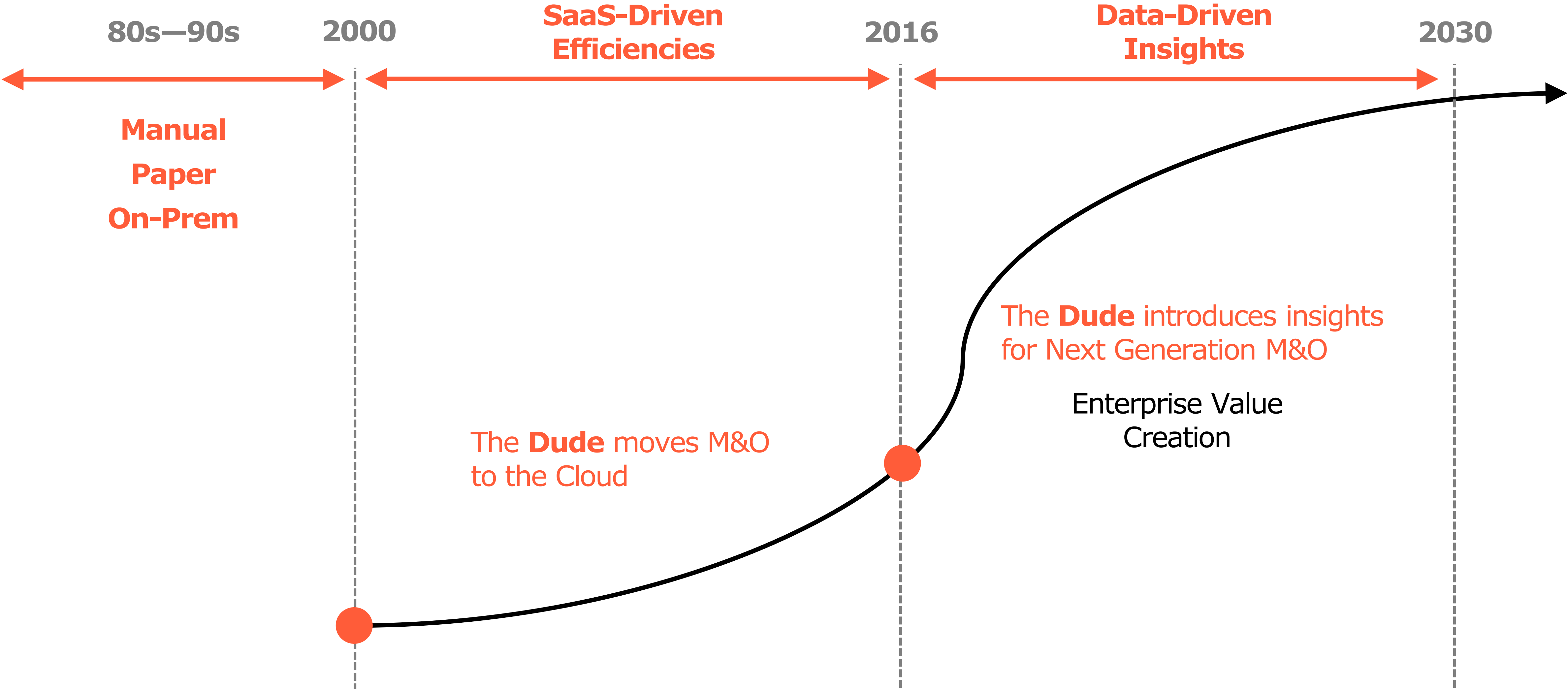
PART FOUR CEFPP Project

PART FIVE Capital Forecast Overview

PART SIX Dude Solutions 360 Overview

PART SEVEN Q&A and Closing

Dude Solutions: Driving Enterprise Value



Dude Solutions: Enterprise Platform Foundations

2.8M Users

11,750 Clients

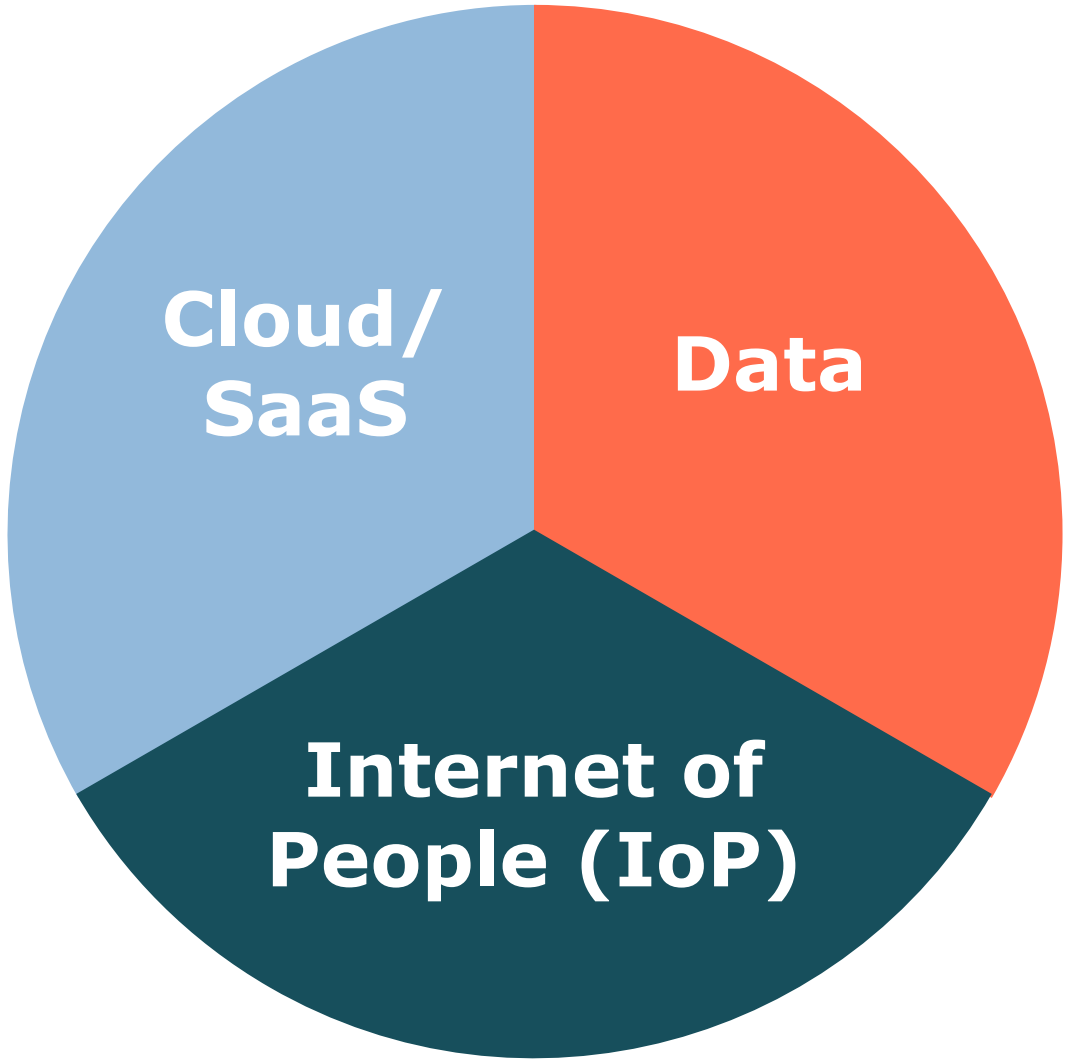
28M Students

#1 in SaaS Enterprise Asset Management

Largest operations data warehouse in the industry

12M+ Assets

\$9B Asset Value



250M Work Orders

986,000 Buildings

\$3B Energy Tracked

Most extensive ecosystem of people and related requests





97% Client Satisfaction

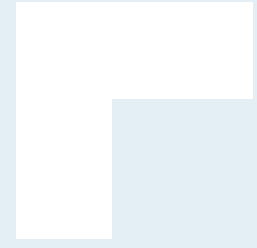




SOFTWARE TO SOLVE EVERY CHALLENGE THAT COMES YOUR WAY

EDUCATION

 WORK & ASSET MANAGEMENT	 EVENT MANAGEMENT	 ENERGY MANAGEMENT	 TECHNOLOGY MANAGEMENT
WORK & ASSET™	FACILITY SCHEDULING™	ENERGY ACCOUNTING™	HELP DESK™
CAPITAL FORECASTING™	COMMUNITY USE™	UTILITY BILL POPULATION™	IT ASSET DISCOVERY™
	PUBLISHING™	INTERVAL DATA RECORDING™	MDM™
	TRIP PLANNING™		

