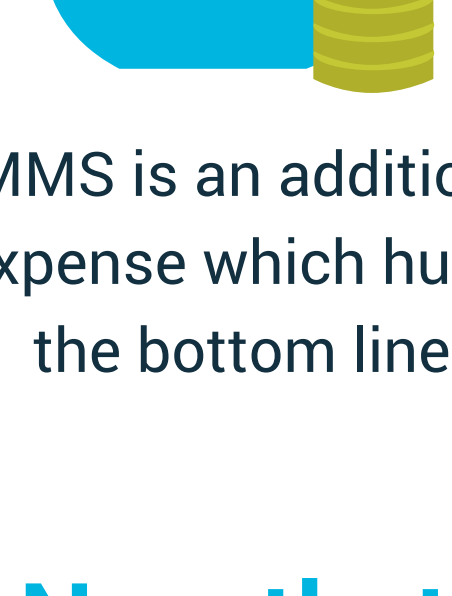


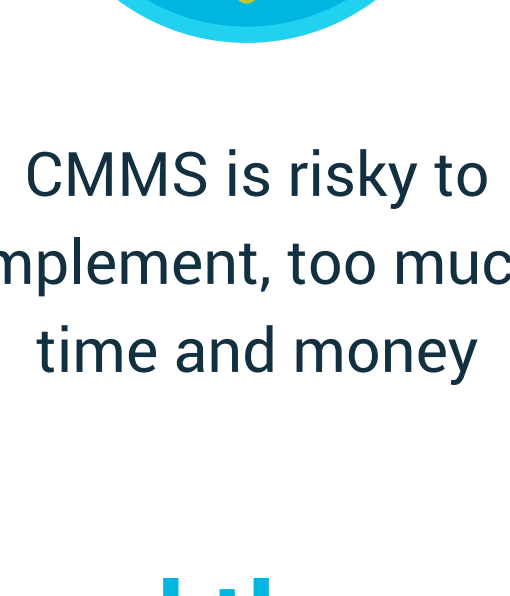
6 TIPS to get MANAGEMENT APPROVAL for a CMMS

Today we are seeing more companies looking at purchasing CMMS software solutions to streamline and better manage their maintenance operations. Although we are seeing more maintenance managers and technicians supporting the move, there's still a lot of opposition.

