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Archibus SaaS Modules, Differentiators, and Value Proposition

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Terminology

Archibus SaaS Modules

Value Proposition

Differentiators

Extra Slides on SaaS Modules features and benefits

Q&A

Content

Terminology

OLD	NEW
Archibus Cloud Archibus SaaS Archibus Enterprise SaaS Archibus Enterprise Cloud Archibus Private Cloud Archibus Private SaaS	**Archibus** SaaS delivery
Archibus Archibus Enterprise Archibus On-Prem	**Archibus** On-premise or partner-hosted delivery
Personalization Layer Customization Layer	Developer Portal

Archibus SaaS Modules

Archibus: SaaS delivery

- **Set of modules, SaaS pricing**

- **Automatic quarterly releases** to latest version

- Foundations

- Developer Portal to personalize
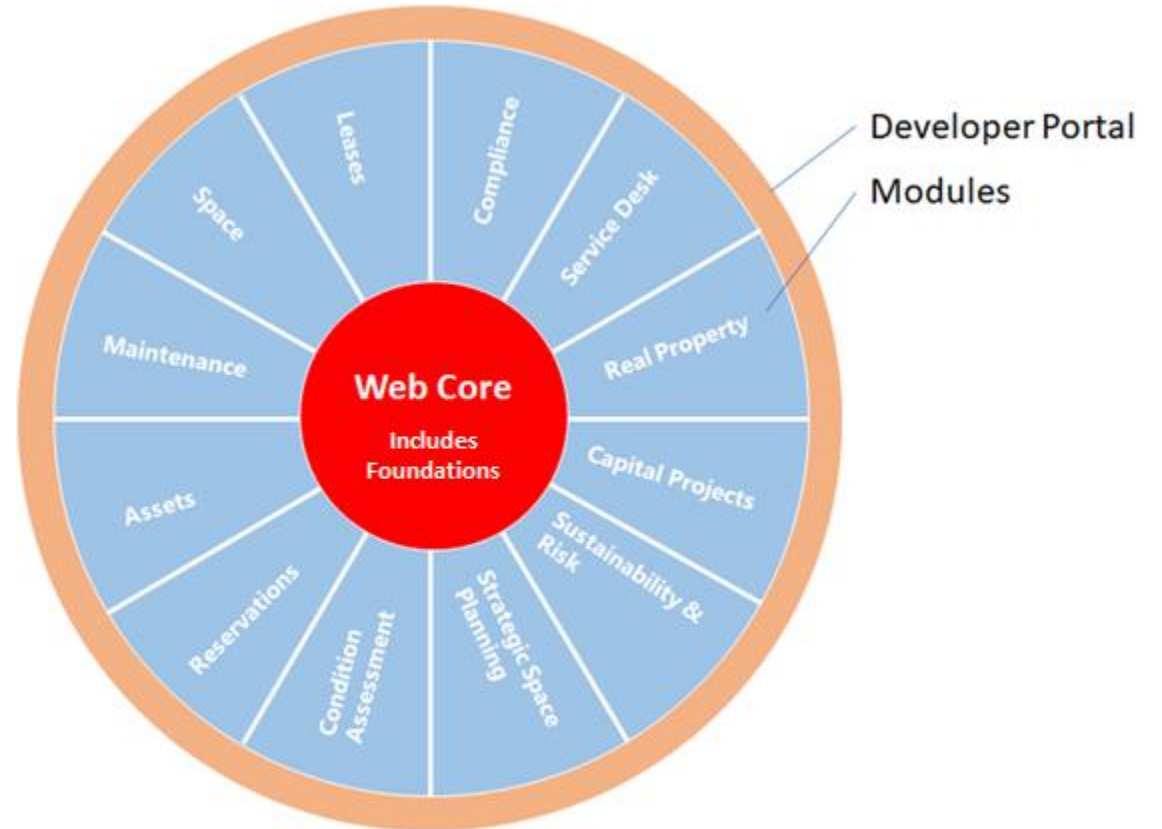
SaaS Pricing - Modules

Archibus SaaS Fees
Status: Released
Valid From: April 1st 2021 - December 31 2021

Partner Tier	Referral
New or Upsell:	New
SqFt:	249,999

SaaS Fees				Include?
Module	**Committed Area (SF)**	**Annual Fee (SRP)**	**Annual Fee (Referral)**	
Foundations	up to 249,999	$8,640	$7,344	y
Space	up to 249,999	$8,064	$6,854	y
Maintenance	up to 249,999	$10,080	$8,568	y
Assets	up to 249,999	$7,056	$5,998	y
Reservations	up to 249,999	$9,072	$7,711	y
Real Property	up to 249,999	$7,056	$5,998	y
Capital Projects	up to 249,999	$5,040	$4,284	y
Strategic Space Planning	up to 249,999	$3,024	$2,570	y
Service Desk	up to 249,999	$3,024	$2,570	y
Condition Assessment	up to 249,999	$3,024	$2,570	y
Compliance	up to 249,999	$5,040	$4,284	y
Sustainability & Risk (Any App)	up to 249,999	$3,024	$2,570	y
Sustainability & Risk (Any 3 Apps)	up to 249,999	$5,040	$4,284	y
Sustainability & Risk (Full Suite)	up to 249,999	$7,056	$5,998	y
Archibus Healthcare	0	$0	$0	n
Module		**Annual Fee (SRP)**	**Annual Fee (Referral)**	
Leases	10	$0	$0	n
Subtotal Annual SaaS Fee		**$84,240**	**$71,604**	
2+ Module Discount	21.0%	($17,690.40)	($15,036.84)	
Additional Discount	0.0%	$0.00	$0.00	
Subtotal Annual Discount		**($17,690.40)**	**($15,036.84)**	

		SRP	Referral
TOTAL ANNUAL SAAS FEE		**$66,550**	**$56,567**

* Overages for additional area will be charged at $ 0.0182 / SF / month (Area Overage Fee)

* Overages for additional leases will be charged at $ 204 / Lease / month (Lease Overage Fee)

Archibus SaaS Establishment Fees provided by Archibus, Inc.
Status: Released
Valid From: April 1st 2021 - December 31 2021
Only include for Establishment Services provided by Archibus, Inc.

Archibus Cloud Establishment Fees			
System Setup	**Fee**	**Quantity**	**Fee**
Foundations	$3,600	0	$0
Space	$3,600	0	$0
Maintenance	$7,200	0	$0
Assets	$3,600	0	$0
Reservations	$5,000	0	$0
Real Property	$5,000	0	$0
Leases	$5,000	0	$0
Capital Projects	$3,600	0	$0
Strategic Space Planning	$5,000	0	$0
Compliance	$5,000	0	$0
Service Desk	$5,000	0	$0
Condition Assessment	$3,600	0	$0
Emergency Preparedness	$3,600	0	$0
Environmental Sustainability	$3,600	0	$0
Environmental Health & Safety	$3,600	0	$0
Hazardous Abetment	$3,600	0	$0
Hazardous Materials	$3,600	0	$0
Waste Management	$3,600	0	$0
Energy Management	$3,600	0	$0
Green Building	$3,600	0	$0
Archibus Healthcare	$7,200	0	$0
Integrations/Connectors	**Cost**	**Quantity**	**Fee**
Automated Flat-File Feed via SFTP	$5,000	0	$0
Single Sign-On (SAML2)	$2,500	0	$0
Microsoft Exchange Connector	$10,000	0	$0
APIs Configuration	$3,600	0	$0
Localization Kit for non supported languages	$2,000	0	$0
Training	**Hourly Rate**	**Quantity**	**Fee**
Training	$250	0	$0
Drawing Migration	**Cost per SF**	**Quantity**	**Fee**
Load Fully Compatible AutoCAD Drawings	$0.005	0	$0
Load Partially Compatible AutoCAD Drawings	$0.025	0	$0
Load Incompatible AutoCAD Drawings	$0.035	0	$0
Project Management	12.50%		$0
TOTAL SERVICE ESTABLISHMENT FEES			**$0**

Reimbursable Expenses	**Price Basis**		**Estimate**
Travel - Onsite Training	Travel & Accommodation		$0

SaaS Offering

SaaS Modules	Included	Not included
Foundations	Core, Workplace, Performance Metrics, Mobile Framework, Smart Client and Smart Client Extensions	
Space	Space Inventory, Occupancy, Chargeback, Moves	Workspace Transactions
Maintenance	Corrective (On-demand) and Preventive Maintenance	
Assets	Asset Management	Enterprise Asset Management
Reservations	Reservations, Hoteling	
Strategic Space Planning	Strategic Space Planning	
Condition Assessment	Condition Assessment	
Compliance	Compliance Management	
Service Desk	Service Desk	
Real Property	Portfolio, Leases, Costs, Chargeback & Invoicing, SFA	Forecasting, Advanced Forecasting, US Federal Property Registry
Leases	Leases, Costs	
Capital Projects	Capital Budgeting, Projects, Commissioning	
Sustainability & Risk Modules	Can be purchased in many sub-configurations: Emergency Preparedness, Environmental Sustainability, Environmental Health & Safety, Hazardous Abetment, Hazardous Materials, Waste Management, Energy Management, Green Building	
Archibus Healthcare	New bundle including Space, Maintenance, and healthcare-specific features	