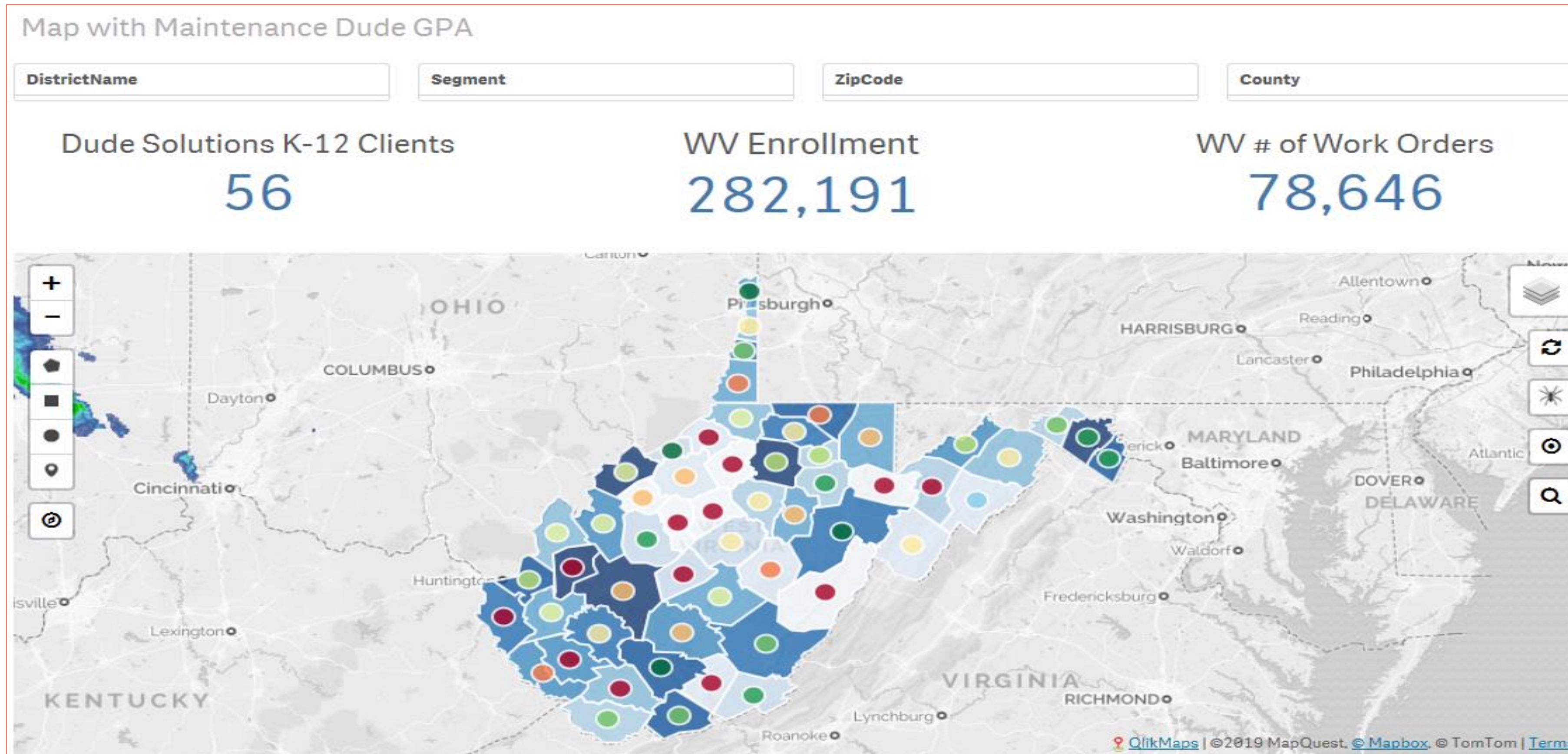


DUDE SOLUTIONS IN WV

Dude Solutions - WV

PREVENTIVE MAINTENANCE DIRECT

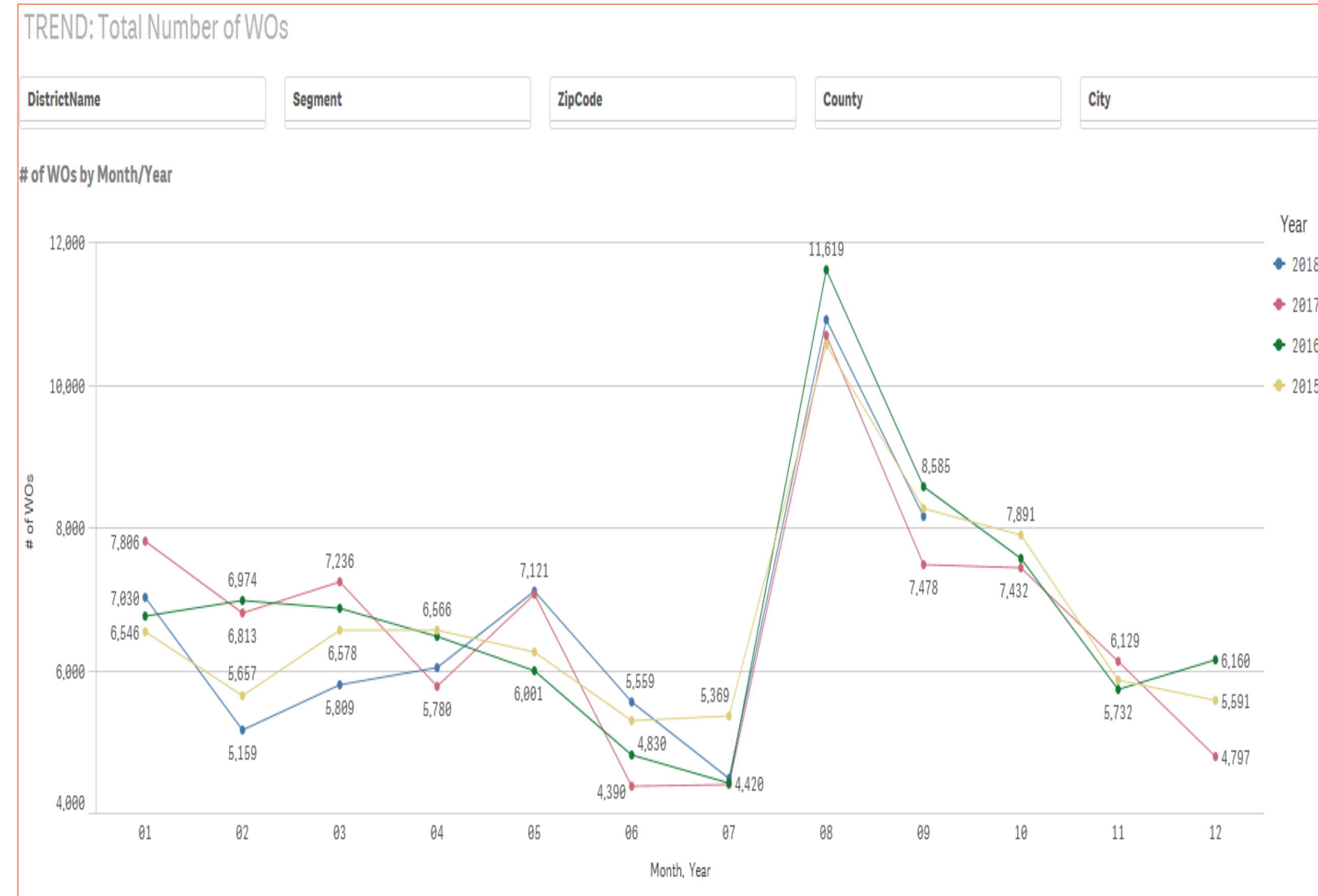
