



Media Release:

## Grazer signs Sharp partnership

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### Further Information:

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Graphical Asset Knowledge Management specialist Grazer, has appointed Australia's leading IBM Maximo® Business Partner, Sharp Business Solutions, as a Preferred Partner and Reseller for Grazer products.

An award winning Australian Asset Management IT specialist, Sharp Business Solutions are recognised as an industry leader and IBM Maximo® experts with extensive experience across a broad range of asset intensive industries, including Energy, Water, Infrastructure, Airports, Transportation, Oil and Gas and Government.

The partnership means that Grazer and IBM Maximo® customers will be able to use Grazer C Suite to reference graphical information such as As Built Drawings, as well as Operations and Maintenance related documents such as User Manuals and Compliance documents, and link that information directly to the rich functionality of IBM Maximo® to review and maintain the relevant asset information. By integrating the two products, customers will enjoy significant productivity gains by quickly retrieving all the relevant asset information, drawings and documents, enabling better informed decisions to be made in a timely manner. Grazer's C Suite graphical interface will also provide occasional users of IBM Maximo® with an intuitive way to quickly find and retrieve information from IBM Maximo®

Managing Director of Sharp Business Solutions, Graeme Sharp, believes the partnership with Grazer fills a gap in the market. "Customers with significant investment in Built Assets, are seeking better ways to view their asset knowledge. Grazer's asset visualisation software C Suite provides that in simple and powerful ways – and when linked to IBM Maximo® the business case is obvious."

Grazer CEO Craig Cowling says the appointment of Sharp Business Solutions as a Preferred Partner was driven by recent sales successes and also came after an extensive review of the IBM Maximo® landscape. "Many of our new and existing clients are interested in expanding the use of their Grazer solutions by integrating the Grazer graphical front end with best in class back end Enterprise Asset Management systems such as IBM Maximo®."

Cowling adds "Sharp Business Solutions came recommended to us from various sources. After a number of meetings with them, it was clear we shared a similar vision for delivering the very best Asset Knowledge Management solution to the industry. By combining the power of Grazer's graphical interface with the rich functionality of IBM Maximo® Enterprise Asset Management, we believe we have set a new industry benchmark. We are delighted to have formed this partnership."

Grazer solutions work through each phase of built asset management – from construction and commissioning through to operations and maintenance, providing quick information delivery through an intuitive graphical interface.