Current Set Up in Product

When a subset of modules are enabled, Navigator shows them all on the first level (Navigator starts with the application level)

Archibus Functionalities in Foundations

Workplace (self-service)

- Request building services such as copying or key access
- Search for rooms and locate them on floor plans
- Search for employees and locate their assigned offices on a floor plan
- Search for a department and examine on a floor plan all the space assigned to this department

Maintenance

- Service Console - Centralize all occupant service requests into a single strategic console
- Build a central inventory of properties, buildings, equipment, and furniture

Space

- Manage your space inventory and allocations
- Space Console – Space and Employee location and allocation (do not include Teams)

Archibus Functionalities

Modules vs. Foundations in blue

Workplace (self-service)

- Request building services such as copying or key access
- Search for rooms and locate them on floor plans
- Search for employees and locate their assigned offices on a floor plan
- Search for a department and examine a floor plan to determine the space assigned to this department
- Book Meeting – With Reservation Module and Workspace
- Request Moves – With Space Module

Maintenance

- Service Console - Centralize all occupant service requests into a single strategic console.
- Full Archibus Maintenance Application including:
- Maintenance Console
- Maintenance SLAs
- PM Processes and Planner
- Labor Scheduler
- Maintenance and Labor cost analysis
- Maintenance Mobile Apps included

Space

- Manage your space inventory and allocations
- Space Console – Space and Employee location and allocation
- Move Management including Move Console and Move Scenarios
- Space Chargeback
- Manage Team Space
- Space Mobile Apps included

Archibus Functionalities

Modules vs. Foundations in blue

Assets

- Build a central inventory of properties, buildings, equipment, and furniture
- Inform capital planning with a complete view into the contents, condition, and lifecycle data of your asset inventory
- All Asset Management consoles – Life Cycle, System, Registration, Disposal, and Asset Portal
- Telecom inventory and console
- Asset Mobile Apps included

Reservation

- Book Meeting and Workspace in Workplace
- Design a complete meeting reservation and hoteling programs
- Reservation and Hoteling notifications and services
- Outlook and Exchange integrations

Lease

- Track and manage your lease portfolio, including expiration alerts, occupancy reports, ownership reports and cost analysis
- Lease Console
- Lease Abstract and Cost reports
- Lease Alerts

Value Proposition

We make workplaces good for business and great for people by providing an easy-to-implement, flexible, and scalable platform to help manage their entire built environment and integrated data, no matter the size or location.

Why Archibus?

We help **facility managers** keep things running smoothly by streamlining processes across the organization.

We help **maintenance managers** extend the asset lifecycle by optimizing operations through preventive maintenance and corrective work.

We help **compliance managers** manage and adhere to local, state, and federal regulations by tracking in reporting on the information that is most important to them.

We help **real estate managers** manage their portfolio across the globe by centralizing all data in one place.

We help **employees** be more efficient and productive by offering a self-service environment that allows them to book their own seats and submit their own requests from anywhere.

Why Archibus?

Differentiators

Manage Data in One Place for Quick Decision Making
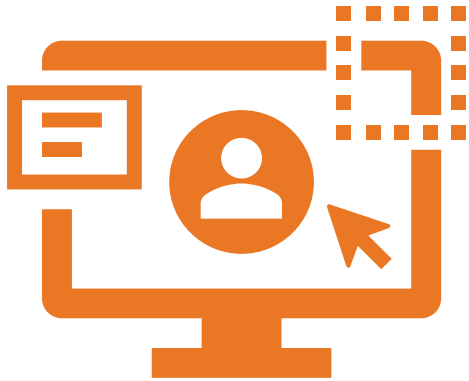
Obtain a holistic view of your built environment by quickly integrating data with any platform, software, sensors, etc. you currently have or add on in the future with our open platform.

Meets Your Organization's Global & Local Needs

Your environment can be easily adapted based on industry trends, best practices, local cultures, and any other needs specific to your business by our experienced Global Partner Network who understand the market and your business.

Easily Perform Daily Tasks

Users are more efficient and productive when using the simple user interface (UI) and the full functionality and powerful user experience (UX) of the Archibus platform.

Quickly Launch Across Organization

Easy implementation of the Archibus platform assists with a straightforward, no surprises deployment and rapid adoption, from data entry to business outcomes.

Help As You Grow

Whatever, or whenever the need arises, Archibus provides unmatched support and services backed by 35+ years of experience and a deep understanding of the global IWMS market.

Enhance Your Data

Improve your energy, asset lifecycle, strategic space planning, etc. data with existing BIM data via a seamless bi-directional integration with Autodesk.
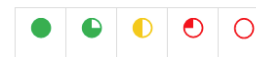
Work in Your Native Language

Archibus is available out-of-the-box in seven languages and can be easily configured for others.

Competitive Comparison

Competitive Comparison

*1 Values comes from intel received by partners where we understood that there is a minimum deal size.

Legend: ● ◕ ◑ ◔ ○

≡ Result achieved only with optional extra

	Archibus Market Perception	Planon	FM Systems	Spacewell	ServiceNow/ Nuvolo	Tango	Accruent FAMIS	Trimble Manhattan	IBM TRIRIGA
Go To Market									
Sales Team	Channel	Mainly Direct, Some Channel		Mainly Direct, Some Channel					Mainly Direct, Some Channel
Typical deployment time	3 to 6 months	3 to 6 months	3 to 6 months	**A few weeks**	**1 to 2 months**	3 to 6 months	**1 to 2 months**	3 to 6 months	3 to 6 months
Deployment Model	On-premises and Single-tenant hosted by a third party	Single-tenant hosted by the vendor and On-Premises	On-premises and Single-tenant hosted by the vendor	Multitenant and Single hosted by a third party	Single-tenant hosted by a third party	Multitenant hosted by a third party	Single tenant hosted by the vendor	Single tenant hosted by the vendor	*no info on analyst report*
Product									
Capital project management	● ≡	●	●	●	◕	●	○	●	●
Real estate portfolio management	◕ ≡	●	◔ ≡	◑	◔	●	◑	●	●
Space and facilities management	◕ ≡	●	● ≡	◕	◑	◕	◕	●	◕
Maintenance management	◕ ≡	●	●	●	◕	●	●	●	●
Sustainability and energy management	● ≡	●	● ≡	◑	○	◑	○	●	●
AI and advanced analytics	○	◔	◔	○	◔	◕	○	◔	○
Admin, mobility, integration, internationalization	●	●	●	●	◕	●	●	●	◕

Archibus SaaS Modules

Features and Benefits

Slides also included in the
ARCHIBUS SAAS PROPOSAL TEMPLATE PPT
Link here

SpaceIQ®

Foundations

Get a Quick Start with basic IWMS functions

Self Services Workplace utility that includes:

- Way Finding to locate rooms, people and equipment
- Basic Requests like corrective maintenance, and moves
- Manage basic on-demand services
- Manage your asset inventory and reporting
- Manage your space inventory and allocation
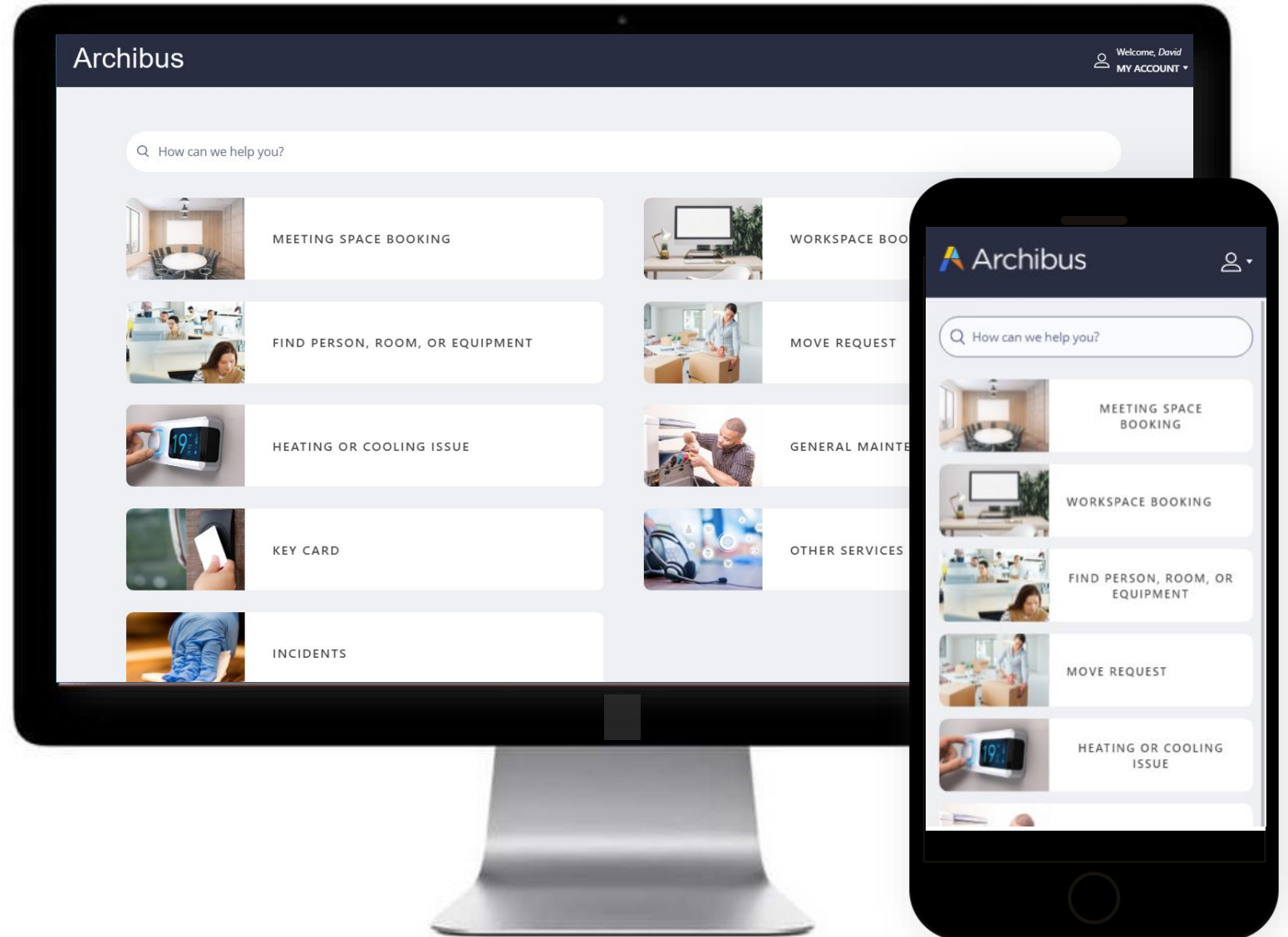
Space
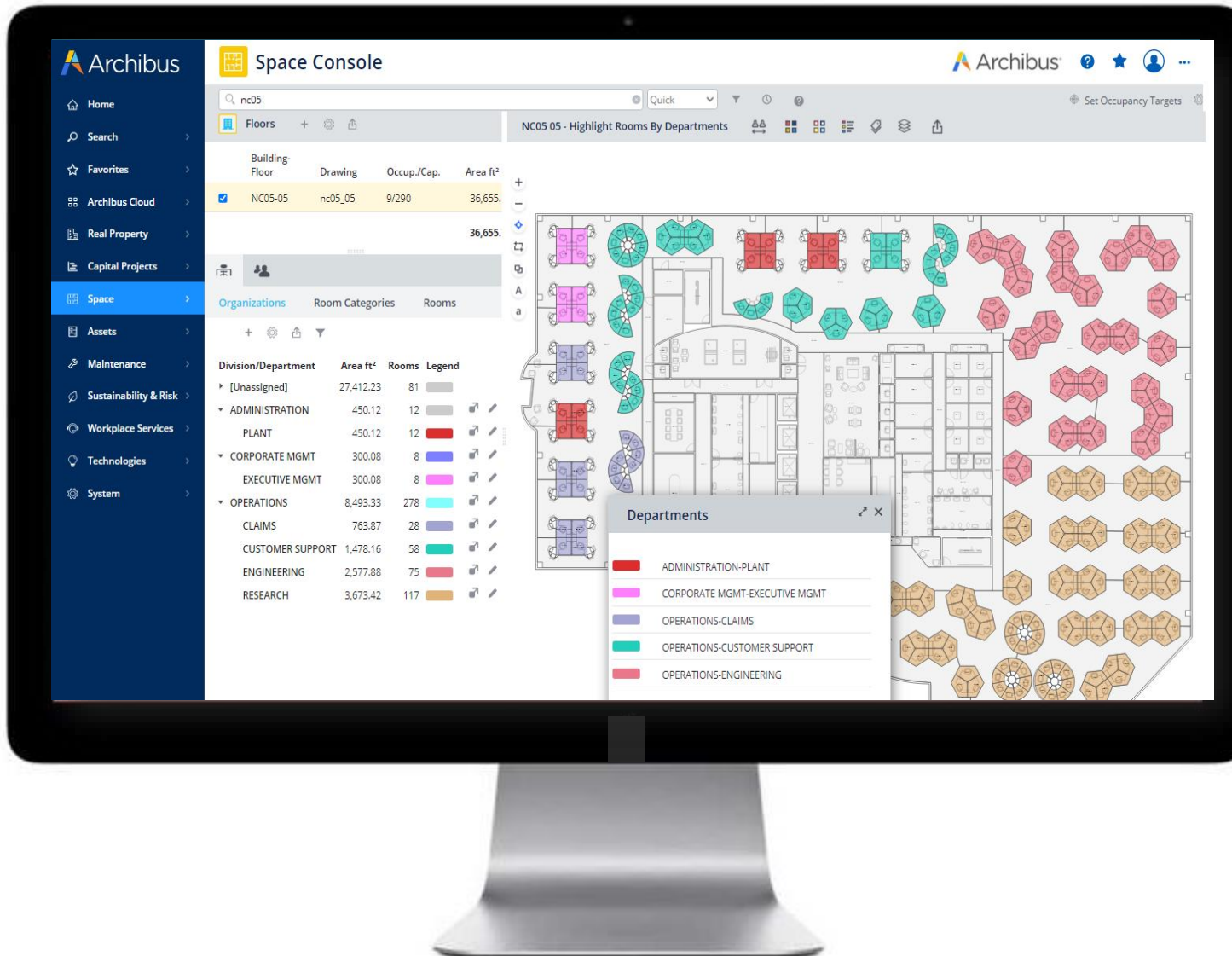
Manage Space, Occupancy & Vacancies

- Dynamic color-coding of floorplans based in organization, room type and vacancy

- Rapid assignment of people to seats/rooms

- Conduct space & occupancy surveys

- Manage chargeback of space to business units

- Coordinate individual and group moves through the Move Console

- Track history of allocation and occupancy changes

Strategic Space Planning

Develop scenarios to inform portfolio strategic activities

- Develop detailed strategic space requirements and apply requirements to scenarios
- Plan future occupancy scenarios to visualize space changes
- Forecast space over time
- Perform gap analysis to pinpoint gaps between space supply and demand over time.
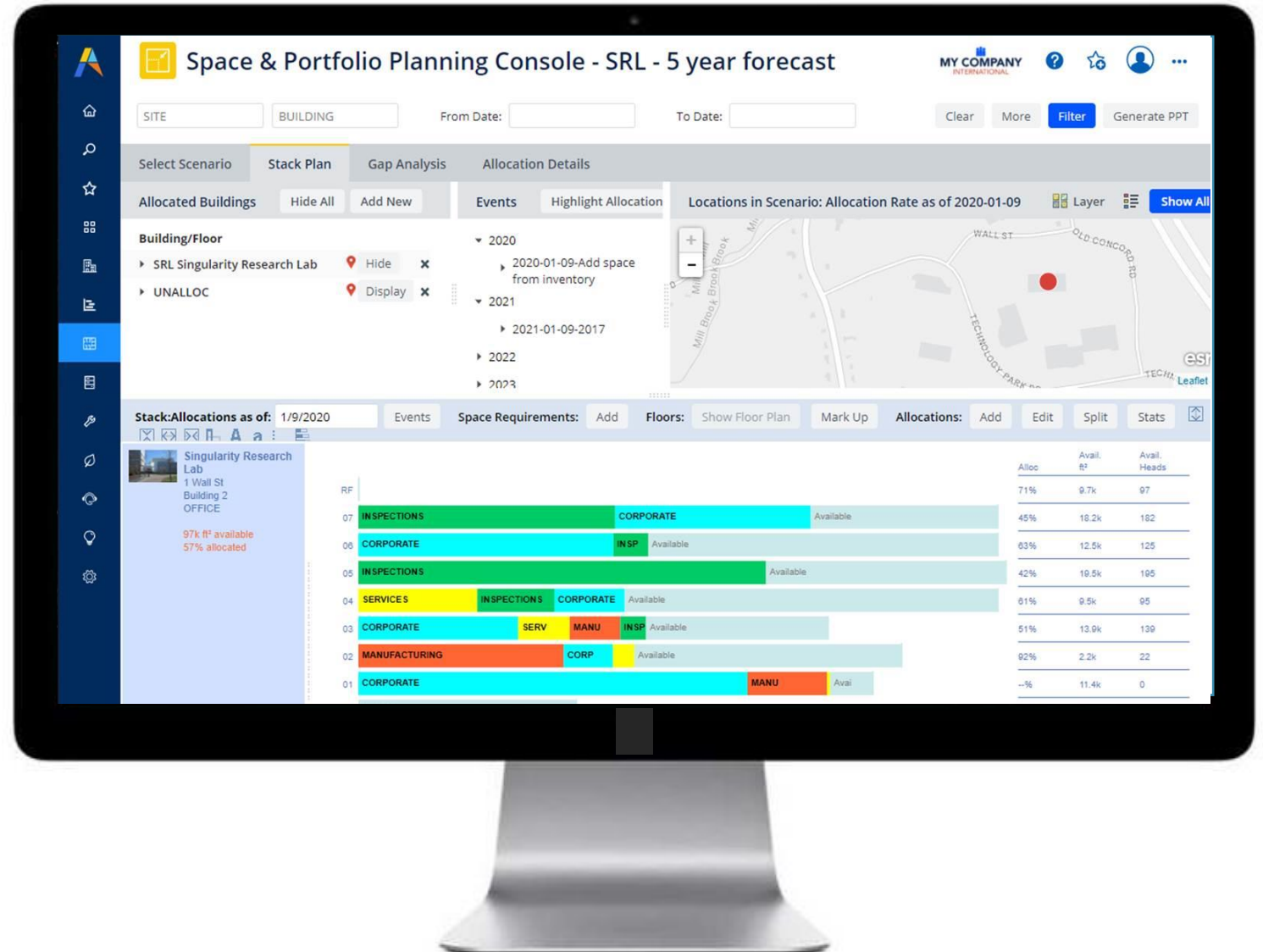
Reservations