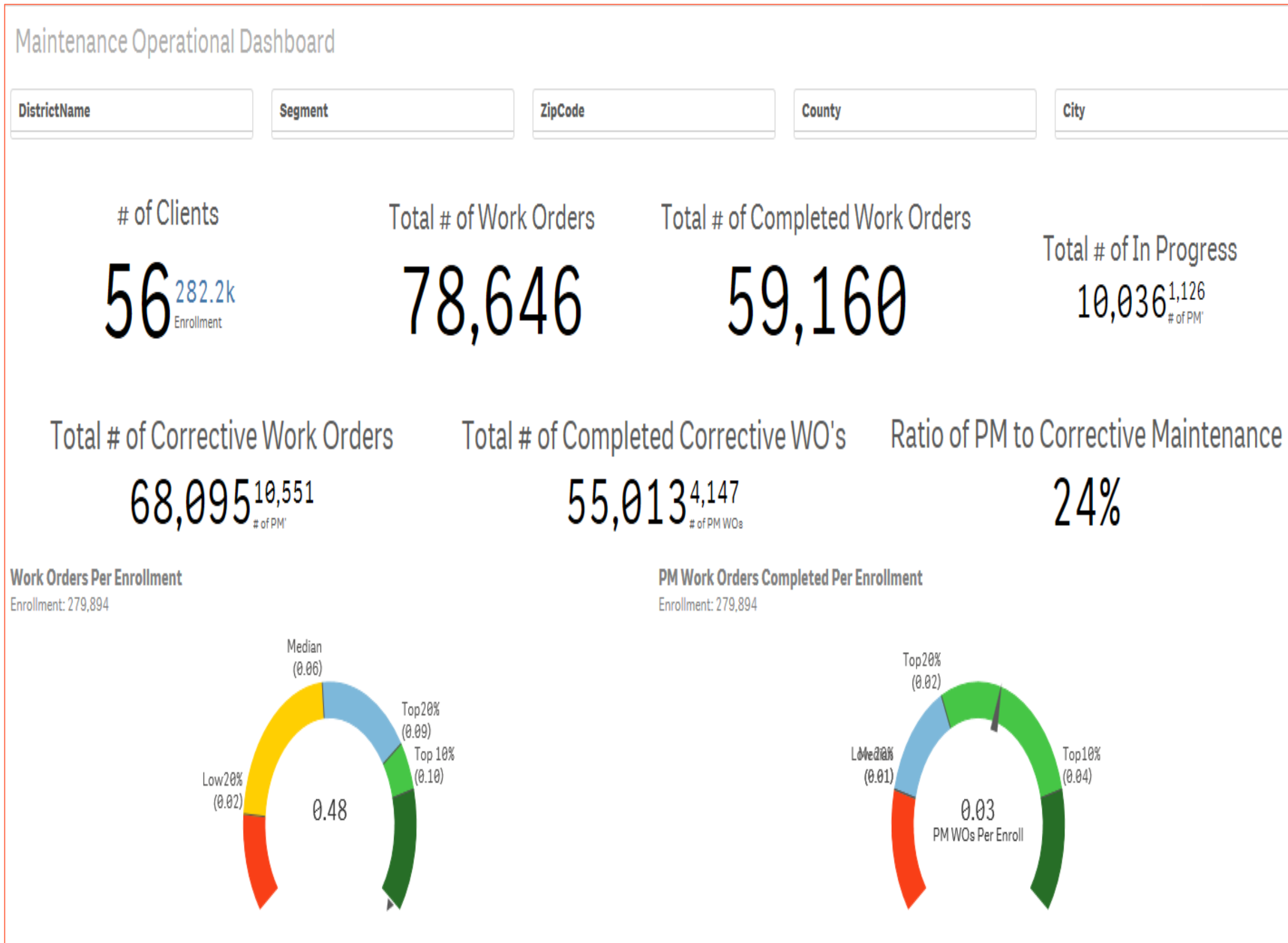
- STATE WIDE PM PROGRAM
- UTILIZING PM TEMPLATES FOR EACH ACCOUNT
- 55 COUNTIES PARTICIPATING

