

5 Tips for Getting Buy-In with Additional Dude Solutions Software

So, you want to get the most out your investment and expand your Dude Solutions software portfolio. **First**, you'll need to explore what is available to you and can help meet your specific needs and goals.

A COMPLETE SUITE



Next, use these tips to get others on board for how you will save resources and work smarter than ever before.



1 KNOW WHAT CHALLENGES YOU ARE TRYING TO SOLVE

Your journey to operational excellence usually begins with answering complex questions or identifying areas that need improvement. Pin-pointing what those are is the first step. Here are some commonly asked questions that Dude Solutions has helped clients solve.

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|  <p>EVENT MANAGEMENT</p> <ul style="list-style-type: none"> • How are my facilities being used after hours? • How much is facility usage costing me? • How can I use my space more efficiently? |  <p>STRATEGIC ASSET MANAGEMENT</p> <ul style="list-style-type: none"> • How much capital and budget do I need? • How do I make the case for more funding? • How do I prevent unfunded capital requests? |
|  <p>ENERGY MANAGEMENT</p> <ul style="list-style-type: none"> • What is my energy consumption? • Where are opportunities to reduce waste? • How can I be a better steward of resources? |  <p>COMMUNITY MANAGEMENT</p> <ul style="list-style-type: none"> • How accessible (digital/mobile) are my inspection and licensing processes to staff? • How can I optimize the business permitting process? • How can I improve communication with my citizens to help grow revenue? |
|  <p>WORK & ASSETS</p> <ul style="list-style-type: none"> • How much is maintenance costing me? • How do I extend the life of my high-value assets? • How do I get more done on-site and on the go? | |

2 PROVE THE ROI

You'll need hard data and return on investment numbers to convince your team and management to invest in another Dude product – but we can help with that.

- Save 20% on energy and utilities with [energy management software](#)
- Reduce maintenance spend by 60% with a [preventive maintenance system](#)
- [Process citizen permit requests](#) 60x faster
- Recover \$50K of revenue from [after-hours events](#)
- Millions in savings using [strategic asset management](#)

You'll also want to [share success stories](#) of clients like you to help pave the way.

3 SHARE THE BENEFITS OF WORKING WITH ONE STRATEGIC PARTNER

Make sure to sell how working with just one vendor vs. multiple (and one who is your strategic partner) can benefit your team and organizations with:

- A shorter learning curve and less administration time
- More streamlined processes
- Simplified billing and faster procurement
- Quicker deployment and faster time-to-value
- A stronger, more sure future with an industry expert by your side

"It's nice to feel like we have a good solution, but we also have a good partner."

Jennifer Duplesis, Executive Director of Operations

4 USE THE EFFICIENCY PLAY TO YOUR ADVANTAGE

Everyone is looking to be more efficient these days, right? So, prove how adding to your Dude software portfolio will help you use your resources best through:

- Faster and clearer communication across departments
- Getting the most out of the data you already have and building on it
- The sooner you start using several products together, the sooner you will see ROI

"We've been happy to see this improvement in our communication while also creating more efficiency within our organization."

Daniel Rizzo, Mayor

5 PUT A TIME LIMIT ON IT

The sooner you start using several products together, the sooner you will see ROI and savings (a 1+1 = 3 equation) and know exactly where to put your budget dollars for the next project.

Give your leadership a goal of when you would like to implement and why – and don't be afraid to remind them of your request and the value of getting started sooner rather than later.

Get [expert help](#) today making the case to your team and leadership.