Improve Staff Productivity

- Employee Self-service
- Book Meeting Spaces
- Find Colleagues
- Request Services
- Reservations Reports
- Includes Plugin for MS Outlook
- MS Exchange Integration - Optional
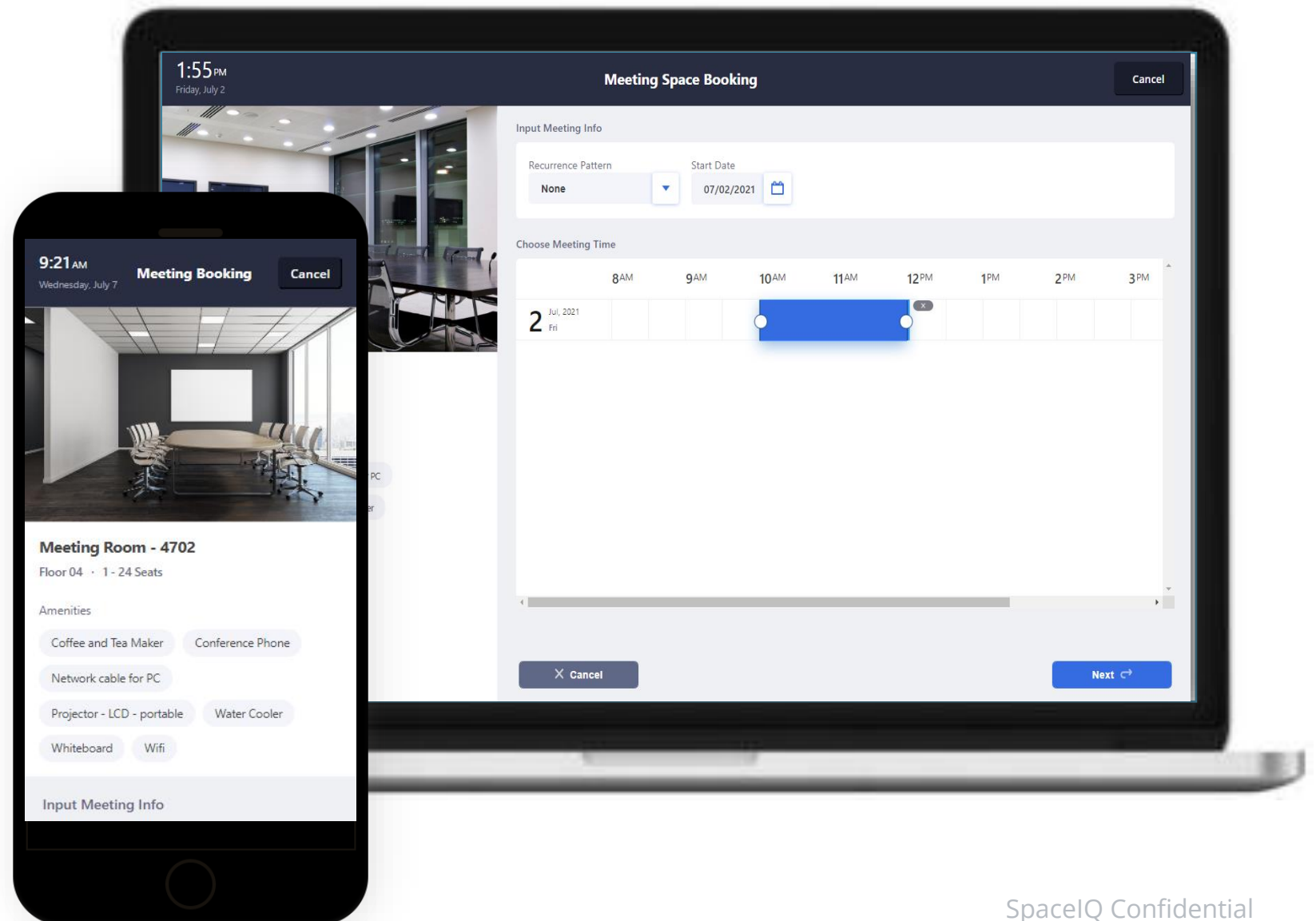
Hoteling (Included with Reservations)
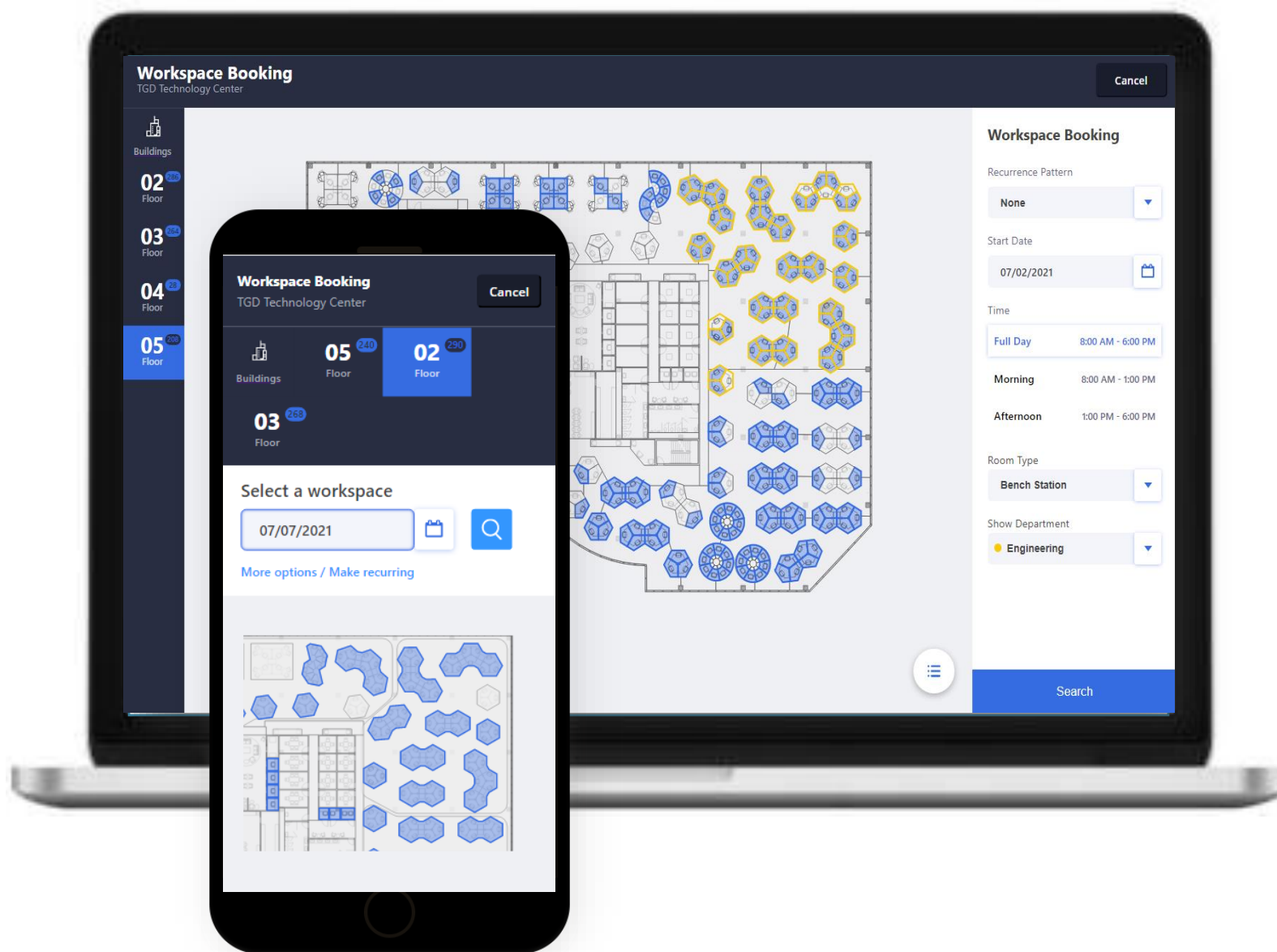
Manage Your Flexible Workplace

- Employee Self-service
- Book Workspaces
- Reserve Workspace for yourself and others
- See desk availability by date
- Check-In/ Check-Out features
- Usability, availability and utilization reports