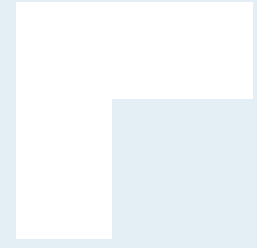


Dude Solutions - WV

PREVENTIVE MAINTENANCE DIRECT

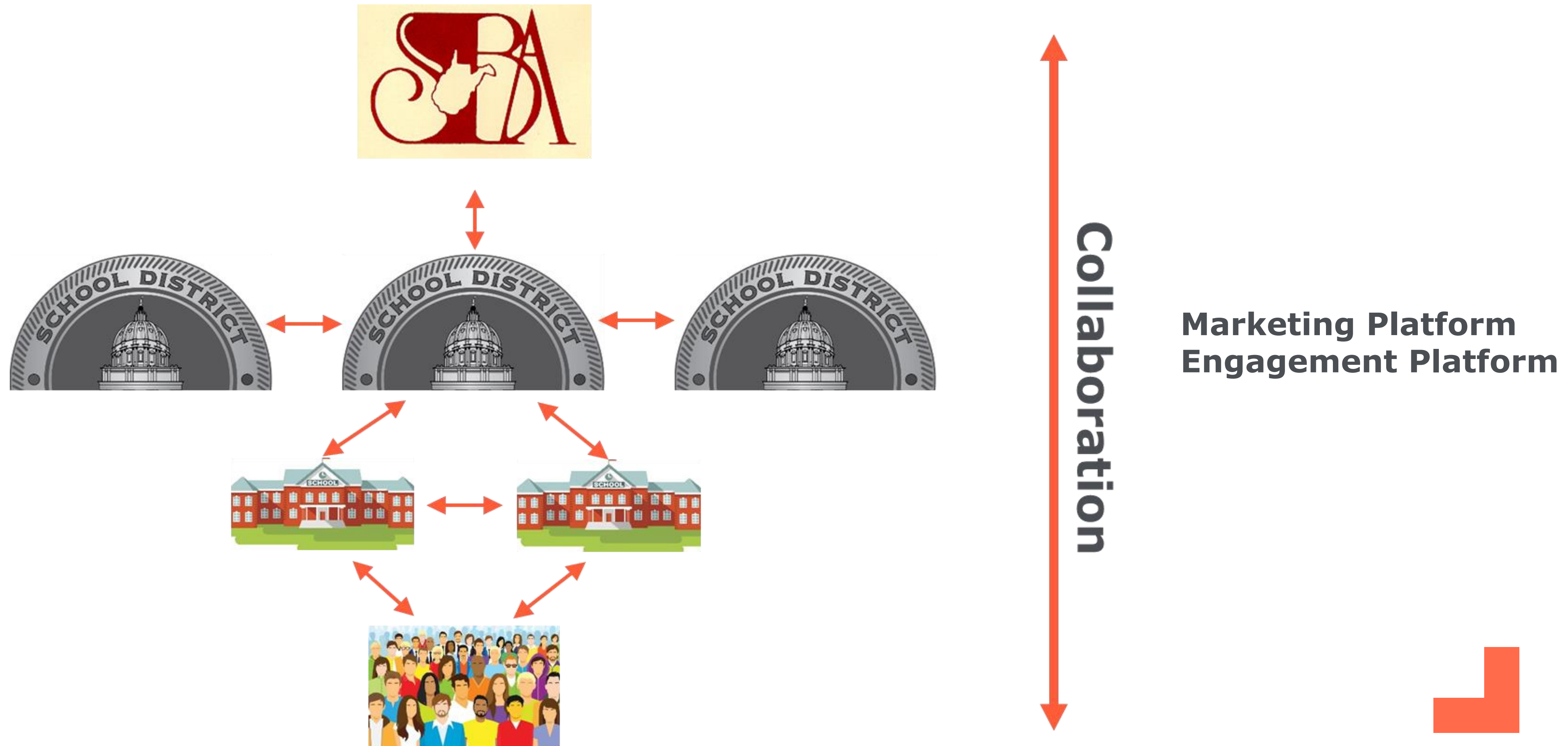
- DATA ANALYSIS
- KPI'S





CEFP PROJECT PROCESS (PHASE 1)

Dude Solutions 360 – The CEFP Engagement Platform



Dude Solutions 360 Platform

Dude 360

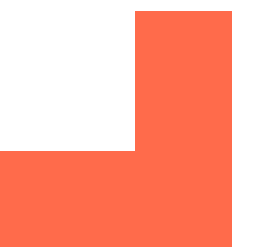
Cloud Data Aggregator
Forms Based Data Repository
Business Intelligence
User Management
Role Based Security
Social Community
File Share/Management
Document Management
Knowledge Management
Process Documentation
Resource Library
API Connectivity
Responsive

DS Power Apps

CapitalForecastDirect

MaintenanceDirect

PMDirect



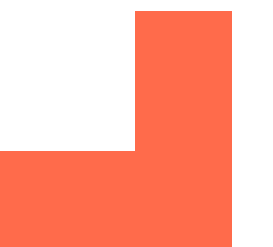
Contracted Services

❖ **Alpha Facility Solutions**

- ❖ Nationwide provider of capital planning, FCA and maintenance management services
- ❖ The FCA is just one component of the total CEFPP project
- ❖ Responsibilities: A/E Data Collection Tool, A/E training and FCA oversight, import and data validation, Facility Condition Reports


❖ **Dude Solutions**

- ❖ SaaS Software provider
- ❖ Responsibilities: Implement CapitalForecastDirect at each county. Configure and Implement Dude Solutions 360 to manage the CEFPP process.



