



## Pain Points

### Check off Top Three

- Budgeting for Emergency Expenses
- Disaster Preparedness Plan
- Cost of Disaster Cleanup
- Onboarding New Employees w/ Facility Info (Shut offs, HAVC, Equipment use, etc.)
- Important Document Storage (Insurance, Policies, SOPs, etc.)
- Facility Asset Management (Generators, Elevators, Access Codes, Inspections, Serial Numbers, etc)
- Vendor Management (Contacts, Agreements, Pricing)
- 3D Scan Walkthrough/Advanced Documentation on Property
- Maintenance Task Orders/Work Order Management
- Work History on Property (Services, Pricing, etc.)
- Preventative Maintenance Inspections
- Emergency Response Time
- Training Facility Staff
- Other: \_\_\_\_\_
- Other: \_\_\_\_\_



## Potential Responses To Pain Points

**Budgeting for Emergency Expenses** - Loss scenario run through

**Disaster Preparedness Plan** - Entire ERP plan/platform, business continuity sheet provided

**Cost of Disaster Cleanup** - Price list agreement, stage equipment to help with cost

**Onboarding New Employees w/ Facility Info (Shut offs, HAVC, Equipment use, etc.)** -

Utilities section, ERP platform

**Important Document Storage (Insurance, Policies, SOPs, etc.)** - Document section,

reminders, ERP platform

**Facility Asset Management (Generators, Access Codes, Elevators, Inspections, Serial**

**Numbers, etc)** - Generators/Asset Mgmt section, ERP platform

**Vendor Management (Contacts, Agreements, Pricing)** - Vendor section, documents, ERP

platform

**3D Scan Walkthrough/Advanced Documentation on Property** - Offer Matterport/Docusketch,

ERP platform, document section, ERP platform

**Maintenance Task Orders/Work Order Management** -

**Work History on Property (Services, Pricing, etc.)** - Previous damage/work history section,

documents, ERP platform

**Preventative Maintenance Inspections** - Something you can offer/create partnership with

other service type vendors (roofing, IH, etc.)



**Emergency Response Time** - offer to stage equipment to them to help on time and cost

**Training Facility Staff** - Something you can offer their staff