Maintenance
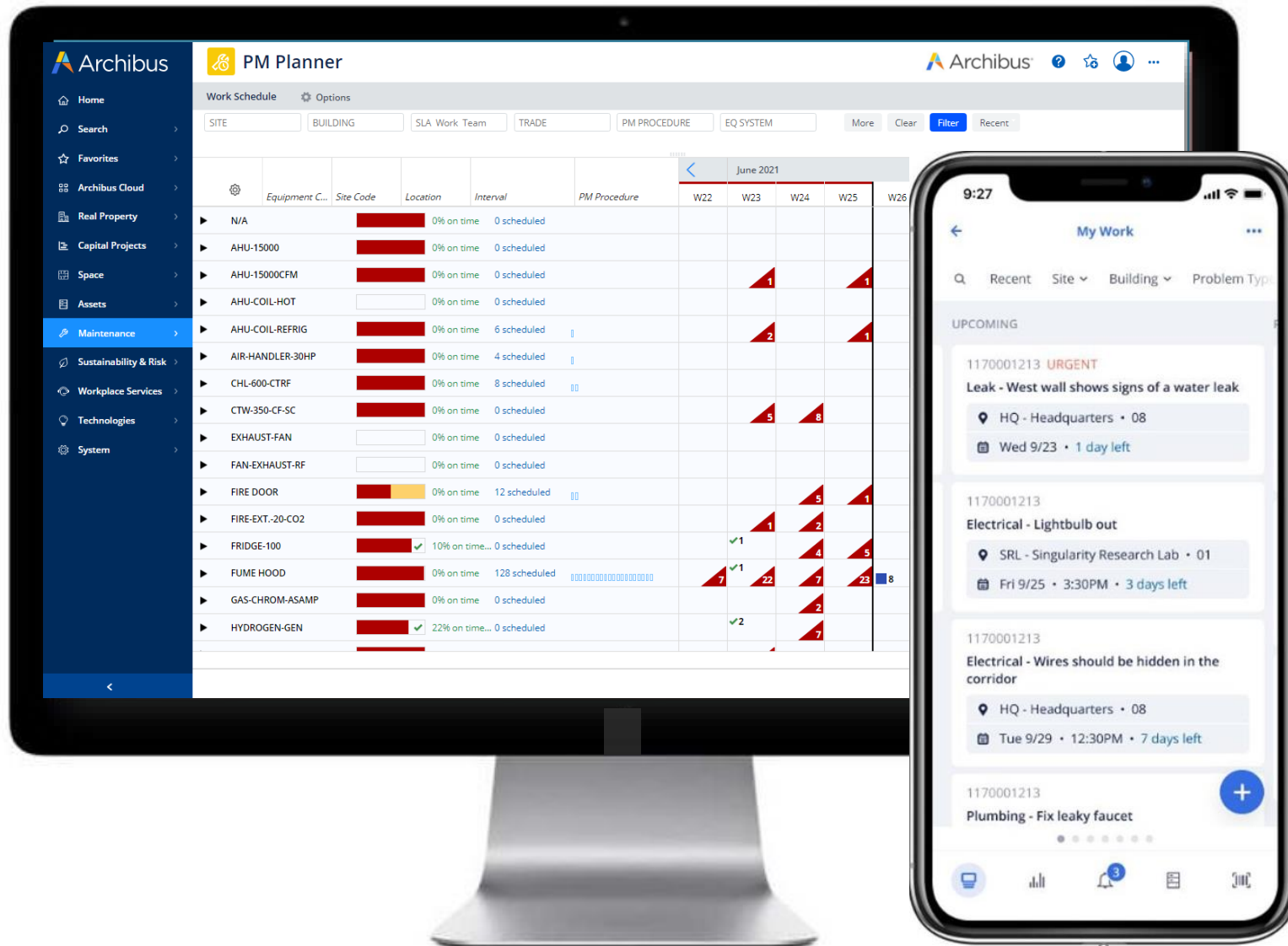
Corrective and Preventive Maintenance:

- Run your Buildings Efficiently & Improve Maintenance Outcomes
- Generate & track work orders
- Optimize labor utilization
- Automate preventative maintenance & balance resources and costs
- Track trends, identify outliers & optimize your operations
- Anticipate budgetary needs based on the cost of your preventative maintenance plan for the year ahead

Assets
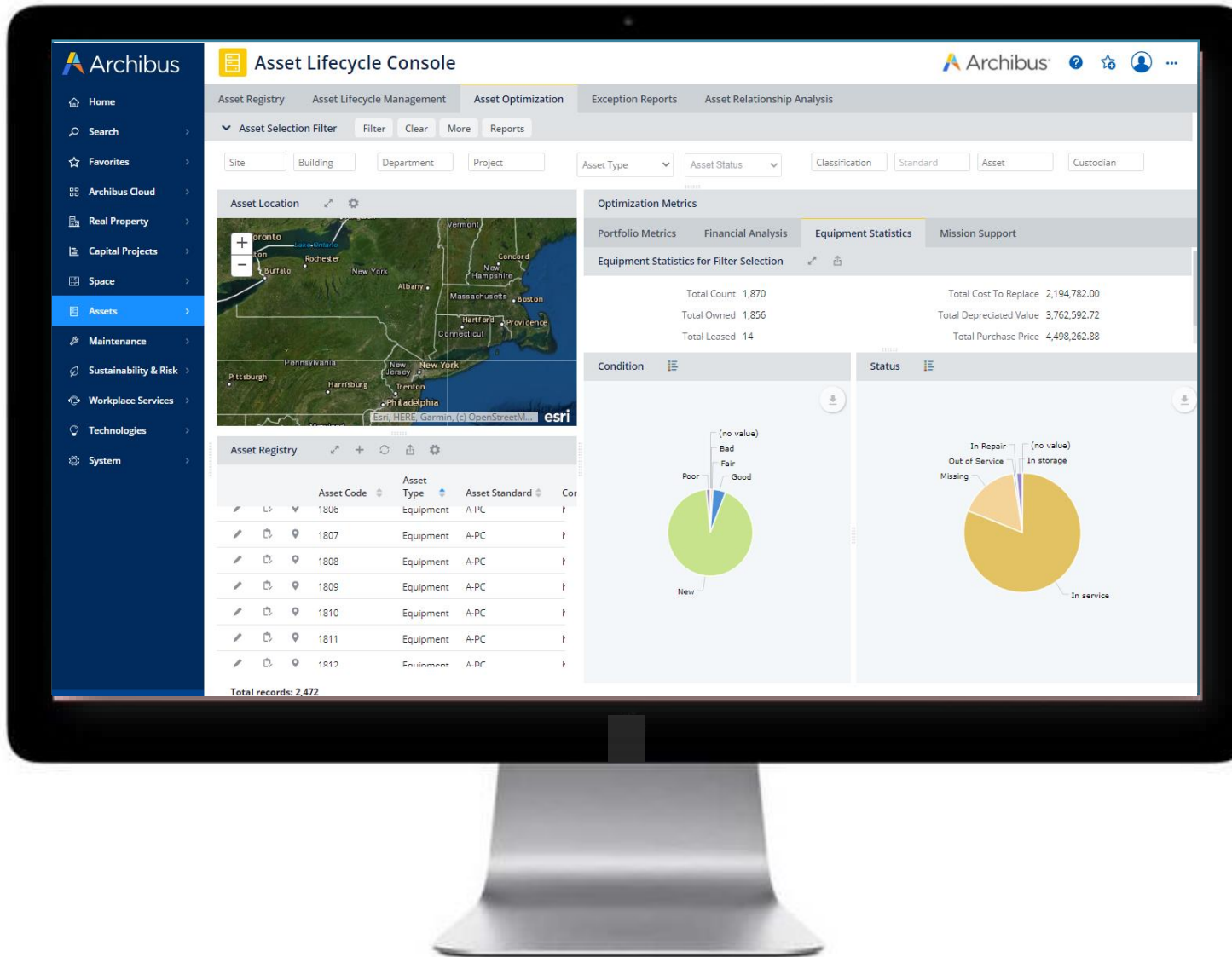
Maintain, Track & Maximize the Value of Every Asset

- Efficiently Manage Assets from Acquisition through Disposal
- Optimize Asset Utilization
- Improve Key Metrics such as Return on Assets (ROA)
- Equipment & Telecom Console
- Equipment Depreciation Schedules
- Furniture Standards Book

Condition Assessment

The Condition Assessment Module provides:

- Ability to efficiently collect, process, and report information on the condition of buildings, equipment, and systems.

- Provides a dynamic repository on the condition of the organization's physical asset portfolio and enables a closed loop process in taking corrective actions to address critical deficiencies.