Phase 1 Processes

❖ Alpha Facility Solutions

1. SBA will notify Alpha of A/E awarded contracts
 2. Alpha will send A/E welcome email with unique credentials to access the Alpha FTP Site <https://webftp.alphafacilities.com> to download the latest version of the Data Collection Tool, instructions and training materials.
 3. A/E will download Data Collection tool on appropriate device to conduct FCA
 4. A/E will coordinate with the schools regarding schedule and process for completing the FCA and CEFP data gathering
 5. Once data is gathered and validated, A/E will upload to the Alpha FTP Site
 6. Alpha will use the data to prepare Facility Condition Report for the A/E firm to review and concur. Alpha will provide the report to the County.
- 

Phase 1 Processes

❖ Dude Solutions

- 1. Alpha will import school FCA data into the County CapitalForecastDirect (CFD) accounts. Alpha & Dude Solutions will validate the data.
- 2. After the county CFD account is populated, Dude Solutions will schedule individual virtual webinar training with appropriate county contact to review their CFD Account.

A/E Firm Facility Condition Assessments

A/E Firms to conduct FCA using data collection tool for each School

Data Import & Validation

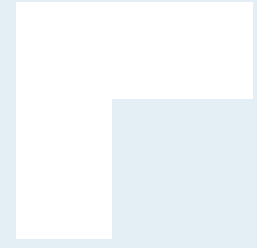
Data will be imported into each CFD County Account

CFD Training

Individual Counties will be contacted for training upon completion of data import

- 3. Dude Solutions will host weekly virtual group trainings for Dude Solutions 360. (Registration, File Library, CEFP process and document management)





CAPITAL FORECAST DIRECT

The Product – CapitalForecastDirect

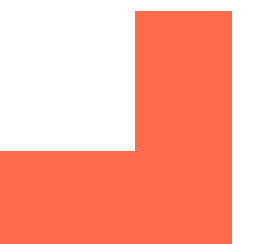
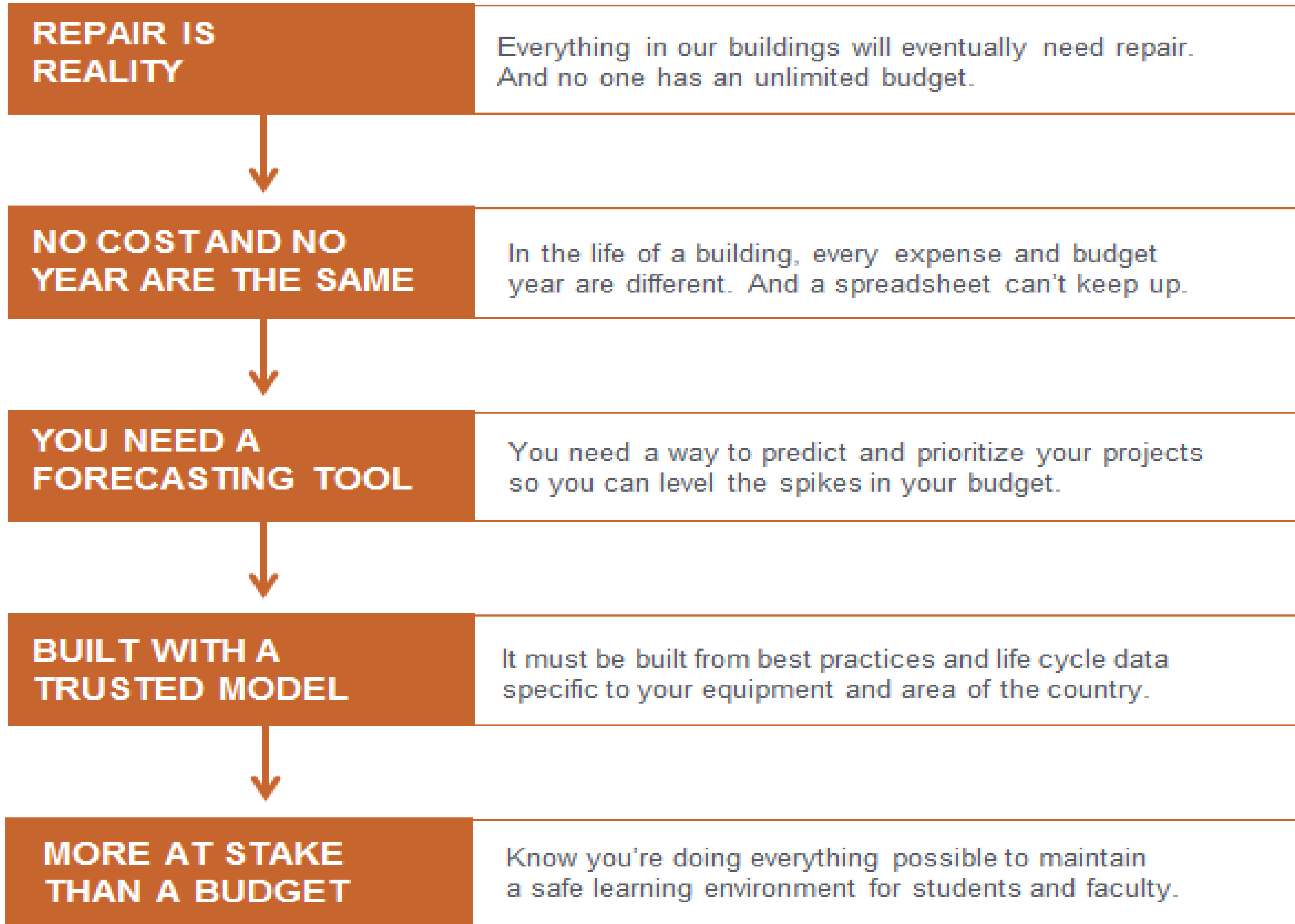


- > **What is it?**

CapitalForecastDirect is a facilities forecasting tool for schools with the power to predict future projects and prioritize current ones