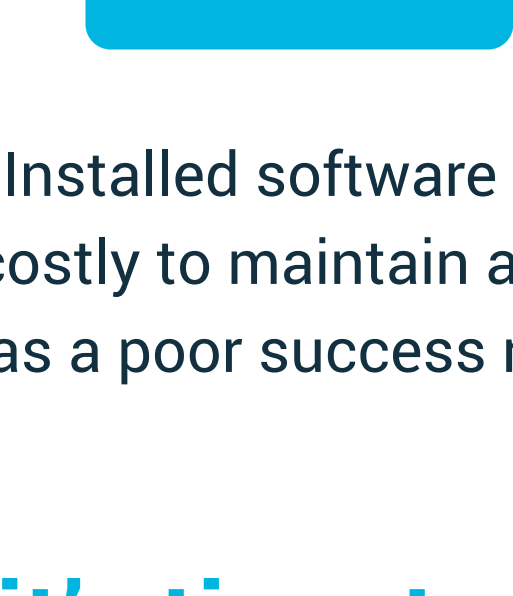
COMMON OPPOSITION REASONS



CMMS is an additional expense which hurts the bottom line



CMMS is risky to implement, too much time and money

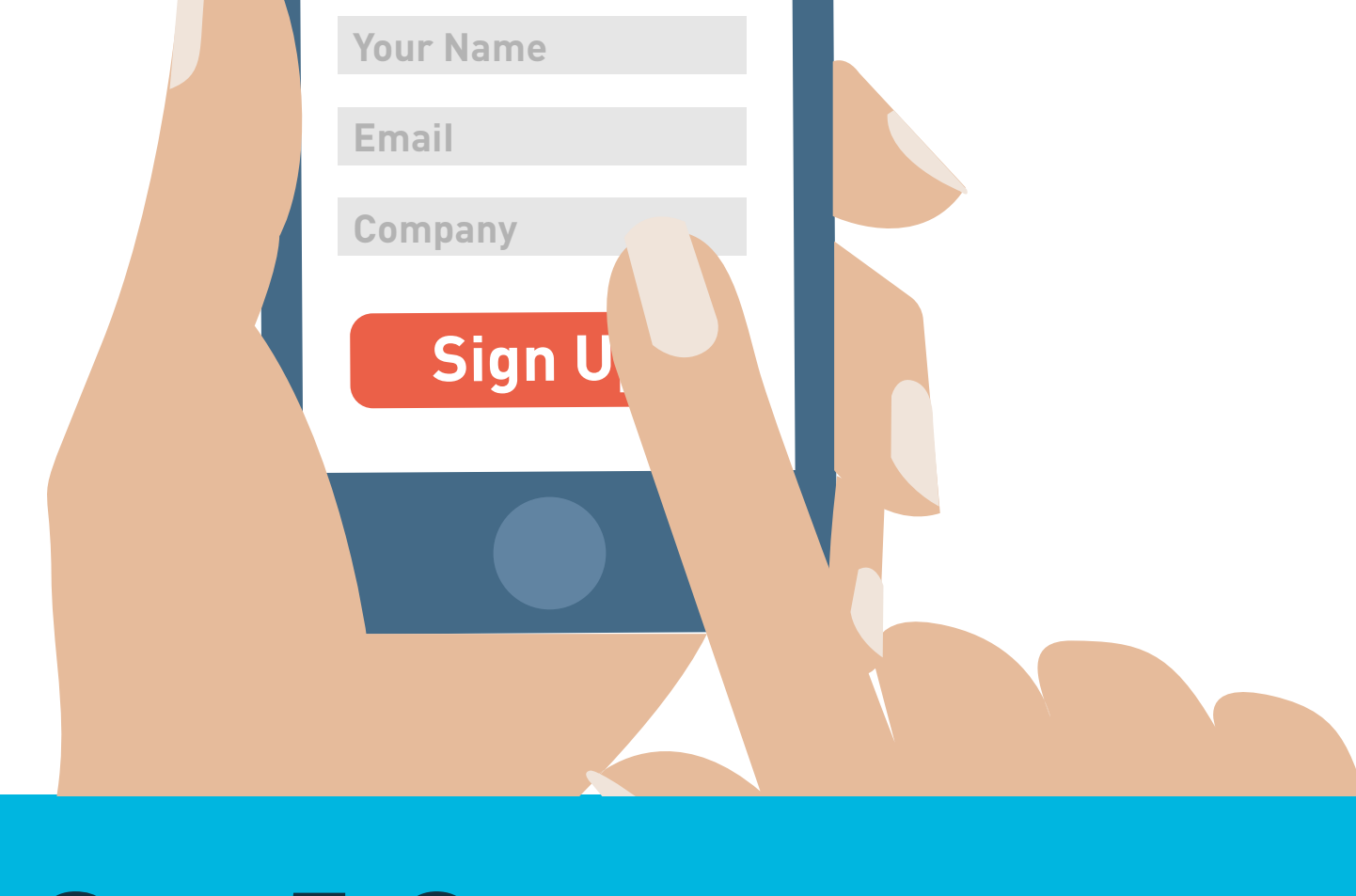


Installed software is costly to maintain and has a poor success rate

Now that we've covered the opposition, it's time to change the perspective with our tips below!