- Allows users to track and manage the most important items first and make informed judgments to mitigate risk and achieve the organization's core missions
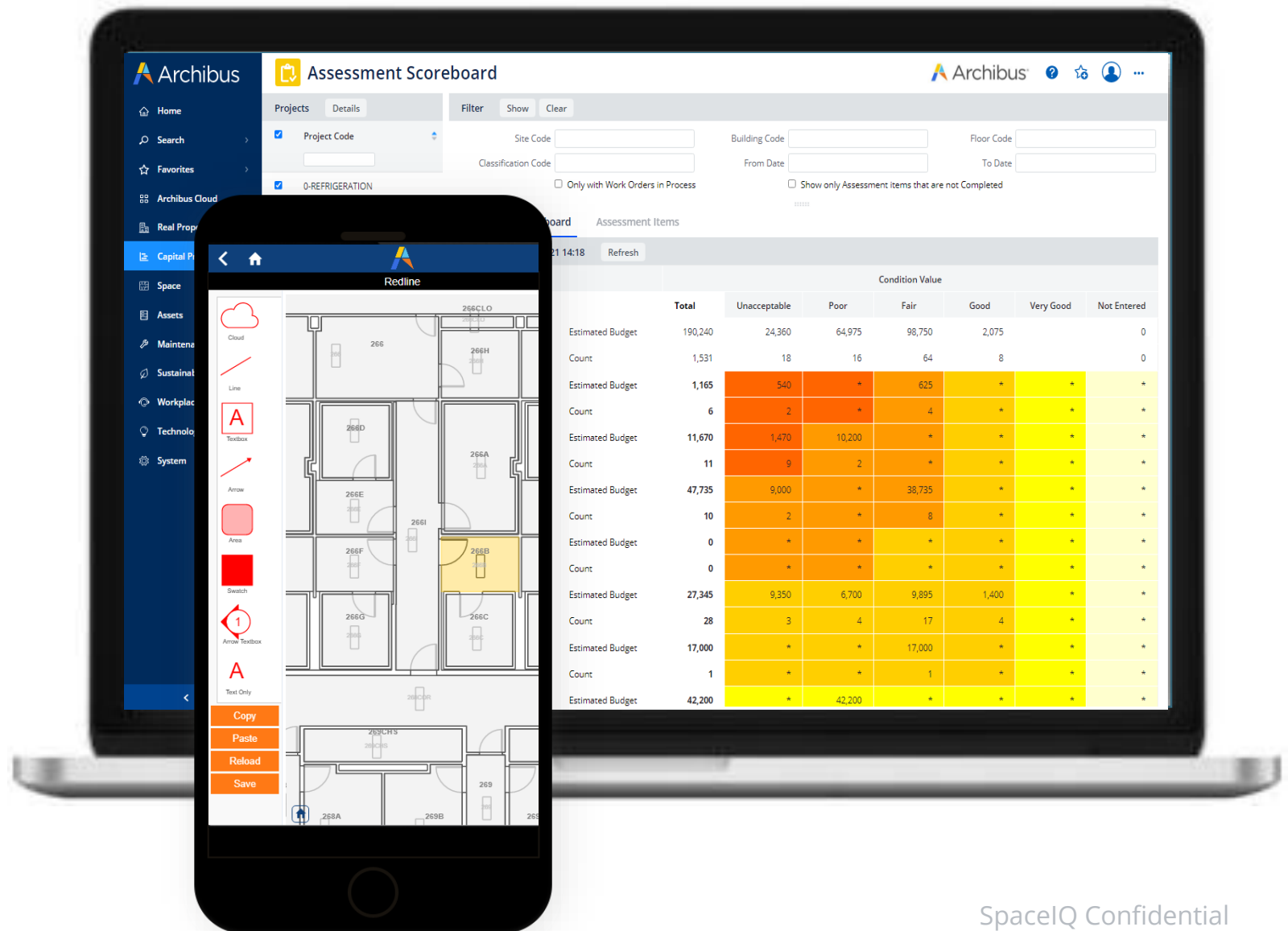
Leases
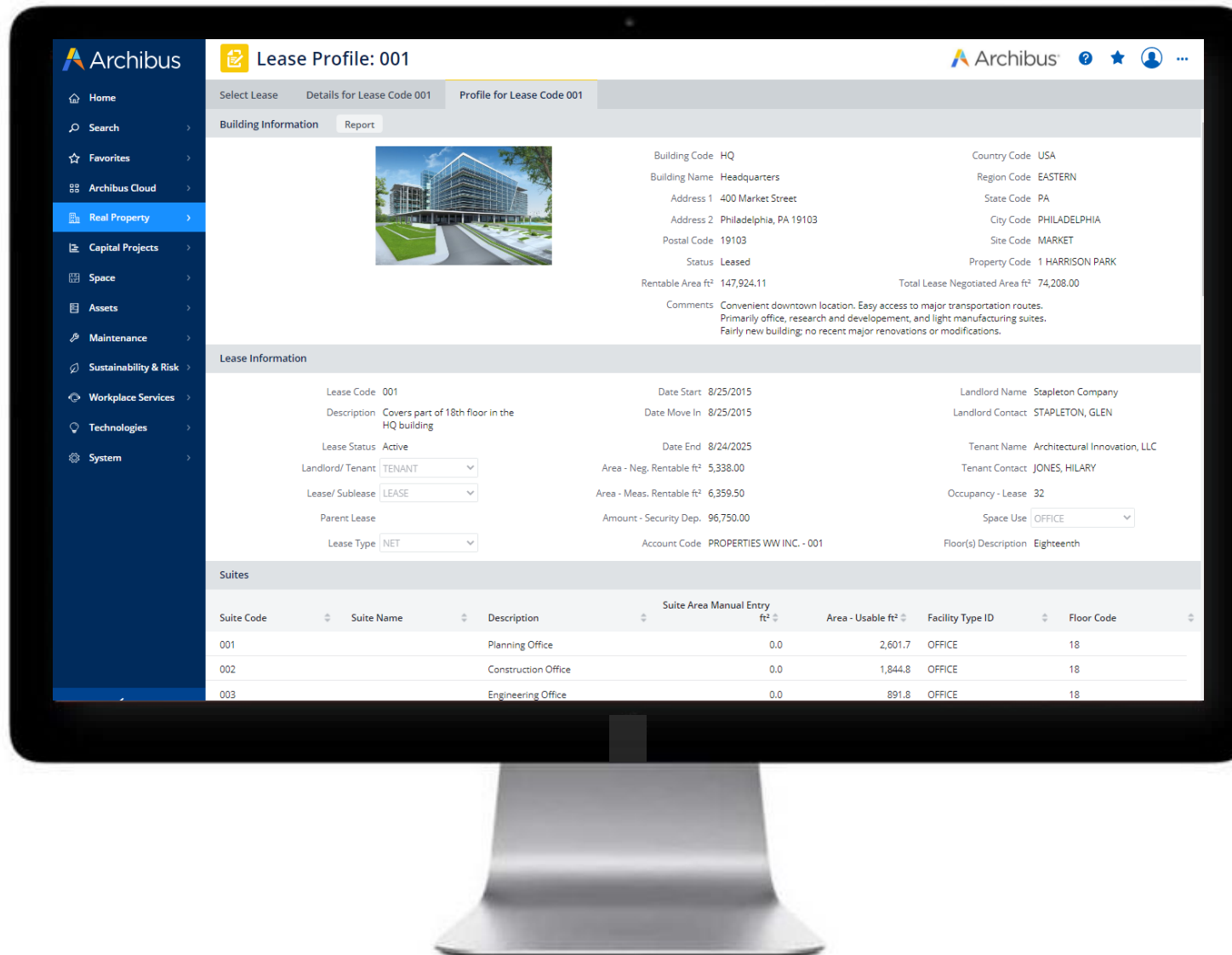
Streamline Lease Administration

- Centralize lease inventory
- Automate alerts on key deadlines
- Analyze cost reports
- Streamline administrative workflows
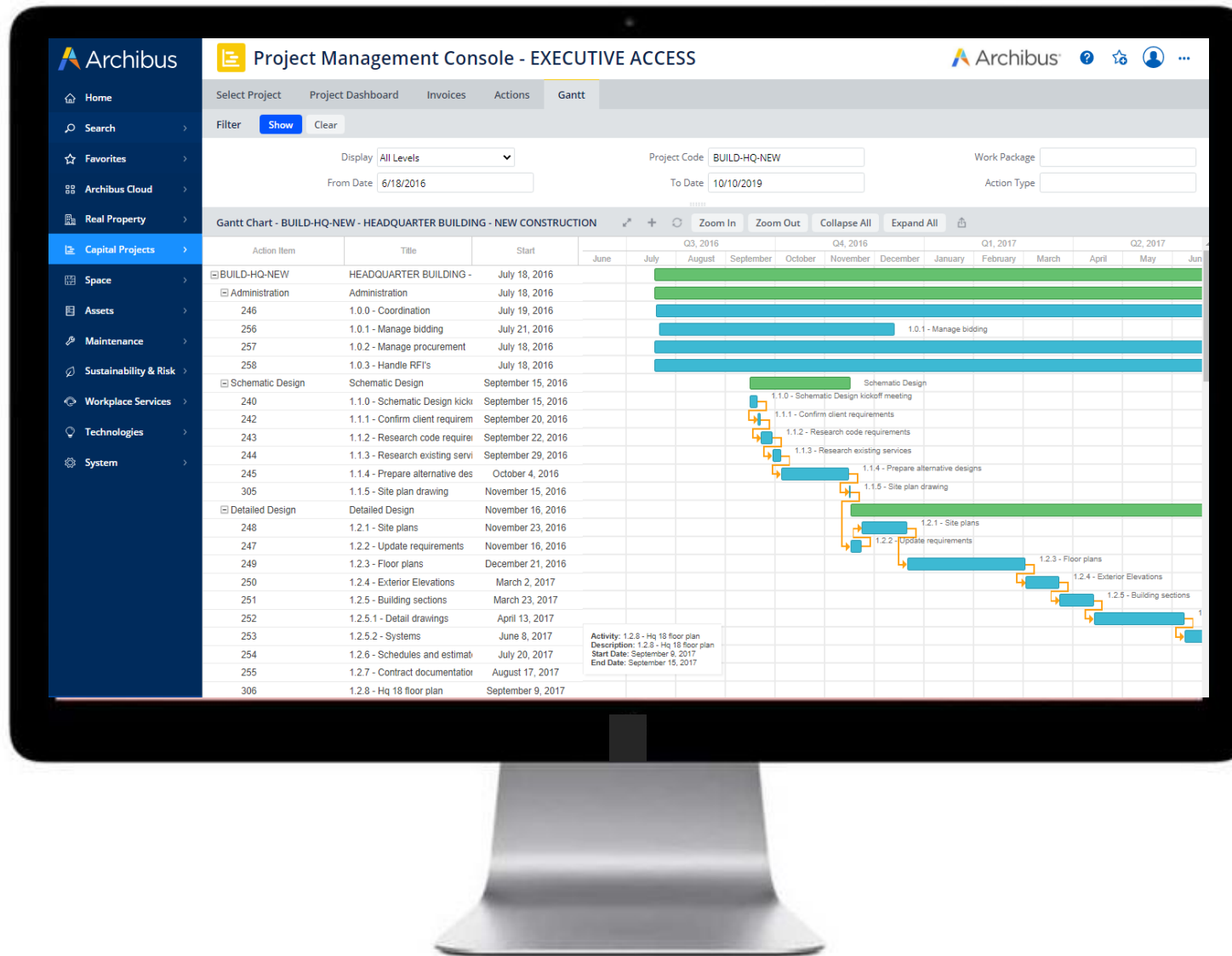- Navigate interactive map interface

