



ASSOCIATION OF UNIVERSITY  
DIRECTORS OF ESTATES

*Excellence in estates and facilities*

# AUDE Big Conversation Directors' Development Day

14th October 2021

Paul Sharp MBA

 +  +  = IWMS

**AssetWORKS**  
Integrated Workplace Management Systems

# About AssetWORKS

Mitigate your Risk – Complete, Proven, Reliable



**Publicly Traded – CSU.TO**

**Valued at circa Canadian \$ 3 Billion**



**Domain Expertise.**

**Only Higher Ed no commercial**



**One system seamlessly sharing information;**

**No silos; Single document of truth**



**Direct vs Indirect**

**No 3rd party reseller or implementers**



**Single Sign-on**

*InCommon Federation, CAS, Shibboleth, SAML 2.0*



**Customer Relationship Driven**

*Special Interest Groups*

# AssetWORKS

A brief history

Set up in 1991

Focused exclusively on Higher Education

Partner of choice for North American Tier 1 Universities

Set up in the UK during late 2019

Selected by, The University of Leicester, for their IWMS

Then Covid hit !

In hindsight, we could not have chosen a worse time !

However, our group is fully supportive the expansion

2020 Became a Business Partner of AUDE

We are also business partners of APPA, CAPP & TEFMA

Giving us a unique world view of HE Facilities and Estates

## Covid-19 has clarified a several things

Universities are competing in a truly global marketplace

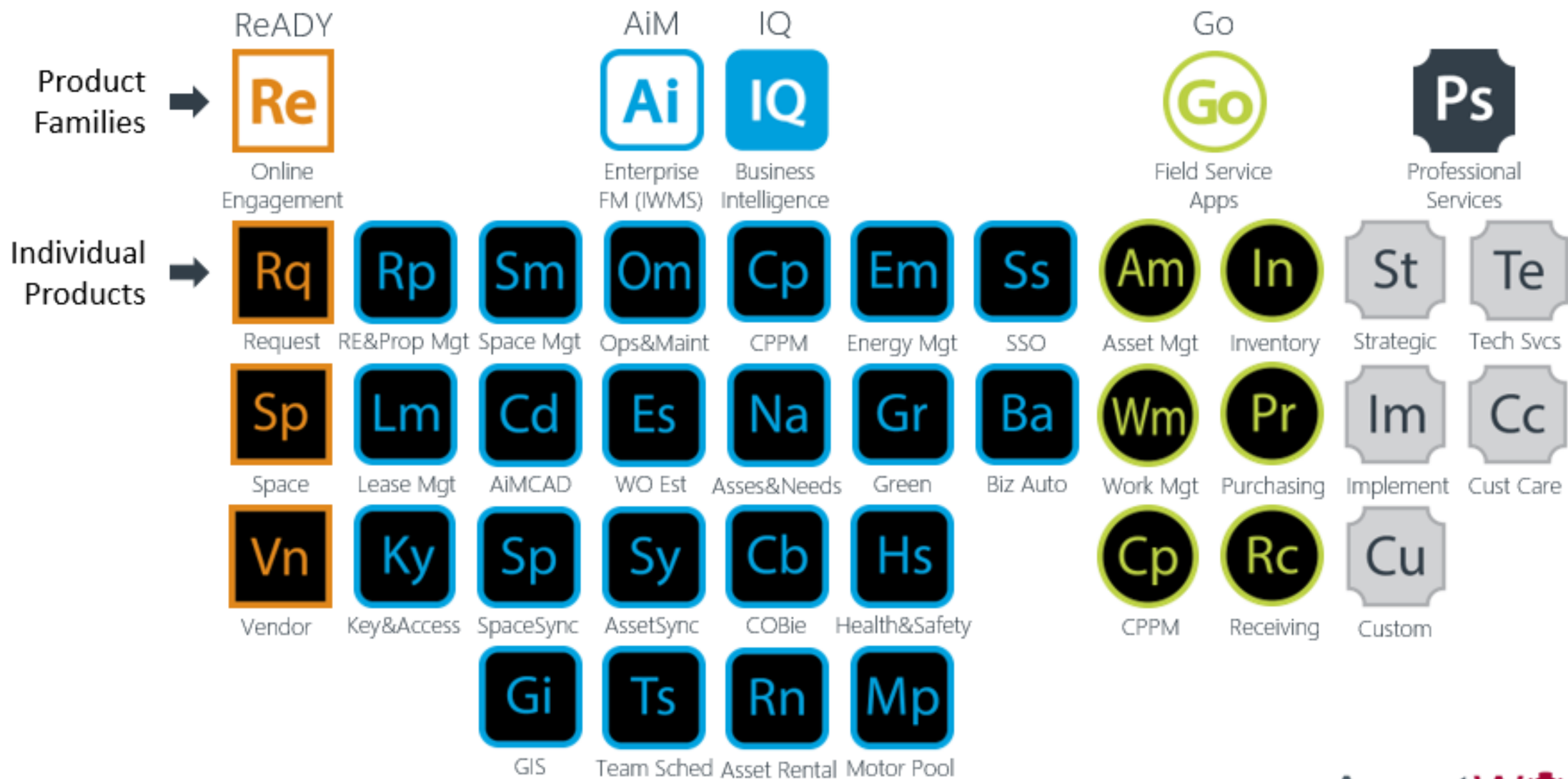
- World University Rankings
- Students
- Research Grants

So having the complete picture of your Estate has never been more important

- Access to up-to-date information 24 x 7
- Ability to prove compliance
- Sharing real time information with colleagues to support Data driven decisions and investment



# The Periodic Table of AiM Elements



# AssetWORKS

We understand that you currently have a system or a group of systems

When you bought your system, we have no doubt that it was the best for you at that time.

But Times Change

Is your current system still :

up to the job ?

Able to deliver future requirements ?

Aligned exclusively with Higher Education ?

What was available changes,

Systems develop, some don't.

New entrants come into the market

By not reviewing you could be losing a lot of money via inefficiencies and lack of agility

When it comes to the end of your current contract rather than resigning, speak to us, we will be here and happy to discuss your requirements.



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