

# SUCCESS STORY



## Blue Dot Mobilizes AssetPoint's Plant and Equipment Maintenance Application

AssetPoint is a leading provider of enterprise asset management (EAM) software located in Greenville, South Carolina. They provide a complete set of maintenance improvement tools for streamlining work processes, improving employee productivity and accelerating learning. Their customers range from the manufacturing sector, including paper, pulp and steel makers, to maintenance and utility companies. AssetPoint's primary tool is TabWare, a back-end asset management database application. As a market-leading plant and equipment maintenance solution, TabWare helps owners operate and manage their facilities more efficiently. It is delivered both as a traditional client/server licensed application known as TabWare OnSite and as an Internet solution in a fully secure, Web-based environment called TabWare OnLine.

In order to increase the value of TabWare and enhance its market leadership in a very competitive industry, AssetPoint decided in early 2002 to explore the possibilities for adding mobility to TabWare's list of features. Integrating mobile computing and wireless communications capabilities would offer AssetPoint's customers instant access to detailed, up-to-the-moment information on the status of their facilities in real time – wherever and whenever they need it.

AssetPoint enlisted Blue Dot Solutions, a leading provider of mobile data collection and work order

management software solutions located in Golden, Colorado with offices in Atlanta, Georgia. Blue Dot offers a suite of Web-based and non-Web-based products that can be utilized across many vertical markets to increase the efficiency and productivity of field workforce professionals. Coupled with their leading-edge software products is a tightly integrated service and support model that guarantees organizations a successfully implemented mobile solution.

By January 2003, Blue Dot Solutions had integrated their Mobile Spectrum™ platform into AssetPoint's TabWare to create TabAnyWare™, a new version of the application that incorporates state-of-the-art architecture, unparalleled configurability, and high-end scalability for enterprise implementations. In addition to Blue Dot's leading mobile technology, they also provide AssetPoint clients with a choice of three hand-held mobile computing devices from their partner, Symbol Technologies: the PDT 8000, PDT 8100 or PPT 8800, connected via batch cradle synch, IEEE 802.11 standard-compliant wireless local area network and wide area network. Blue Dot is also providing AssetPoint with services such as on-site evaluations, RF site surveys, mobile hardware distribution and implementations, customized training, and related support.

TabAnyWare users can remotely initiate, view and complete



*The PDT 8100 meets the requirements of mobile data management in the most demanding environments.*

transactions related to work orders, perform preventative maintenance work and inventory management. Because of the 100% Java architecture of the Mobile Spectrum platform, TabAnyWare offers clients a wide range of operating platforms to select from, such as Windows CE, Palm OS, RIM (Blackberry) and embedded Linux platforms. Mobile Spectrum's server module, which facilitates data transfer from the mobile device to the TabWare product, uses J2EE architecture to offer TabWare customers a choice of server platforms as well. Supported servers include SUN Solaris, IBM, Microsoft Suite, and IPlanet.

Bradley J. Smith, Director of Services with AssetPoint, has high praise for their new partner: "Blue Dot stood out from other mobile vendors in that they are able to provide a full circle solution in supporting a mobile offering for our clients. Their advanced mobile architecture, suite of services and hardware, as well as, their support services allows us to give TabWare customers a complete mobile offering

and a single point of contact for related services.”

Says Blue Dot CEO Gary Blohm, “We feel privileged to work with AssetPoint and the TabWare product, a focused leader in the EAM market. We are extremely excited about the integration of Mobile Spectrum into the TabWare EAM solution. Our two companies offer truly complimentary services so we are each able to focus on what we do best in servicing the TabWare client base. Specifically, the TabAnyWare solution increases the productivity, workflow efficiencies and data accuracy for a typical maintenance technician’s wide range of job-related functions.”

To learn more about Blue Dot Solutions, visit [www.bluedotsolutions.com](http://www.bluedotsolutions.com), e-mail [info@bluedotsolutions.com](mailto:info@bluedotsolutions.com), or call 303-674-3500. For more information on TabWare, visit [www.tabware.com](http://www.tabware.com).



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