Real Property

The Portfolio Management Module:

- Portfolio level depository of your real-estate assets information.
- Provides portfolio analysis and display comprehensive real property data on consoles and dashboards, which include Key performance indicator charts, Geospatially-enabled map views
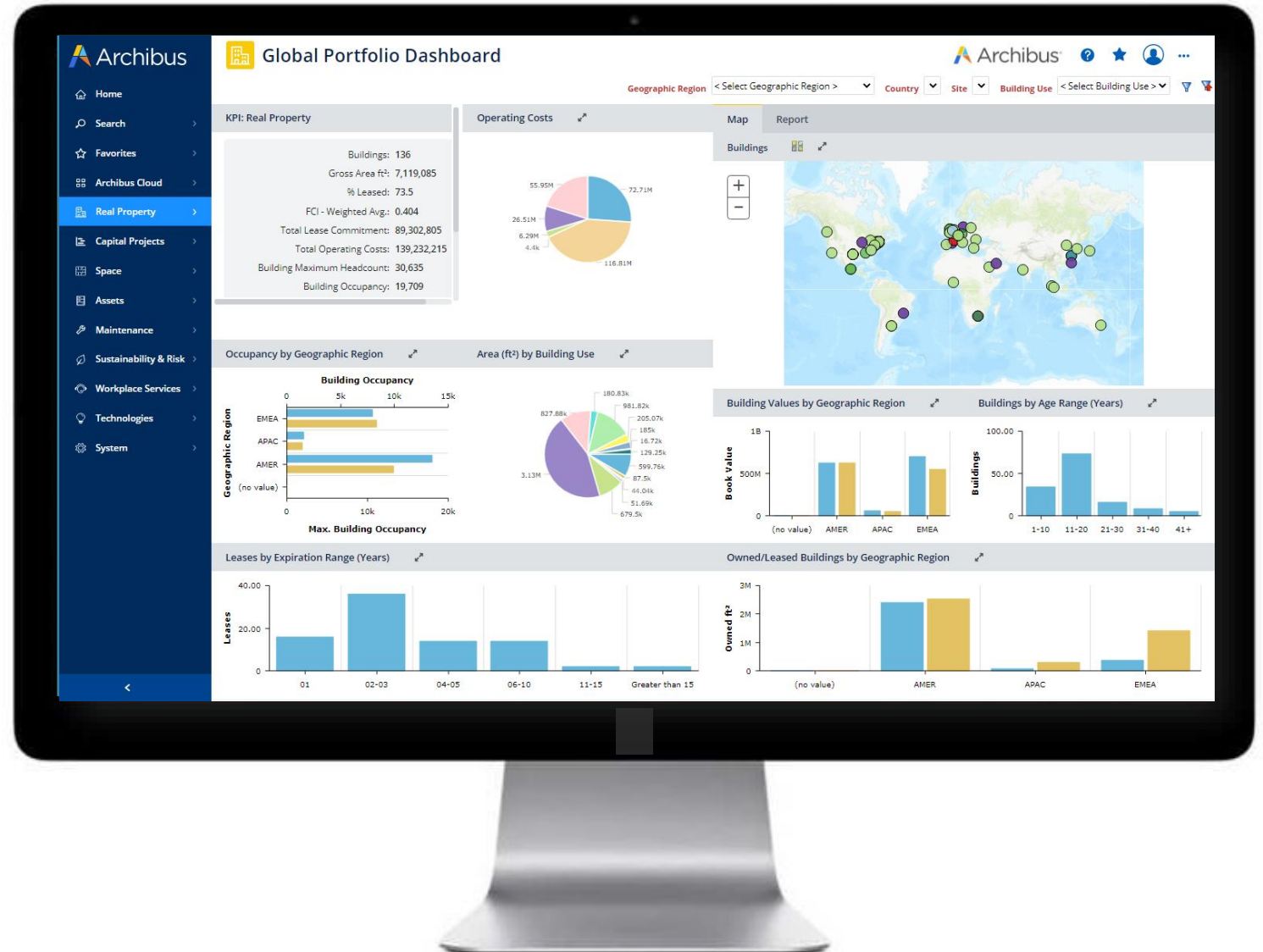
Capital Projects

The Capital Project Module provides integrated project management functionality to:

- Seamlessly monitor all the projects in an organization's real estate and facility portfolio.

- Ability to track property acquisition, renovation, construction, condition assessment, and move projects in one integrated view so users can coordinate interrelated milestones from different departments, disciplines, and sites.

Service Desk

The Service Desk Module provides:

- Simple, self-service processes, for commonly requested services, including moves/adds/changes, room reservations, project management, among many other requests.

