INNOVATIONS

2014 User Conference
to Highlight Next Generation CHAMPS EAM Solution

The 2014 CHAMPS User Conference is set and awaits your registration. We have a content-rich agenda featuring presentations, interactive sessions, one-on-one meetings, training opportunities, and more. Join us for this important event as we highlight the future direction of CHAMPS and show you what is available now, and what is coming around the corner!

February 23-27
Disney's Contemporary Resort
Walt Disney World; Lake Buena Vista, Florida

- Senior management state of the union and future direction
- Software functionality and technology updates
- Introduction and demonstration of newest generation of solutions
- Hands on review of CHAMPS latest products
- Overview and training for CHAMPS v.11 and v.12
- Networking opportunities with industry peers, power users and more
- One-on-one sessions with technical and support engineers, and senior management
- Exclusive incentives to migrate to newest generation of CHAMPS EAM

Register now – conference fee is $1,200
(excludes travel and hotel expenses)

CLICK HERE to register for the 2014 User Converence

CLICK HERE to book your hotel reservation now at Disney's Contemporary Resort – space is limited!

AT-A-GLANCE AGENDA

Sunday, February 23 – Welcome Reception

Monday, February 24 and Tuesday, February 25 – General Sessions

- *CHAMPS Current Landscape & Future Direction*
- *CHAMPS CMMS Version 11 & 12*
- *CHAMPS .Net Enterprise Update:*
  - *Development Architecture & Platform*
  - *Deployment Options*
  - *Live Product Review*
  - *CHAMPS Windows to Web Transition*

Continental Breakfast & Lunch Provided; Dinner & Entertainment Provided

Wednesday, February 26 and Thursday, February 27 – Post Conference Activities

- *CHAMPS Version 11 & 12 Training*
- *One-on-Ones with Technical and Support Engineers*
- *One-on-Ones with Senior Management for Relationships & Business Topics*

CHAMPS

The Future is Now

Bryan Gay, CEO

Although the last 10 years have been a time of growth and expansion for CHAMPS Software, the last five years have proven the most dramatic from the engineering and product repositioning perspectives. Let's begin by looking at the changes in software engineering that have influenced our direction over the past 20 years and led us to where we are today.

Second to none

Like most of corporate America's 1990's mission critical business solutions, our flagship Enterprise Asset Management software product, CHAMPS EAM, was built using the most feature rich development platform of the day, PowerBuilder. CHAMPS engineering group also took the bold step of developing a single business layer supporting both the ORACLE and Microsoft SQL Server databases. The end result was a Tier 1 Enterprise Maintenance Management, Inventory Control, Procurement and Safety suite of application components with the functions, features, flexibility and optional deployment capability second to none!

For almost five years now, CHAMPS has put into play an entirely separate software engineering business unit called the CHAMPS .Net Development Team. The dedicated mission of this highly-talented 11-person team is the development, implementation, maintenance and support our next generation flagship Enterprise Asset Management software product. This moves our discussion from dramatic changes in software engineering to product repositioning.

Next generation EAM

Important news for users is CHAMPS Enterprise.Net product is a ground-up development of a true web architected Microsoft .Net solution. The most common question asked by existing clients is, "Does the new product have the same functionality as my current product?" The short answer is, "Yes!" Although the user experience is modernized and inherently "web", an existing user of any CHAMPS Windows EAM module will be able to navigate and perform the same functions with zero training required. All other differences fall under the category of enhancements and improvements. Even bigger news is the fact that our next generation product will be available for widespread implementation during 2014.

2014 User Conference

You can experience first-hand what the next generation CHAMPS EAM solution is all about at our 2014 User Conference. You'll be able to meet the new team members and see their handiwork. They will provide an in-depth explanation of the development architecture, methodologies and tools used to create the new product. You will see a live demo of the new modules and hear a real life ongoing case study related to CHAMPS Windows EAM to CHAMPS Enterprise.Net web migration. In addition, companies attending the 2014 User Conference will receive a onetime offer regarding next generation product migration. *You must attend to hear about and take advantage of this offer.*

This is an exciting time at CHAMPS with opportunities available to you like never before with the next generation CHAMPS software solution. We encourage you to join us and fellow customers in the user community as we discuss and demonstrate this product direction. Personally, I look forward to catching up with old friends and meeting new ones come February 2014. See you at Disney!

CHAMPS Enterprise .Net EAM Update

Jeremiah Holderbaugh, Director of Development

Since its inception in 2009, the CHAMPS.Net Software Development Team has been dedicated to the development, implementation, maintenance and support of a Microsoft .Net web-architected collection of enterprise business components. Each component shares deployment capabilities including: stand-alone; auto-interfaced; or as a fully integrated suite module. This inherent deployment configuration extensibility is unparalleled allowing client specific module combinations to create "one-of-a-kind" business solutions using commercial off the shelf (COTS) software components. How is this possible?

