



Managing Buildings in the Cloud



ENTREPRENEUR

John Massey

COMPANY INFORMATION

AirMass Technologies
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TYPE OF BUSINESS

Facilities Management Software

YEAR FOUNDED 2010



PropertyTrak helps facility managers improve operations.

Homeowners know the challenge of keeping up with routine maintenance and repairs, not to mention the emergencies that pop up. It's hard enough tracking everything from burned-out lightbulbs to service providers for one house and one family. Those issues are exponentially more difficult when dealing with commercial facilities incorporating tens of thousands (or millions) of square feet and hundreds (or thousands) of occupants. That is the challenge facing facilities managers every day.

AirMass Technologies offers PropertyTrak, a complete cloud-based facilities management solution to better manage those challenges and provide better service to building occupants—whether for a company-owned facility or a building with multiple tenants. PropertyTrak gives facility managers the ability to track everything from vendors to routine maintenance schedules. Tenants and employees also can use PropertyTrak to submit service requests to the facilities team.

AirMass CEO John Massey said, “54 percent of the market doesn't have a facility management system. Everyone has something, but they've got a spreadsheet or are using local tools they've developed.”

PropertyTrak provides an affordable, scalable solution that meets the needs of facilities both small and

large nationwide, Massey said. PropertyTrak provides benefits over existing solutions, he said, both in its cloud-based, easy-to-use, access-anywhere model and in cost. Companies pay based on the number of modules installed and the size of the building, which makes it affordable for even smaller businesses.

The company is primarily focusing on banking, health care and educational facilities. Regional customers include Waddell & Reed, the Kauffman Center for the Performing Arts, Applebee's, Swope Healthcare, the K-State Olathe Campus, the National World War I Museum and all of the INTRUST Banks across Kansas and Oklahoma.

“Currently, we're up to 126 buildings, and are expecting to grow 400 to 500 percent by the end of 2012,” Massey said.

AirMass Technologies isn't a one Trak pony. In addition to PropertyTrak, AirMass also has SustainTrak, a project management tool to help companies track, measure and assess energy efficiency projects, including LEED and Energy Star. The company is working on several other software products as well, to help companies manage their facilities.

“In the future, we'll have multiple products under AirMass, and PropertyTrak will just be one of them—all as web-based, cloud-based solutions,” Massey said. ■

David Day is a writer for Thinking Bigger Business magazine.