1 Sign Up for Free Trials

If you search "CMMS free trial" you will quickly find out that many maintenance software companies offer customers a free trial with no obligation. This is one of the best ways to find out if the software meets your requirements and if you want to explore it further. By sampling a few software solutions, decision makers in your organisation will know that you are serious about CMMS implementation and have done your homework. **This will help you win them over.**

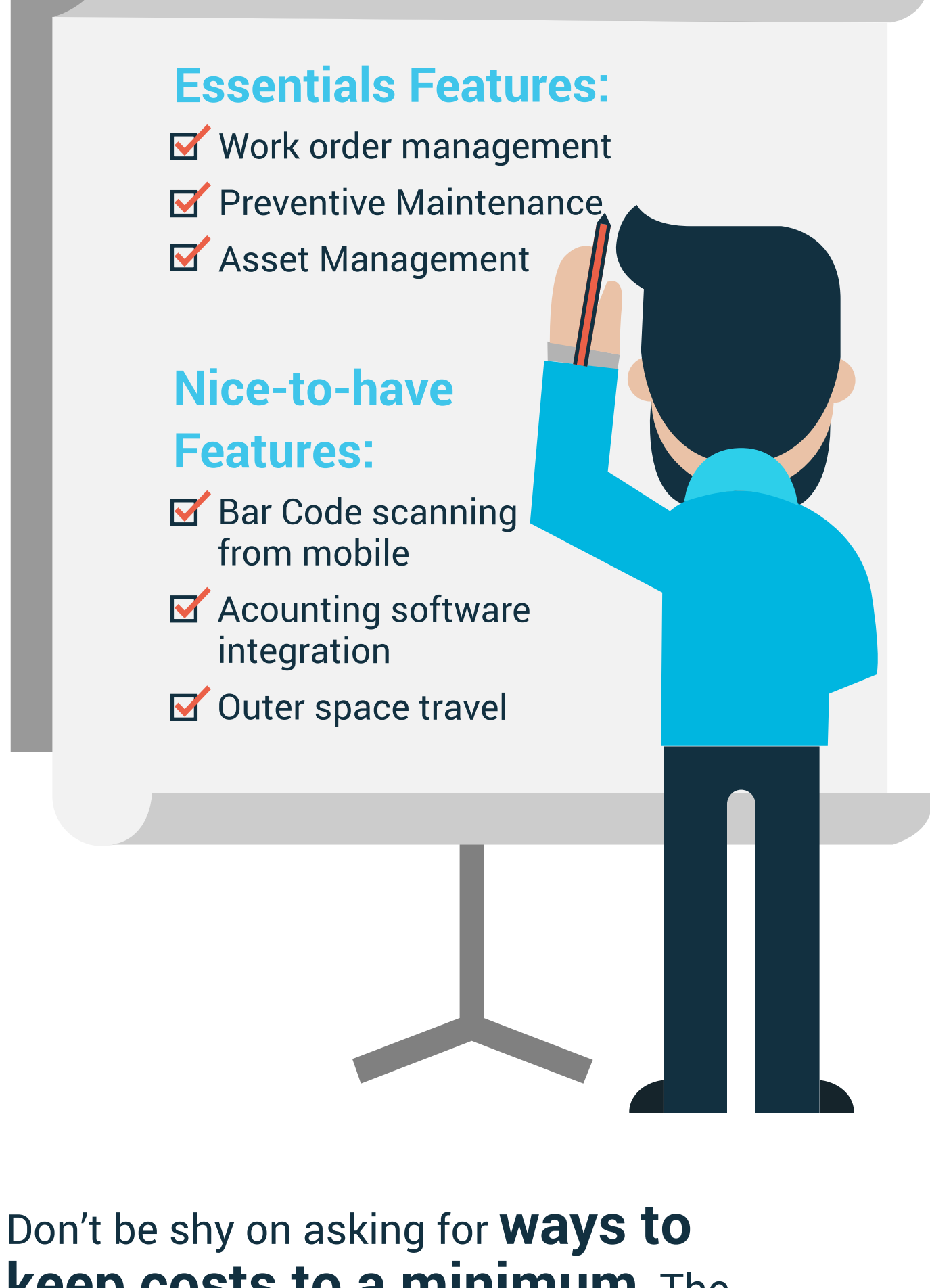


2 Do Your Research-Get 5 Quotes

Make a list of the features you require from your maintenance software. Break the required features down as "essentials", "non-essentials", and take a note of support services; data integration, training or technical support. Once you have your list, approach 5 CMMS vendors and get quotes. **These companies are more than happy to provide you with the information you need.**



