

"The time is right to connect your organization to a superior web-based maintenance management (or web-based CMMS) solution."

"The Total Cost of Ownership (TCO) reflects the total expense involved in purchasing, deploying, and maintaining a maintenance management (or CMMS) solution."

"Although the Maintenance Connection value proposition is broader than TCO, the savings of an online web-based application versus the traditional onsite client-server based application are ideal for organizations seeking ways to reduce costs in order to increase profit."

"Manage Maintenance. Not Software."

The Total Cost of Ownership (TCO) reflects the total expense involved in purchasing, deploying, and maintaining a maintenance management (or CMMS) solution. As organizations are demanding predictability and accountability for the total cost of software, hardware and support staff, TCO has become a popular decision making tool when choosing a maintenance management (or CMMS) solution. Although the Maintenance Connection value proposition is broader than TCO, the savings of an online web-based application versus the traditional onsite client-server based application are ideal for organizations seeking ways to reduce costs in order to increase profit.

A TCO calculation alone is an incomplete measurement when comparing various maintenance management (or CMMS) solutions, since it only reflects which product is ultimately cheaper. Absent from the TCO calculations are any consideration to the value or increased revenues that result from a maintenance management (or CMMS) solution that can be rapidly implemented.



Other software vendors that offer traditional onsite client-server solutions are significantly more expensive and require additional investments not taken into account in their upfront pricing. Most organizations underestimate the true total cost of ownership of maintenance management (or CMMS) solutions, overlooking hidden costs such as hardware and support personnel which can push first year costs well over budget.

Maintenance Connection's service does not require a significant upfront investment in hardware or software licensing fees. Since the application service is paid for on a monthly basis, there is no commitment and upfront costs are low. Since the software resides in the Maintenance Connection datacenter, you do not need a crew of personnel to support and maintain in-house application and database servers.

When considering this and other intangible benefits, Maintenance Connection clearly stands out from the traditional onsite client-server software applications. The typical components involved in determining TCO for a software applications are depicted in the table below:

Component	Traditional "Onsite" Software	Web-Based "Online" Software
Application Costs	High / Upfront	Paid Monthly
Application Server	You buy / install / maintain	N/A
Database server / licenses	You buy / install / maintain	N/A
3rd Party Reporting Server	You buy / install / maintain	N/A
Application Installation	You install (Installed on each User's machine)	N/A (only Web-Browser Required)
Annual support fees	15 – 20% of software purchase	Low
IT support	You provide	Included
Security	You provide	Included
Product upgrades	You buy / install / maintain	Included
Total Cost of Ownership (TCO)	High	Lowest
Commitment	High	None
Access anytime, anywhere	No	Yes
Product Functionality over Web	None	All
Support online (where we see what you see)	No	Yes

Maintenance Connection Inc.
Corporate Headquarters
1947 Galileo Ct. Suite 101
Davis, CA 95616

Toll-free: 1-888-567-3434
Fax: 1-888-567-3434
Email: info@maintenanceconnection.com

<http://www.maintenanceconnection.com>