

Proof #1: The Pilot Alternative

Our series on what you need to look for in a software solution



You know you want to try it but...

The market for facility management software solutions is a busy one. With buzz words floating around so much that they've lost their meaning, it can be so overwhelming to start the journey that it continuously gets pushed off to later. Budgets are tight, it is hard to get buy-in and often the only choice is an expensive, time-consuming pilot.

PointGuard wants to cut through the clutter and make this process easier for you. You want results, not an additional burden, and we understand that. Because of this, we're starting a blog series about why PointGuard is different than the others. We're calling this series the "Proofs" as they will provide authentic validation on what you need to look for in a software solution, and why PointGuard might be the perfect fit.

As an expert in the building space, you know your building isn't running at its best. Whether you see the signs in uncomfortable rooms or increasing bills, the problem is there, but finding exactly what it is and how to solve it isn't as easy as it sounds. Especially given that your team is likely running short on budget, time, and talent.

Once started, the journey to find the right solution for your building can be intimidating. From time-consuming and difficult integrations between existing hardware and software to expensive budgetary considerations and binding contracts, it's enough to send someone running for the hills. Plus, there is so much noise in the industry about what is best; how do you know where to start? Pilots attempt to make this process easier but can take a while to get up and running and can be quite expensive and too long-term, putting additional stress on your budget.

Many of these pilots are started without clear expectations of what will be on the other side. Building teams need to know what they're getting out of this trial period and what it will mean for their entire building, their entire bottom line.

Why do you need a pilot if you don't know where you're going?

That's why PointGuard created the Snapshot, to show you what's ahead. The PointGuard Snapshot will reveal the places and opportunities within your building to perform better, save more money and do so permanently. The



Snapshot monitors data streams and uses powerful analysis to give back scores that report on the current status of your building, giving you an accurate view of what the PointGuard platform can do and the opportunity before you (and before you ask for funds).

Costing less than a typical pilot and giving you results back in 30 days? The Snapshot is the right place to start your journey toward building confidence in your building.

Request [more information here](#) and we'll give you a call.