If you set your mind out of it, you can get **5 quotes within a day** or 2, and only involving a few e-mails and phone calls.

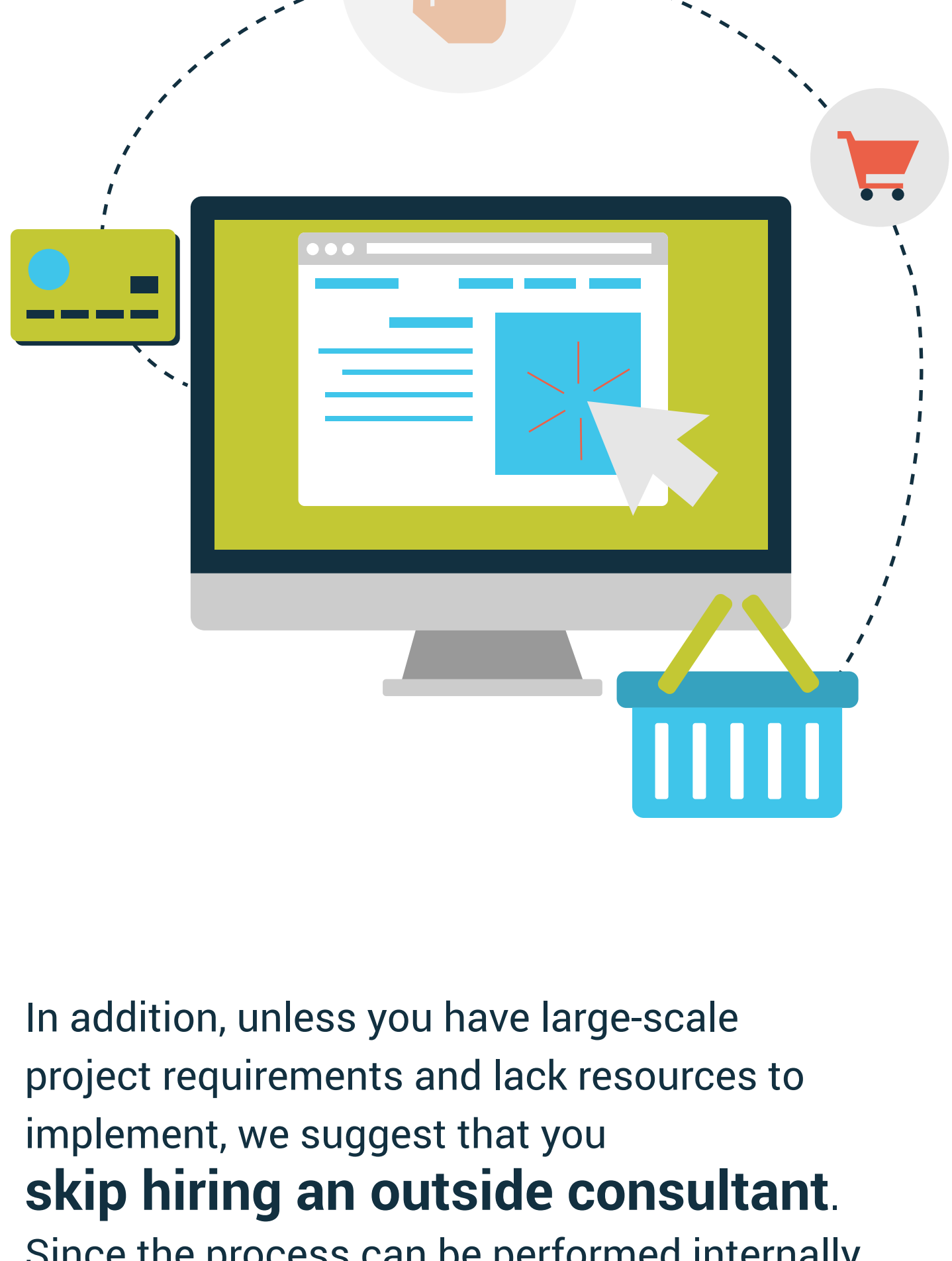


Don't be shy on asking for **ways to keep costs to a minimum**. The CMMS software industry is very competitive. According to online buyer's guides like Capterra, Software advice, IFMA and Get App, there are well over 100 vendors.

3 Simplify the Buying Process

The buying process can be complicated, involving many rounds of demos with people at all levels of the organization (IT, Maintenance, C-Level Managers), RFPs and RFIs, legal departments, and sometimes consultants.

Why not make the buying process easier and less involved? We suggest clearly **establishing what problems you are trying to resolve and stick to the plan**. The more people involved, the more requirements are tacked on such as requiring software that tracks fleet or synchs with your accounting software. These are all pluses, but don't lose sight of the initial maintenance challenges. **Stick to the program and keep it simple.**



In addition, unless you have large-scale project requirements and lack resources to implement, we suggest that you **skip hiring an outside consultant**. Since the process can be performed internally, why hire out if you can't have to? **This will keep initial costs down and is likely to quicken the decision making process.**

4 Use Online Delivery Methods