The Product – CapitalForecastDirect



The Product – CapitalForecastDirect

STEP 1

- ACCOUNT WILL BE PREPOPULATED WITH FCA DATA
- ALPHA FACILITY SOLUTIONS TO PERFORM IMPORTS

Update Location ⌵ ⌵

Location Code	<input type="text" value="049501"/>	Date Built	<input type="text" value="1/1/1954"/>
Location Description	<input type="text" value="Hannan High School"/>	Square Footage	<input type="text" value="49320"/>
Notes	<div style="border: 1px solid #ccc; height: 100px;"></div>	Location Used	Capital Forecast
Subscribe To Capital Forecast	<input checked="" type="checkbox"/>	By	MaintenanceDirect PMDirect



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SYSTEMS

- ACCOUNT WILL BE PREPOPULATED WITH MAJOR SYSTEMS

Foundation	Plumbing - Sanitary Waste
Basement Construction	Plumbing - Rain Water Drainage
Superstructure - Floor & Roof Construction	HVAC - Energy Supply
Exterior Enclosure - Exterior Walls (Framing)	HVAC - Heat Generating Systems
Exterior Enclosure - Exterior Walls (Finishes)	HVAC - Cooling Generating Systems
Exterior Enclosure - Exterior Windows	HVAC - Distribution System
Exterior Enclosure - Exterior Doors	HVAC - Terminal & Package Units
Roofing	HVAC - Controls & Instrumentation
Interior Construction - Partitions & Stairs	Fire Protection - Sprinklers & Standpipe
Interior Construction - Interior Doors	Fire Protection - Fire Alarm & Detection
Interior Construction - Specialties	Electrical - Service & Distribution
Interior Finishes - Wall Finishes	Electrical - Branch Wiring
Interior Finishes - Floor Finishes	Electrical - Lighting
Interior Finishes - Ceiling Finishes	Electrical - Other Electrical Services
Conveying Systems	Equip & Furnishings - Commercial Equipment
Plumbing - Plumbing Fixtures	Equip & Furnishings - Institutional Equipment
Plumbing - Domestic Water Distribution	Equip & Furnishings - Vehicular Equipment
	Equip & Furnishings - Other Equipment

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LIST OF SYSTEMS IN ACCOUNT

List Systems
⌵ ⌵

Filtering ⌵ ⌵

View Systems starting with:

0 1 2 3 4 5 6 7 8 9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z **ALL** Search System Name Search

[+ Add New Item](#)

1 - 25 of total **71** listed
Items Per Page: 25 | 50 | 75 | 100

⏪ Previous 25 Next 25 ⏩

System	UOM	# Open Needs	Open Needs*
Basement Construction	Sq. Ft.	0	\$0.00
Conveying Systems	Sq. Ft.	0	\$0.00
Electrical - Branch Wiring	Sq. Ft.	2	\$929,490.85
Electrical - Lighting	Sq. Ft.	2	\$1,305,774.98
Electrical - Other Electrical Services	Sq. Ft.	0	\$0.00
Electrical - Other Electrical Services > Emergency & Exit Lights	Sq. Ft.	2	\$107,879.63
Electrical - Other Electrical Services > Security System	Sq. Ft.	2	\$151,929.23
Electrical - Other Electrical Services > Technology Infrastructure	Sq. Ft.	2	\$346,112.55
Electrical - Service & Distribution	Sq. Ft.	1	\$165,186.00
Equip & Furnishings - Commercial Equipment	Sq. Ft.	0	\$0.00
Equip & Furnishings - Institutional Equipment	Sq. Ft.	2	\$485,166.84



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BUILDING TYPES

● EXTENSIVE LIST OF BUILDING TYPES

CFD Building Types		
Administration Office	Dry Cleaning/Laundry	Parking Garage
Apartment	Elementary School	Passenger Terminal
Athletic Center	Fire Station	Post Office
Auditorium	Greenhouse	Pre-Manufactured Building
Bank	Guard House	Preschool
Barn	Health Clinic/Outpatient Surgery Center	Public Restroom
Bowling Alley	High School	Restaurant, Fast Food
Cafeteria	Hospital	Restaurant, Full-menu
Call Center	Hotel	Retail Store
Car Wash	Laboratory, Agriculture	Single Family House
Church	Laboratory, Biology	Skating Rink
Classroom	Laboratory, Electronics	Storage Shed
Community Center	Laboratory, General	Student Union
Convenience Store/Service Station	Library	Supermarket
Country Club	Maintenance Shop	Warehouse, Hazardous Materials
Data Center	Manufacturing Plant	Warehouse, Non-Temperature Controlled
Day Care Center	Motel	Warehouse, Temperature Controlled
Department Store	Motor Vehicle Service	
Distribution Center	Museum	
Dormitory	Natatorium	



The Product – CapitalForecastDirect

BUILDING TYPES

Update Building Type
⌵ ⌵

Building Type |

CRV Cost/Sq.Ft. |

+ Add System

System	Units	Dude Life Cycle (Yrs)	Life Cycle (Yrs)	Dude Cost/UOM	Cost/UOM	
Electrical - Branch Wiring	Sq. Ft.	30	<input type="text" value="30"/>	\$7.45	<input type="text" value="7.45"/>	✕
Electrical - Lighting	Sq. Ft.	20	<input type="text" value="20"/>	\$7.45	<input type="text" value="7.45"/>	✕
Electrical - Other Electrical Services	Sq. Ft.	20	<input type="text" value="20"/>	\$0.56	<input type="text" value="0.56"/>	✕
Electrical - Service & Distribution	Sq. Ft.	40	<input type="text" value="40"/>	\$7.47	<input type="text" value="7.47"/>	✕
Exterior Enclosure - Exterior Doors	Sq. Ft.	15	<input type="text" value="15"/>	\$1.34	<input type="text" value="1.34"/>	✕
Exterior Enclosure - Exterior Walls (Finishes)	Sq. Ft.	5	<input type="text" value="5"/>	\$1.26	<input type="text" value="1.26"/>	✕
Exterior Enclosure - Exterior Walls (Framing)	Sq. Ft.	nonrenewable	nonrenewable	\$22.78	<input type="text" value="22.78"/>	✕



The Product – CapitalForecastDirect

BUILDING COMPONENTS

- BUILDING COMPONENTS WITH ASSESSMENT DATA WILL BE IMPORTED FROM FCA

List Building Components
⊞ ⊞

Filtering ⊞ ⊞

View Building Components starting with:

0 1 2 3 4 5 6 7 8 9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z ALL

View All
 Overdue Replacement Only

Location -- Select Location -- ⊞

Building -- Select Building -- ⊞

System -- Select System -- ⊞

Component ID

[+ Add New Item](#)

