

ALIDADE MER, INC.

Organizational Reliability & Productive Leadership



To Whom it May Concern,

Alidade M.E.R, Inc. had a project with a major research university. The Facilities Operations department had a very small IT staff, and only one person with knowledge of the legacy facilities maintenance software application. That person resigned within two weeks of a new Enterprise Asset Management software suite was implemented. There had been no documentation of processes or procedures, nor log of actions or links among important software applications data exchanges.

We brought in NetLander and Tom Beever to create critical linkages among software applications to enable interdepartmental billing, financial reporting for labor, contractor and materials tracking. Tom Beever was able to effectively interact with the university's Facilities Operations and IT representatives. He drew as much information as could be extracted from the subject matter expert before his departure.

NetLander was able to uncover data tables and create the linkages between AssetWorks AiM (the enterprise asset management system) and SAP. Tom Beever had no prior experience with AssetWorks AiM but was able to quickly and effectively address deficiencies and issues.

Combined with the Alidade M.E.R. supported improvements, NetLander assisted with an over 600% increase in interdepartmental billing revenues. Specifically, the Facilities Operations increased interdepartmental revenues from approximately \$300,000 per year to over \$2,000,000 in 18 months. In addition, the improvements streamlined major campus events, such as football Game Days, which is a very big deal. NetLander was able to document the processes, create position descriptions for the IT position rehire effort, and supported the training of a new staff person after they were hired.

Tom Beever can walk into a tough, chaotic situation, figure it out quickly and effectively interact with other IT professionals and their customers in Finance, IT Security, Purchasing and the Facilities Operations work centers. He has my highest recommendation.

A handwritten signature in black ink, appearing to read 'Thomas Moriarty', written in a cursive style.

Thomas J. Moriarty, PE, CMRP
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