

Asset Management for Local Governments



Elumena is the easiest to use, fastest to deploy, and most affordable local government-focused, asset management solution today. Elumena provides business benefits that are simply not possible with traditional client-server solutions.

ABOUT ELUMENA

Founded in 2007, Elumena (pronounced-ee-loo-men-uh) is a privately held company based in Cary, North Carolina. Elumena's objective is to bring a paradigm shift to the way in which local governments manage their people, work, and assets. Historically, small to medium-sized (pop. 5,000 to 100,000) local governments have not deployed systems to manage their people, work processes and assets because those systems have been expensive and complex to implement. Elumena has developed a web-based solution which enables local governments to take advantage of the many benefits of a large enterprise class software system at a fraction of the cost and complexity.

WHY NOW ?

Local governments control operations with high levels of property, plant and equipment that require efficient management. As the Minneapolis bridge collapse in 2007 illustrates, much of the post-war infrastructure has not been adequately maintained and is increasingly at risk of failure. Governments need better data about the condition of their existing assets to establish budget priorities to repair or replace these assets. Historically, larger governments have deployed expensive client-server systems to manage their assets, but those systems have been too costly and complex for smaller, local governments to deploy.

HOW IT WORKS

Deployed over the Internet using a Software as a Service (SaaS) model, Elumena's applications do not require the deployment of a large information technology (IT) infrastructure at the client's location, eliminating or drastically reducing customers' upfront investments in software licenses, software upgrades, hardware, and IT support. The application is accessed via the Internet using a standard web browser (e.g.- Microsoft's Internet Explorer®). The software is centrally hosted and managed by Elumena. Each customer has their own secure database in which to store their unique asset information that is password protected. Users sign into the application using a web browser and a desktop, laptop or PC tablet connected to the Internet through a wired or wireless connection (WiFi, Cellular).

ELUMENA STREET SIGNS

In response to a recent federal mandate that requires all local governments to implement a street sign management system by January 2012, Elumena has developed as their first service offering, Elumena Street Signs, to help local governments better manage their population of street signs. Elumena Street Signs monitors sign condition, tracks performance changes over time, identifies signs ready for replacement due to age or condition, monitors field maintenance and replacement programs, and locates unwarranted or "exception" signs. In addition, by better tracking the conditions of their sign inventories and complying with financial standards, such as GASB 34, Elumena can help local governments reduce their liability insurance costs and achieve "clean" audits which will improve their credit rating and lower their borrowing costs.

The screenshot shows the Elumena web application interface. At the top, there is a navigation bar with 'Home', 'Signs', 'MUTCD', and 'Reports'. Below this is a sidebar with 'Add a New Sign', 'Signs', 'Add a New Sign', 'View All Signs', and 'Search Signs'. The main content area is titled 'Recently Added Signs' and contains a table with the following data:

ID	Name	Type	Location	Actions
123	Stop Sign	Regulatory	789 Maple St.	Clone Edit
321	Yield Sign	Regulatory	456 Birch St.	Clone Edit
456	Railroad Sign	Regulatory	123 Oak St.	Clone Edit
1223	test sign	Regulatory	100 Town Hall Drive	Clone Edit
1223	test 3	Regulatory		Clone Edit
12345	test	Regulatory	100 Town Hall Drive	Clone Edit
2147483647	qwerty	Regulatory	123 Madras Lane	Clone Edit
133333	test sign	Regulatory	100 Town Hall Drive	Clone Edit
1	church st.	Regulatory	100 Church Street	Clone Edit
1	glenspring way	Regulatory	116 Glenspring Way	Clone Edit

Below the table is a map view showing the locations of the signs on a street map. The map includes a search bar, zoom controls, and a legend.

WHAT IS SaaS?

SaaS is a new software delivery method that is causing a profound shift in the way that software applications are delivered and used. Fundamentally different from the traditional model of application delivery, in which the customer acquires a perpetual license and assumes responsibility for the software's implementation and ongoing management, SaaS refers to software that is "rented" and accessed via a web browser, typically on a subscription basis. SaaS provides a number of advantages to users:

- **No up-front technology costs** Software is billed on a per-user basis, rather than a fixed monthly fee or large upfront license fees. Because it is a subscription model, the customer does not have to make large upfront investments in hardware, operating systems, databases, licenses, IT staff, and ongoing overhead costs. In a recent study, Forrester Research® found that the total cost of accessing SaaS applications can be 75% less than client-server software.

- **Fast implementation** Since no on-site software installation is required, process designs and software configurations can start immediately. Customers start achieving benefits within days or weeks with limited upfront costs, rather than waiting many months and spending thousands.

- **Onus is on the vendor** Software success used to be the sole responsibility of the customer, however in a SaaS world, the vendor is responsible for deployment, maintenance, infrastructure, etc. Because SaaS providers generate revenue based on a user subscription model, they are very motivated to get customers up and running quickly and ensure ongoing value and usage. If the SaaS vendor's software is not being used ("shelfware") or is not meeting their needs, the customer can switch to an alternative solution much easier than with a client-server solution.

- **Security** In a SaaS deployment, all critical data is stored in a secure, off-site data center. Given Local government IT departments are typically pulled in many directions, they are typically challenged to keep up with the latest in network and physical security strategies. In a SaaS deployment, data security is core to the SaaS providers offering, meaning that customers can rest assured that their data is probably more secure in a SaaS deployment, than in an on-site, client-server environment.

- **Flexible** SaaS applications can support service oriented architecture (SOA) applications which allows much easier integration with other enterprise applications, such as GIS, CIS, etc. Also, SaaS is ideal for a distributed and mobile workforce. The software can be accessed from any computer (office/field) that has access to the Internet, providing workers the flexibility to access the system according to the location of the work, not the location of the computer.

WHY ELUMENA?

- **Lowest total cost of ownership** With Elumena, you avoid the hidden costs and hassles of traditional software systems that require a large upfront software license fee, software installation on each computer, and on-going support. Since Elumena is an on-demand application, there is no IT infrastructure to buy, no expensive installation, no software maintenance fees, no costly upgrades, and no incremental IT resources required.

- **Ease of use** User-friendly interfaces, a well-constructed and intuitive design, will allow first time users to become proficient with minimal training. Customers start achieving benefits within days with limited upfront costs, rather than waiting many months and spending thousands on implementation costs.

- **Low risk** Unlike traditional software, Elumena's subscription pricing includes everything you need, so you won't be surprised later by unanticipated IT costs. And if for any reason you are not satisfied with the results, you can always choose to not renew the service, without worrying about stranding large upfront investments in traditional software systems.

" Worldwide software-as-a-service (SaaS) revenue in the enterprise application markets is on pace to surpass \$6.4 billion in 2008, a 27% increase from 2007 revenue of \$5.1 billion. The SaaS market is expected to more than double with revenue reaching \$14.8 billion in 2012. "

-Gartner®

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