1 - 25 of total 52 listed Items Per Page: 25 | 50 | 75 | 100

⏪ Previous 25 Next 25 ⏩

System	Component ID Description	Location Building	Est. Replace Date Est. Replace Cost	Quantity UOM	Life Cycle Cost/UOM
Electrical - Branch Wiring	1886CC	Ashton Elementary School Main Building	1/1/2029 \$455,076.66	44478 Sq. Ft.	30 \$10.77
Electrical - Branch Wiring	C170EE	Hannan High School Main Building	1/1/2030 \$474,414.19	46368 Sq. Ft.	30 \$10.77
Electrical - Lighting	387131	Ashton Elementary School Main Building	1/1/2047 \$639,304.53	44478 Sq. Ft.	30 \$15.13
Electrical - Lighting	811A95	Hannan High School Main Building	1/1/2030 \$666,470.45	46368 Sq. Ft.	30 \$15.13
Electrical - Other Electrical Services>Emergency & Exit Lights	FFC3E0	Ashton Elementary School Main Building	1/1/2037 \$52,817.63	44478 Sq. Ft.	20 \$1.25
Electrical - Other Electrical Services>Emergency & Exit Lights	A44498	Hannan High School Main Building	1/1/2026 \$55,062.00	46368 Sq. Ft.	20 \$1.25
Electrical - Other Electrical Services>Security System	2F32B1	Ashton Elementary School Main Building	1/1/2020 \$52,817.63	44478 Sq. Ft.	15 \$1.25



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BUILDING COMPONENT – IN DETAIL

Update Building Component

Generated By Manual

Asset Building System Site Item

System | Electrical - Branch Wiring

Component ID | 1886CC

Description

Location | Ashton Elementary School

Building | Main Building

Area | -- Select Area --

Area Number

Manufacturer | -- Select Manufacturer --

Unit of Measure Sq. Ft.

Quantity | 44478

Date Installed | 1/1/1991

Last Replace Date | 1/1/1999

Life Cycle (years) | 30

Cost/UOM | 10.77

Controlled By Model Manual

Assessment

Condition Code | 3 - Needs moderate repair/;

Condition Date | 3/12/2019

Total Actual Cost track from Needs(\$0.00) use manual entry

Cost | 0

Miscellaneous Costs | 0

Total Labor Hours track labor hours in WO(0) use manual entry

Hours | 0

Est. Replace Cost \$455,076.66

Est. Replace Date | 1/1/2029

Needs Controlled Model Manual

BY Manual

[View Needs](#)
[Create Need](#)



The Product – CapitalForecastDirect

NEEDS/PLAN LENGTH

- MODEL WILL GENERATE NEEDS FOR THE NEXT 30 YEARS
- YOU CAN DETERMINE HOW YOU WANT YOUR NEEDS GENERATED
- YOU CAN TURN ON/OFF MODEL GENERATED NEEDS PER BUILDING COMPONENT
- YOU CAN MANUALLY GENERATE NEEDS FOR ANY BUILDING COMPONENT

Need ID Description Status	Location Building Source	System Equipment/Building Component Priority	Classification Type Score	Work Order ID Est. Completion Est. Cost
100 Renewal/Replacement New Request	Ashton Elementary School Main Building Model	Exterior Enclosure - Exterior Walls (Finishes) F7D5B9 Medium		01/01/2029 \$33,380.74
101 Renewal/Replacement New Request	Ashton Elementary School Main Building Model	Exterior Enclosure - Exterior Windows 527EE9 Medium		01/01/2029 \$378,174.20
102 Renewal/Replacement New Request	Ashton Elementary School Main Building Model	Exterior Enclosure - Exterior Doors 493157 Medium		01/01/2020 \$116,198.78
103 Renewal/Replacement New Request	Ashton Elementary School Main Building Model	Roofing 43C59A Medium		01/01/2038 \$483,809.45
104 Renewal/Replacement New Request	Ashton Elementary School Main Building Model	Interior Construction - Interior Doors 9399F1 Medium		01/01/2027 \$247,186.49



The Product – CapitalForecastDirect

NEED IN DETAIL

Update Need

Need ID 100

Description Renewal/Replacement

Asset Building Component Equipment None

Location Ashton Elementary School

Building Main Building

System Exterior Enclosure - Exterior Walls (Finishes)

Building Component F7D5B9

Area

Area Number

Details

Status	New Request	Classification	-- Select Classification --
Priority	Medium	Type	-- Select Type --
Score		Custom Category	-- Select Custom Category --
Source	Model	Resolution	-- Select Resolution --
Est. Cost	\$33,380.74	Actual Completion	
Est. Completion	1/1/2029	Actual Cost	
Inflated Est. Cost	\$44,860.92	Include in FCI	<input checked="" type="checkbox"/>
Estimate Notes			
Justification	-- Select Justification --		
Date Created	3/21/2019 12:25 PM		
Created By	Model		
Last Updated	3/21/2019 12:25 PM		
Last Updated By	Model		



The Product – CapitalForecastDirect

REPORTS

Building Components (Estimated Replacement Costs) Graph

5. Graph Building Components by

- System
- Location
- Bldg./Unit

6. Select a Chart Type

- Bar Chart
- Horizontal Bar Chart
- Pie Chart
- Stacked Bar Chart
- Horizontal Stacked Chart