SaaS (Software as a Service) delivers software via the web with no installation or internal system upkeep. It's becoming more and more popular for businesses all the time. The benefits of web-based software or SaaS models are abundant, but we'll keep it short.

- Low start up costs
- Flexible licensing fees
- Minimal to no demands on IT department
- No long term commitments (compared to installed solutions)



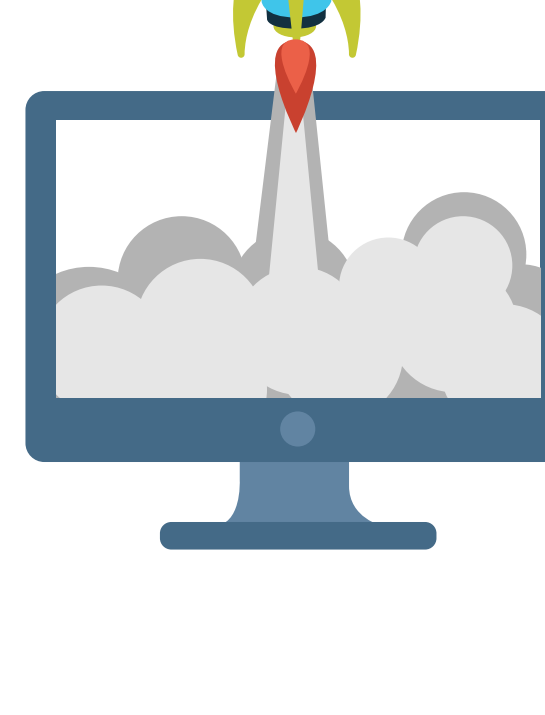
Due to a less risky delivery model, it's more likely that a SaaS CMMS would get approved.



If you really want to cut costs, look into what services can be delivered through online correspondence as opposed to having the CMMS provider come on-site. With platforms like GotoMeetings and other web conference systems, training, tech support and data integration can be done online. By using these methods you **avoid having to pay for travel and accommodation expenses.**

5 Start Small and Build Up

Remember Tip #2? Once you receive your 5 quotes you will have a good idea of what a CMMS will cost. If you find that having all the bells and whistles is not realistic from the onset, **we suggest starting small with only the mandatory CMMS requirements** from your list, then go for the additional nice-to-have features later. Once your maintenance software has built some credibility with the stakeholders, getting approval for additional features and modules will be much easier.



