

Goodmans Asset & Inventory Management is Good Government for Maricopa County

Goodmans Customer Vantage Point



“We saved Maricopa County more than \$130,000 in four moves, just by employing a manual Asset and Inventory Management process. If we can integrate the system throughout the County, the time and money savings potential is extraordinary.”

Ethan Johnson
Goodmans Sales Account Manager



Goodmans Asset & Inventory Management Services

About Maricopa County

The fourth most populous county in the United States is one of Arizona's top five employers. The County funds more than 15,000 positions in the areas of: public health and health care; transportation, infrastructure, construction, and maintenance; flood control; law enforcement and courts; education; parks and recreation; libraries; animal control; economic and community development; and elections.

The mission of Maricopa County is “to provide regional leadership and fiscally responsible, necessary public services so that residents can enjoy living in a healthy and safe community.” Among several strategic priorities, the County strives to “equip County employees with the tools, skills, workspaces, and resources they need to do their jobs safely and well,” and to “improve the County's public image by increasing citizen satisfaction with the quality and cost-effectiveness of services.”

The Discussion that's 'on the Table'

In an effort to meet both of these commitments, the County's Facilities Management Team is re-examining how it procures furniture throughout the organization.

Cheryl Gresham, Planning Coordinator, comes from a furniture background and knows that there are many opportunities for the County to cut costs. “Use and reuse is not yet a formalized process,” she says. “And there's quite a bit of furniture laying around, unaccounted for and taking up valuable real estate.”

A Solution that Benefits Constituents

With a formalized inventory management process in place, “the County would know exactly what it has, where it is, what condition it's in, and who has access to it,” Cheryl says. She's in the process of writing a new furniture policy that could save the County thousands of dollars in furniture costs.

Part of the proposed policy includes the adoption of an Asset & Inventory Management (AIM) program from Goodmans Interior Structures, which has been providing furniture to the County for approximately 20 years.

Goodmans' AIM specialists are experts in inventory management and tracking. They help organizations understand their needs more quickly, eliminate obsolete inventory to reduce storage costs, generate income by selling unused and unnecessary assets, and reduce cycle times for on-time and error-free installations.

Pilot Project Success

Cheryl asked Ethan Johnson, Sales Account Manager at Goodmans, to help her test AIM in a manual way on select projects, ranging from a few to more than 65 workstations. Would the County save money?

The answer was an unequivocal Yes. In just four projects — involving modular walls, work surfaces, files, cabinets, shelves, and some chairs — reusing and refurbishing assets saved the County \$135,000 over buying new.

Avondale Assessor's Office	\$45,000 Savings
Independent Living (SAIL)	\$21,000 Savings
Elections Department	\$30,000 Savings
Public Health Department	\$30,000 Savings
Total Monetary Savings	\$135,000

"Time was also a factor," says Ethan. "Moving existing inventory is a lot faster than waiting for new furniture to be built."

Following Precedent

Goodmans has been running AIM programs in Pima County, the City of Phoenix, and the City of Mesa with tremendous benefit.

Goodmans is hopeful that the Maricopa County Board of Supervisors will recognize the value of this system as stewards of the taxpayers' money.

Cheryl sums it up quite nicely: "It really is a no-brainer!"

"The impulse to buy new isn't always good government. It's often better to use existing assets as is or refurbish them."

Cheryl Greesham, Planning Coordinator
Facilities Management Team - Maricopa County



For more information about Goodmans' suite of services, including AIM, move management, installation, and design consultation, please contact your Goodmans Sales Representative.

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