



CASE STUDY

Waco Independent School District optimizes capital planning with Siemens, securing strategic funding and extending asset lifecycles

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Customer: Waco Independent School District
Alexander Villanueva, Director for Facilities and Maintenance

Headquarters: Waco, Texas, USA

Products: Origin, Asset Essentials, Event Manager, Energy Manager

Industry Sector: Education

Challenges:

- Difficulty creating accurate, data-driven capital replacement plans
- Reliance on manual data analysis from spreadsheets for long-term forecasting
- Lack of real-time insight into how maintenance efforts impact asset lifecycles
- Difficulty justifying funding requests with concrete, verifiable data
- Need for a solution that integrates with existing maintenance data for a holistic view of asset health

Keys to Success:

- Implementation of Origin for predictive capital planning
- Seamless integration of maintenance data from Asset Essentials into Origin
- Utilizing Origin to visualize asset replacement costs and maintenance needs over time
- Leveraging Origin's insights to prioritize capital expenditures and secure strategic funding
- Proactive monitoring of asset performance and lifecycle extensions through data analysis

Results:

- Moved from manual, spreadsheet-based forecasting to dynamic, data-driven insights with Origin.
- Provided accurate, real-time data to the CFO, leading to successful funding for strategic initiatives.
- Based on Origin's insights and technician feedback, redirected funds from units still performing well to those genuinely in need of replacement.
- Increased preventive maintenance to extend asset lifecycles.
- Gained a comprehensive snapshot of capital replacement needs across vehicles, buildings and district-wide assets.

Waco Independent School District is a city district in Texas with approximately 13,400 students, 34 school buildings and 2.9 million square feet of facility space.

Brightly Software was acquired by Siemens. All products and services are now offered under Siemens.

From spreadsheets to strategic forecasting: The power of Origin

Waco Independent School District has been a long-time partner with Brightly (now Siemens), initially implementing classic products in 2003 and later upgrading to Asset Essentials in 2019. While Asset Essentials revolutionized their day-to-day maintenance operations, Alexander Villanueva, Director for Facilities and Maintenance, recognized a critical gap in their long-term capital planning.

"We previously utilized the legacy platform, Capital Forecast, which was highly effective for developing five-year plans following our initial facility condition assessments," Villanueva explains. "However, the administrative burden was significant. It required exporting data into spreadsheets and conducting manual reviews of every item with our maintenance team to verify its operational history."

This manual workflow was time intensive and created the potential for resource misallocation, as theoretical lifecycle data often misaligned with the technicians' practical field experience. "An asset might be approaching its projected end-of-life on paper, yet our technicians would confirm it was operating flawlessly," Villanueva notes. "Conversely, a more recent installation might require constant troubleshooting."

Seeking a dynamic, real-time overview of their capital requirements that eliminated this manual effort, Villanueva transitioned to Origin.



Bridging data and decisions with Origin

Origin seamlessly integrates with Asset Essentials, pulling crucial maintenance data to provide a holistic view of asset health and future capital needs. “Origin gives you a cost not only for the replacement, but also for the maintenance portion of it and how maintenance is going to look for that year,” Villanueva explains. “But it’s also tracking. If your percentage of preventive maintenance work orders goes up, it is reflected in Origin.”

This living solution provides a performance review of their assets, showing how proactive maintenance efforts are extending equipment lifecycles. For Villanueva, Origin was the missing piece to evolve their capital planning.

The ability to generate comprehensive capital replacement plans quickly has been invaluable. “Having the information right there at hand where I can produce a report within five minutes that lets me see what’s going on,” he says. This includes everything from vehicle fleets to district-wide building assets.

Unlocking funding and credibility

Origin has significantly enhanced Waco ISD’s ability to secure and strategically allocate funds. When the CFO asks for a list of needs, Villanueva can instantly provide a data-backed, prioritized list. This level of detail and accuracy has built immense credibility. “When you’re having conversations with your CFO, it just gives you a lot of credibility because I’m not estimating. I’m pulling real data,” he says.

This credibility has translated into tangible funding. For example, when the district had potential funds available, Origin provided the data to prioritize needs. Similarly, when securing additional funding for roof claims, Origin’s insights allowed them to realign those funds with actual, data-backed needs across the district.

Waco ISD also leveraged Origin’s data to support applications for a Seco loan, a low-interest loan guided by energy efficiency. By demonstrating projected savings from high-efficiency equipment installations, supported by data from Origin and Energy Manager, they could justify the investment.

A living tool for continuous improvement

Villanueva is a highly engaged user of Origin, checking it frequently to ensure data accuracy and identify areas for improvement. “I go in there like every two weeks or weekly, I’m in there just looking at how Asset Essentials is actually reflecting on Origin because I want the data to be as accurate as possible,” he shares. This proactive approach allows him to identify discrepancies, like an asset showing an unrealistic replacement cost, and then investigate the underlying data in Asset Essentials to correct it.

Waco ISD’s journey with Origin exemplifies how integrating advanced capital planning with real-time maintenance data empowers organizations to make smarter, more strategic decisions, secure necessary funding and ultimately extend the life and value of their assets. It’s a testament to “working more by working less” — leveraging intelligent tools to achieve greater efficiency and impact.

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— **Alexander Villanueva**, Director for Facilities and Maintenance at Waco ISD