- Automates the service request cycle through Service Level Agreement (SLA) designations that authorize, prioritize, route, and complete requests. Increase efficiency, reduce costs, and improve customer satisfaction with Archibus Service Desk.
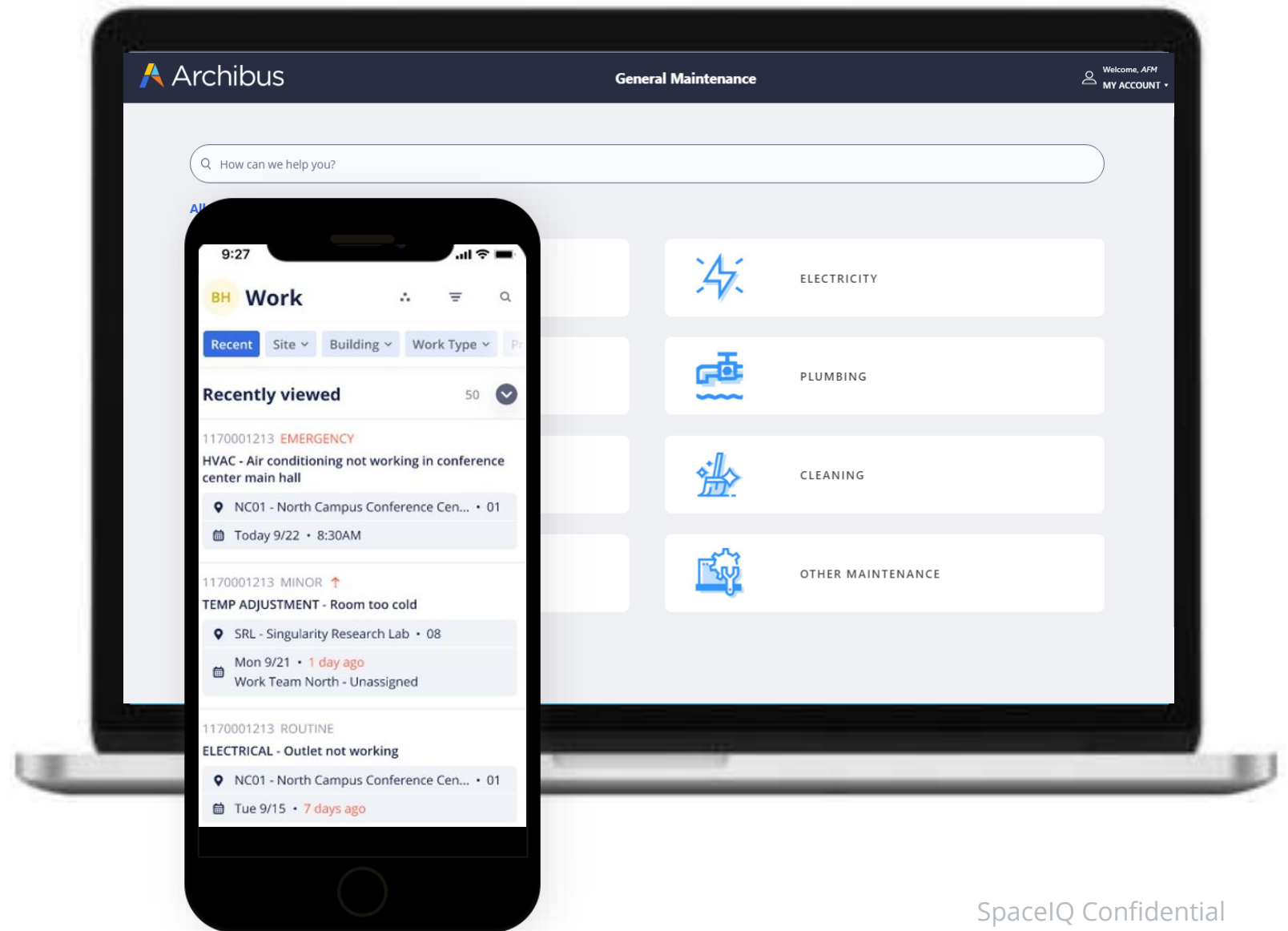
Compliance
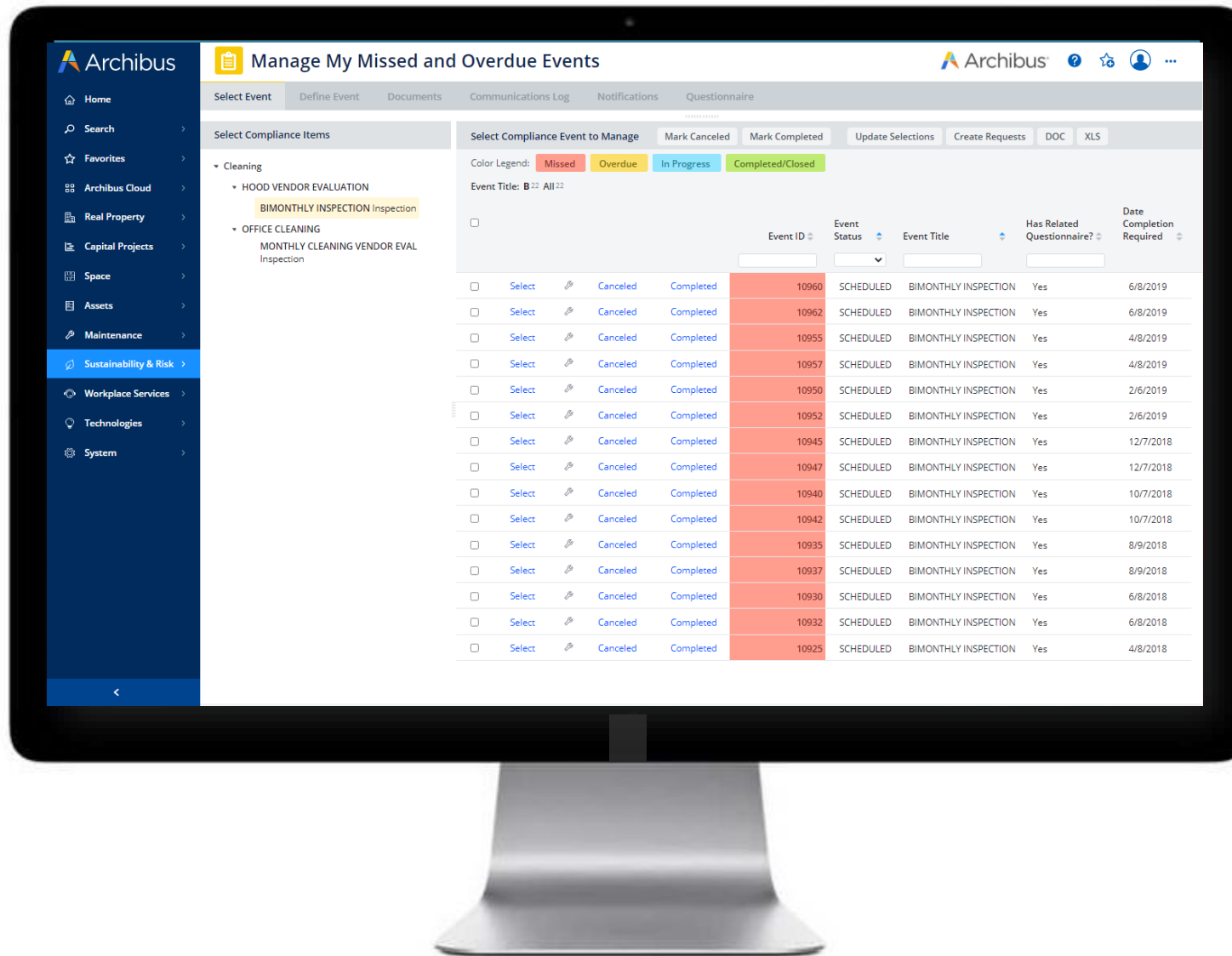
The Compliance Module:

- Tracks and proactively respond to compliance requirements.

- Ensures a compliant work environment, leading to safer, more productive activities while mitigating risk and reducing administrative costs.

- Provides a highly scalable, flexible process to easily share and link regulatory compliance data with other enterprise systems and responsible persons, greatly decreasing the likelihood

Sustainability & Risk
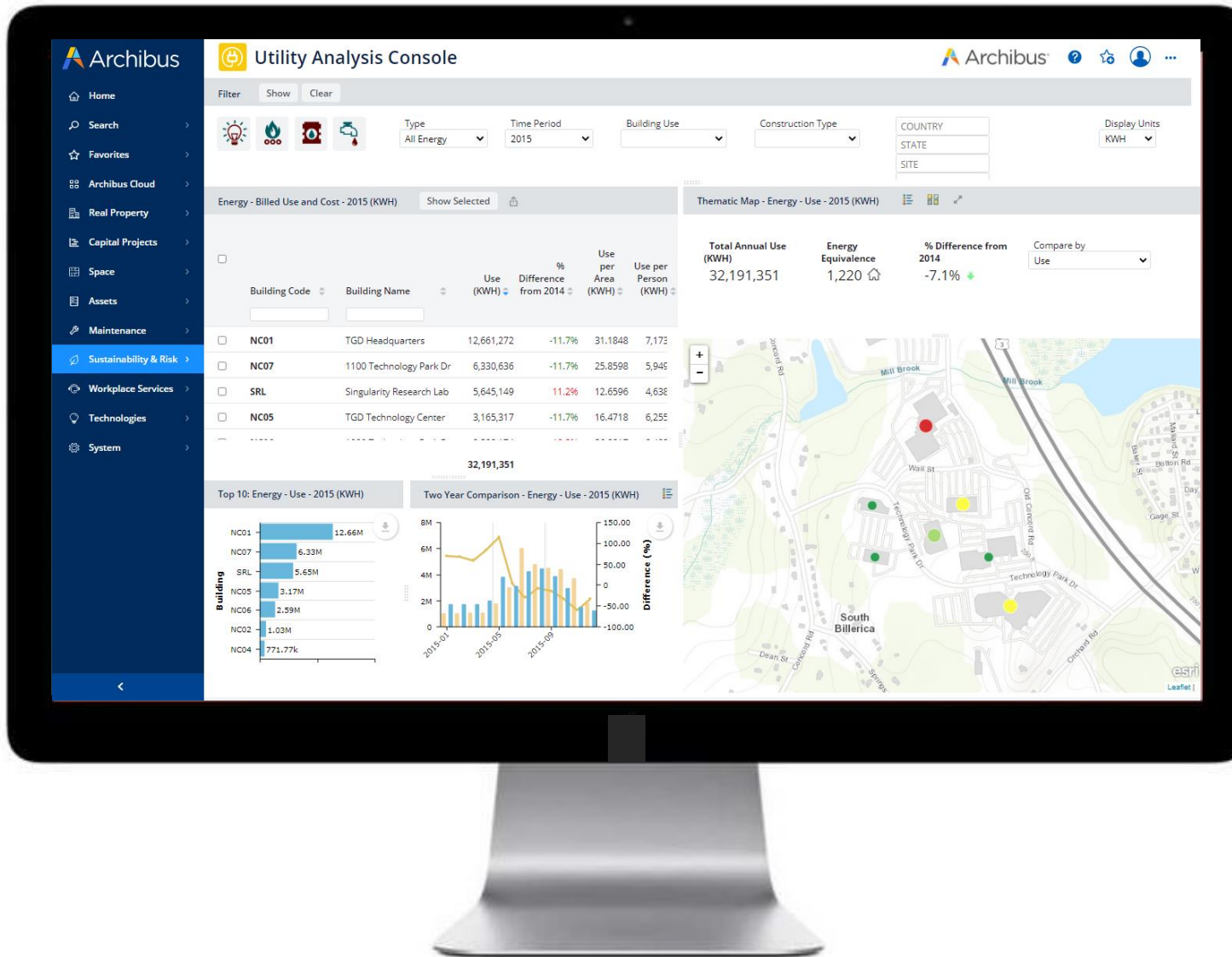
A Module with set of functionalities that includes:

- Emergency Preparedness
- Energy Management
- Workforce Health & Safety with Incident Reporting
- Waste Management
- Hazardous Material Tracking and Management

Feedback/Questions?

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Thank you