Another way to start small is to launch a pilot project where one facility implements a CMMS system. In most cases, maintenance software providers will do whatever it takes to earn your business, and this includes offering a pilot program that allows you to try the software out at one or two facilities for a short period of time. There may be some fees involved, but the benefits gained from testing the CMMS and determining if it's a good fit far outweigh the costs of making a hasty wrong decision.

6 Look for Ways to Save Money



Unlimited user options

Unlimited user packages involve much less complex pricing plans. In the past, most CMMS software was sold on a per user basis with a lot of add-ons. If your maintenance department consisted of 3 technicians, and a manager, at minimum you would be on the hook for 4 users. This is why a CMMS software that has unlimited user plans are so attractive; they offer a lot of flexibility and keep costs down.

Ensure great support and onboarding

One thing you need to ensure is that the CMMS provider offers solid onboarding services and awesome support. Some lower cost CMMS vendors pitch that their software is so simple, no training is required or suggest that users rely only on videos and online documents. The fact is, if users are not onboarded (trained) properly from the start, the software implementation has a pretty high chance of failing. We want to avoid this. By having a **solid onboarding plan**, users are well trained and are more likely to adopt and be satisfied with the program. Check out the CMMS vendors' onboarding options. Most will help with importing data you have on hand, and others will even come on site and **inventory all equipment and set the preventive maintenance system up from top to bottom**. Also, make sure that technical support is part of the subscription fee, it should be. Don't be shy, ask questions on what the **response time is for tickets**. Do your research here, it will pay off!



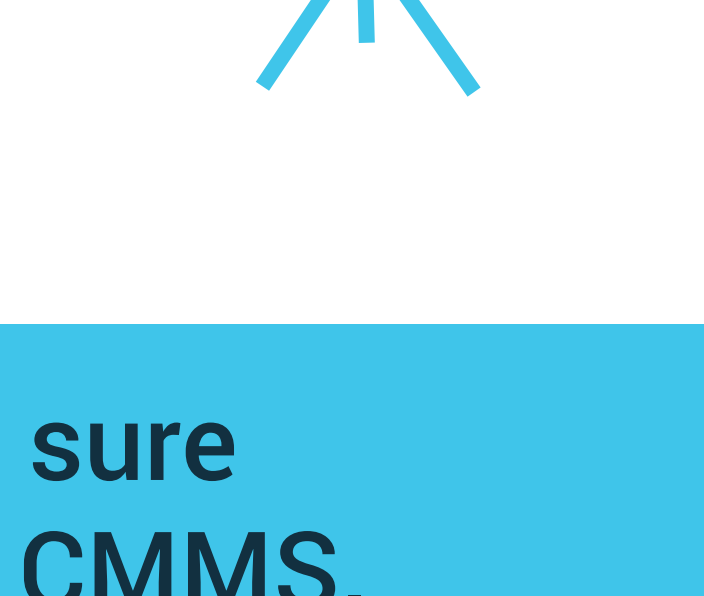
Go all-inclusive

There are many CMMS software options out there that charge a flat fee for most of the essential features companies require, or they offer modules in bundles. These applications come with core features like work order management, preventive maintenance, inventory and asset management, and sometimes unlimited users!

Demonstrate a Positive ROI

Showing an ROI is sure to make approval easier. Here are a few ways to show a CMMS ROI:

- A solid pilot program gives you real data results
- Use a free trial to make a case for CMMS
- Refer to real life case studies on CMMS vendor websites



Painting an easy to understand picture using CMMS ROI calculations to present to decision makers will help to show them the value.

With these 6 helpful tips, you'll be sure to get your manager onboard with a CMMS.

Why not start your free trial today?

[Click here to get started with Hippo CMMS](#)