Client-specific deployment

The answer lies in a revolutionary design/development methodology. The design phase contains a 3-step deployment discovery analysis that documents all potential deployment configuration models. Completed modules are subjected to rigorous deployment capability adherence testing. For ease of implementation, enterprise foundation class module administration includes deployment choice awareness features for automating the user experience inter-module form roll-out; suite business layer inclusion; and client specific application suite database table/column delivery.

Tier 1 enterprise features and functionality

In addition to supporting the "one-of-a-kind" business solution concept, CHAMPS foundation class delivers tier 1 enterprise level features and functions including: multi-language resource file management; multi organization, location, site, and unit management; code table management; user role and profile setup and administration; workflow engine; rules engine; report and document print management, report spooler, bar coding; approval routing, route group management, email and notifications; document attachment management; rich text editing; suite module navigation management; network access authority management and more. All future baseline and custom components will be designed and developed using the methods and principles stated above while residing on the same strong scalable foundation. At this point you may be saying to yourself, "Sounds good, but how many modules have been built?"

To date, besides the base class foundation, 12 modular components have been developed including: Equipment/Assets, Personnel, Work Request, Job Plan, Work Order, PM, SKU/Parts, Inventory, Material Request, Permits and Condition Reporting. These components have been developed, implemented, maintained and supported as part of an internally hosted web-deployed enterprise, multi-unit implementation. In the short-term, additional modules will be delivered and undergoing acceptance testing, to include: Lockout/Tagout, Request For Quote, Vendor Quote, Purchase Request, Purchase Order, Blanket Purchase Order and Material Receipt. Three additional modules will be delivered in 2014 including: Calibration, Project Tracking and Tool Room.

What does this news mean for existing CHAMPS C/S Windows EAM users? Those waiting on a true browser based web version will be ready for widespread implementation in short order. The next logical question is, "Where and when can I get a close-up look and details about version upgrade?"

See it at the 2014 User Conference

The time and place to get a "first look" and "straight scoop" on your next generation EAM solution will be the last full week in February 2014 at the CHAMPS User Conference at Disney's Contemporary Resort at Walt Disney World. Make plans now and all of us here at CHAMPS Software look forward to seeing you real soon!

User Conference Training Offers High Value Opportunities

Nigel Pilsbury, Director of Services

When it comes to CHAMPS Software training reviews, it may surprise you to find out that CHAMPS User Conference training events have historically rated superior to standard onsite training events. Two unique factors attributed to the higher scores include what we'll call "Focus Ability" and the "Peer Effect".

"Focus Ability" can be defined as the elimination or significant reduction of distractions. Just take a moment and try and remember an entire day at work when you were able to focus on something important without distractions. If you can remember an occasion, you were probably the only person in the entire office and you've probably forgotten that the security guard or phone system disrupted your concentration at least once. CHAMPS Software User Conference training events are designed with "Focus Ability" in mind. Classes are conducted in a dedicated location with the students far removed from the reach of normal work day distractions. User Conference training details are compiled based on the needs of the finalized list of participants and is conducted as an instructor / pupil interactive experience.

Simply stated, "Peer Effect" means the smarter and more adept your classmates, the smarter and more adept you will become. CHAMPS Software User Conference training events are typically comprised of diverse experienced "All Star" roster of highly motivated administrators and users. The synergistic effect of such a group takes understanding and retention to an all new level.

Classroom topics will include:

- CHAMPS C/S v11 Administration, Features & Functions
- CHAMPS C/S v12 Administration, Features & Functions
- CHAMPS C/S v11-v12 Functional Details & Recommendations
- Class Specific Ad Hoc Topic Coverage

Take advantage of these training opportunities scheduled at the end of our 2014 CHAMPS User Conference week. The entire CHAMPS team will be available to assist in administrative and process improvements at your individual implementations in any way we can.

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One-on-One Sessions – Designed for You

Mike Melfi, Vice President of Sales and Marketing

Most agree that networking at a conference derives great value for attendees. Sharing ideas and trading stories of lessons learned can be very beneficial. While traditional networking remains valuable, those who have engaged in our one-on-one sessions during a user conference overwhelmingly tell us how valuable these specialized sessions are to them.

Our one-on-one sessions are uniquely designed to give you an opportunity for your voice to be heard and your questions answered. These sessions allow you to schedule time with anyone in the CHAMPS organization starting with the CEO on down. The results are real and the outcomes tremendous. In the past, we have seen customers leverage this time to unlock unexpected benefits that could only have been realized by signing up to meet the right person in a one-one one session. There have been bold customer requests turning into CHAMPS commitments to extend functionality and technology. We've even seen the conception of new modules and the re-design of existing modules become a reality through a handshake commitment from CHAMPS management.

CHAMPS

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