7. Chart Title

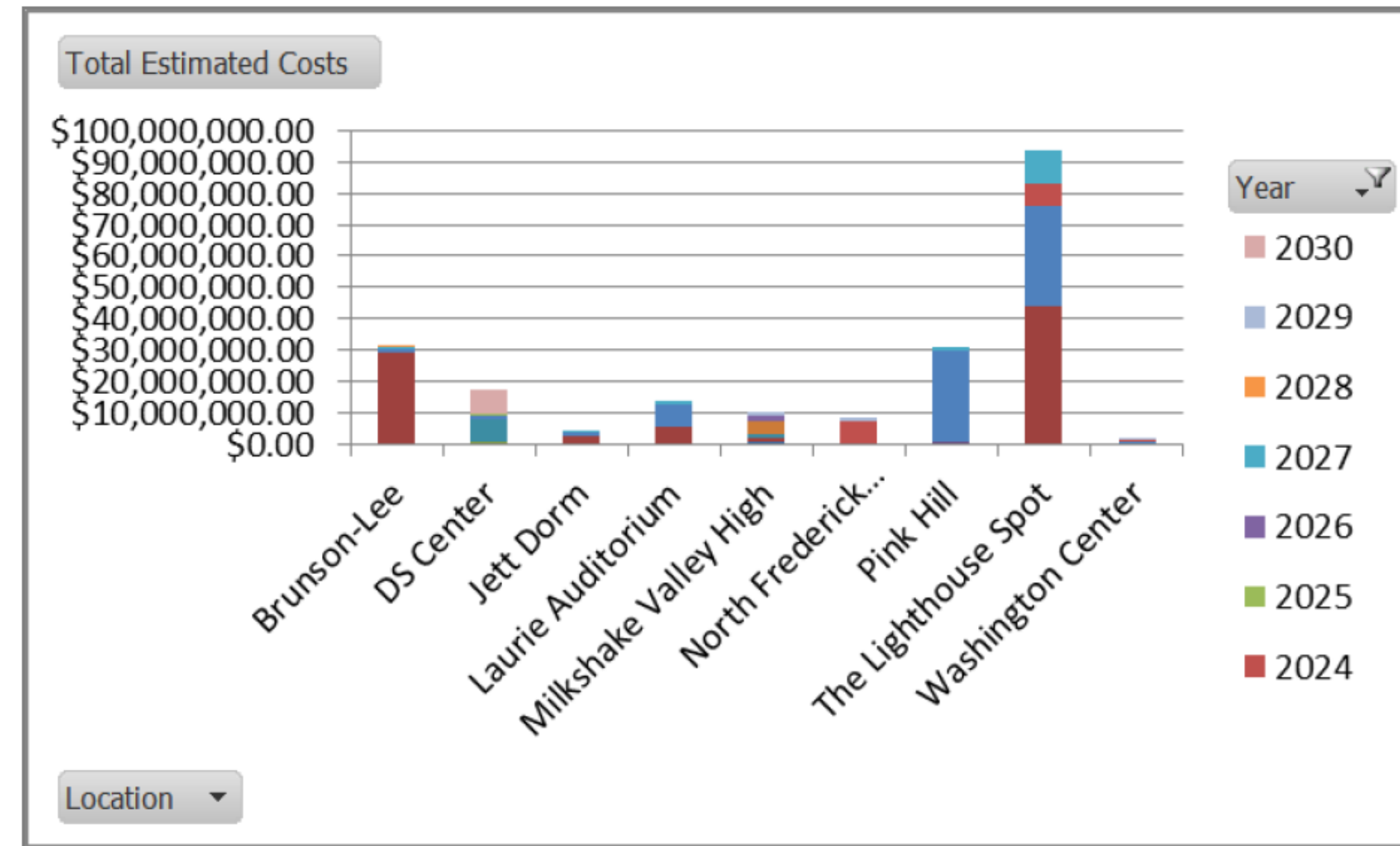
Building Component Est. Replace Cost by System

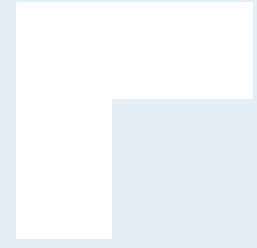
Refresh Graph

Location	Est. Replace Cost
Brunson-Lee	148,953,600
DS Center	22,238,280
Jett Dorm	6,608,160
Laurie Auditorium	25,935,760
Milkshake Valley High	11,110,816.96
North Frederick Elementary	56,835,936
Pink Hill	56,835,936
The Lighthouse Spot	3,648,060
Washington Center	3,648,060

Needs Summary Report

Total Estimated Costs	Year	2016	2017	2018	2019	2020	2021	2022	2024	2025	2026	2027	2028	2029	2030	Grand Total
Brunson-Lee			\$29,113,920.00					\$973,728.00			\$264,960.00	\$710,496.00	\$325,152.00			\$31,388,256.00
DS Center				\$925,560.00		\$6,934,680.00		\$1,235,520.00		\$652,320.00					\$7,560,000.00	\$17,308,080.00
Jett Dorm			\$2,295,648.00					\$1,440,000.00				\$700,416.00				\$4,436,064.00
Laurie Auditorium			\$5,683,176.00					\$6,664,032.00				\$1,517,616.00				\$13,864,824.00
Milkshake Valley High	\$782,784.00	\$1,110,672.00			\$1,482,624.00	\$4,192,560.00				\$1,292,112.00				\$1,110,672.00		\$9,971,424.00
North Frederick Elementary								\$7,300,800.00		\$2,228.00				\$914,362.56		\$8,217,390.56
Pink Hill			\$298,656.00		\$264,960.00	\$325,152.00		\$29,113,920.00				\$973,728.00				\$30,976,416.00
The Lighthouse Spot			\$44,121,600.00					\$31,795,200.00	\$7,408,800.00			\$10,389,600.00				\$93,715,200.00
Washington Center					\$502,380.00			\$457,020.00	\$695,700.00		\$31,860.00			\$130,860.00		\$1,817,820.00
Grand Total		\$782,784.00	\$82,623,672.00	\$925,560.00	\$767,340.00	\$8,742,456.00	\$4,192,560.00	\$71,679,420.00	\$15,405,300.00	\$652,320.00	\$1,591,160.00	\$14,291,856.00	\$325,152.00	\$2,155,894.56	\$7,560,000.00	\$211,695,474.56





DUDE SOLUTIONS 360

The Product – Dude Solutions 360



360

> **What is it?**

An enterprise solution empowering districts to capture and create a 360 degree view of their data from multiple sources – including facility health, asset efficiency, energy utilization, events management and capital spending – and leverage actionable insights to drive informed decision-making.



WHERE IS THE VALUE?



1

ONE STOP SHOP

CENTRALIZE INFORMATION FROM MULTIPLE SOURCES TO BUILD A STORY AND SAVE TIME

2

MAKE INFORMED DECISIONS

BETTER DATA = BETTER DECISIONS

3

KNOW WHERE YOU STAND

SEE WHAT'S GOING ON IN YOUR ORGANIZATION AND HOW YOU STACK UP TO YOUR PEERS

4

DRIVE CONTINUOUS IMPROVEMENT

IDENTIFY WHAT YOU ARE DOING WELL AND WHAT AREAS NEED FOCUS THEN TAKE ACTION

5

STAY CONNECTED

GATHER FEEDBACK FROM YOUR COMMUNITY AND PROVIDE VITAL INFO BACK TO THEM TO CREATE A PLACE OF DIALOGUE

6

STREAMLINE PROCESSES

AUTOMATE TASKS TO CREATE A SEAMLESS EXPERIENCE