

Proof #2: A Referee for Less

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.

One of the ongoing stressors of sports is play calling and the audience regularly gets vocal about the plays decided by the people running the sidelines in black and white stripes. After technology enters the decision-making process, it still remains up to the interpretation of the referees on the ground and, ironically, doesn't always clear up the play in question. When a referee repeatedly makes decisions in favor of one team, the validity of the referee's bias is called into question.

Software platforms can fall into this same grey area of wondering what the true intentions are behind their revelations. When companies come out with a new capability, is it because it truly solves a problem the industry is facing or is it because it fulfills a larger need of the parent company? Is the data going to be biased towards certain recommendations for action?

Referees are expected to be fair, unbiased and independent of any outside influence. The software that is used to monitor, diagnose and recommend courses of action for your building should be the same way.

Unfortunately, many options available today for retrocommissioning, fault detection and diagnostics, condition-based maintenance and data analytics related to energy efficiency are not completely independent; they are owned by parent companies with bigger goals than your profit. It's important to know who is funding the solution that is going to be installed and activated in a building.



The benefits of an independent solution are many. There are many hardware options available for buildings and by choosing a software that speaks to them all, you keep all of your options - your building can work with the hardware and software that best suits it. Without ulterior motives, you can trust an independent solution to keep you as their top priority.

PointGuard is an independent and unbiased platform and provider. We don't make suggestions unless they're proven to have beneficial results. Our clients are our top priority - our clients' profit is our job well done.

In under a year, our clients save more money than they spent on acquiring the PointGuard platform. We know budgets are tight and getting new technology can be an uphill journey, so we're making it easier for you with the PointGuard Snapshot. The Snapshot includes specific scores for three different areas of concern within your building and how using the PointGuard platform can permanently improve the building's ROI. All we need is 30 days from you.

To learn more about the Snapshot, [request a conversation here](#).

