

Maximo Asset Management

An overview of what it is and how it can benefit your operations.

Watson IoT[™]



IBM[®]

What is Enterprise Asset Management?

Enterprise Asset Management (EAM) is the lifecycle management of the physical assets of an organization.

An asset can be such things as machines, equipment, tools, buildings, plants, vehicles or ships.



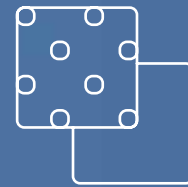
What can EAM do?



**Collect and analyze data
on all types of assets**



**Improve operations
through better asset
availability, reliability
and utilization**



**Extend the useful life of
all assets or equipment**



**Improve return on
investment and defer
new purchases**



**Unify processes across
multiple sites**

Top 5 EAM market trends

Internet of Things (IoT), SaaS, Analytics, Mobility, Blockchain

IoT

The number of connected devices is exploding and each is rife with data.

Big Data and advanced analytics

With more data comes improved insights.

- Descriptive analytics
- Predictive analytics
- Prescriptive analytics

Blockchain

Integration with blockchain enables stronger business networks.

SaaS

Enables faster upgrades and opens up the market to SMB's.

Mobility

Taking center stage as workforces must be able to access EAM from the field.

These trends pave the future of EAM

The IoT enables you to connect and secure devices, optimize operations with real-time data, enable new business models and engage in markets in a new way.

Transform



No matter what industry your assets support, we have targeted industry IoT solutions



Solve



Operations

Product development



Operations & product development come together for improved:

- Asset performance
- Health and safety
- Connected products
- Facilities management
- Predictive maintenance

Build



A strong foundation with Watson IoT Platform

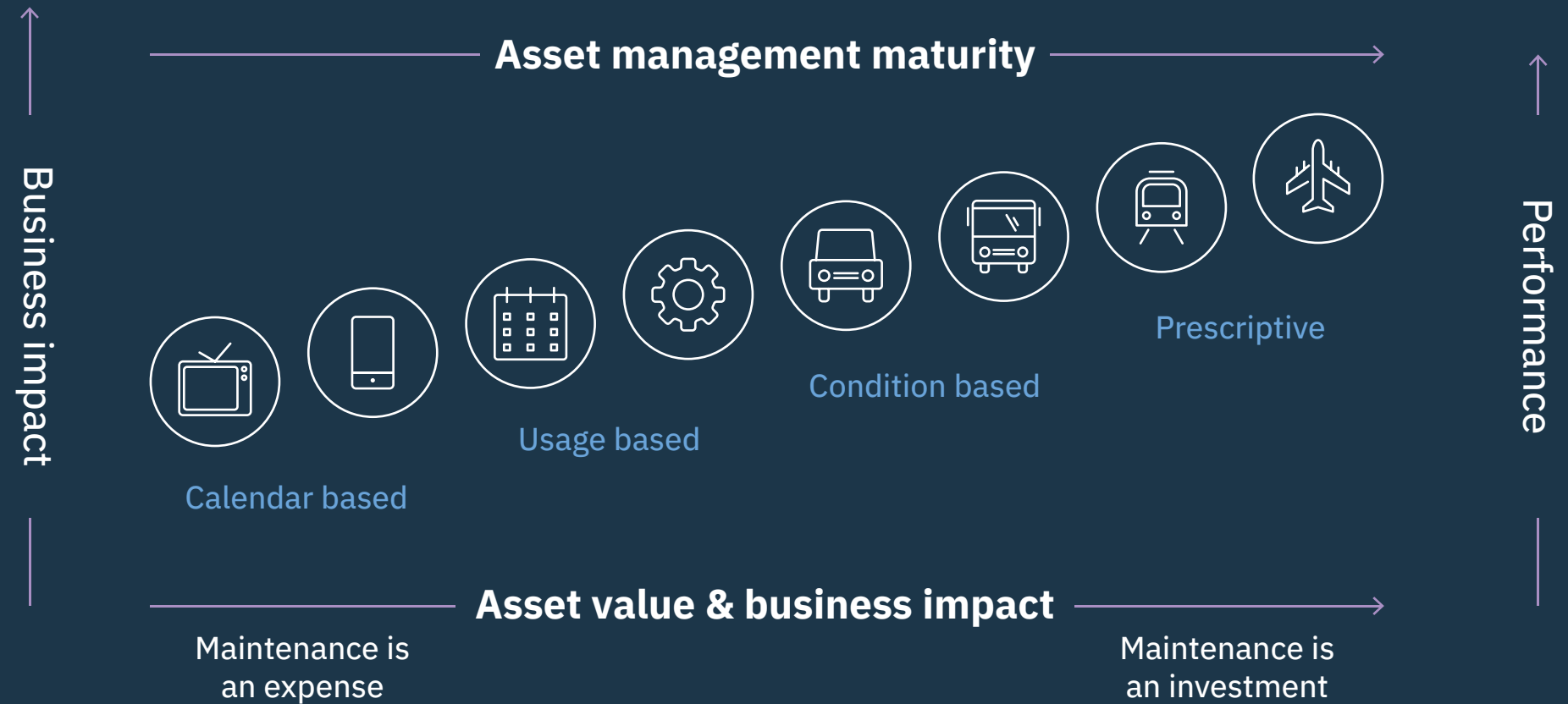


Move to advanced stages of asset maintenance with IoT

The more mature your asset maintenance strategy is, the more value it will show to the business.



As you move towards condition-based and prescriptive maintenance, you put your IoT data to work.



What is IBM Maximo Asset Management?

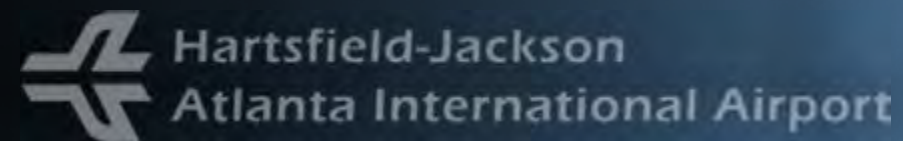
The world's leading EAM solution, used by the largest asset intensive organizations in the world.

“To enable a rapid, cost effective deployment, International Power required an asset and maintenance management product that could meet the business objectives of improved effectiveness and cost control and was supported in all the territories of the world.”

Andrew Dickinson
IT Director
International Power

Who uses Maximo?

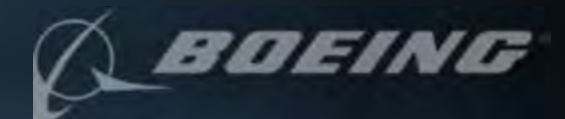
9 of the 18 busiest airports



9 of the 18 largest diversified utility companies



7 of the 10 major aerospace & defense companies



5 of the 15 busiest shipping ports



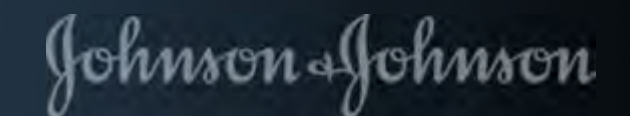
10 of the 20 largest oil & gas companies



16 of the 24 largest automotive companies



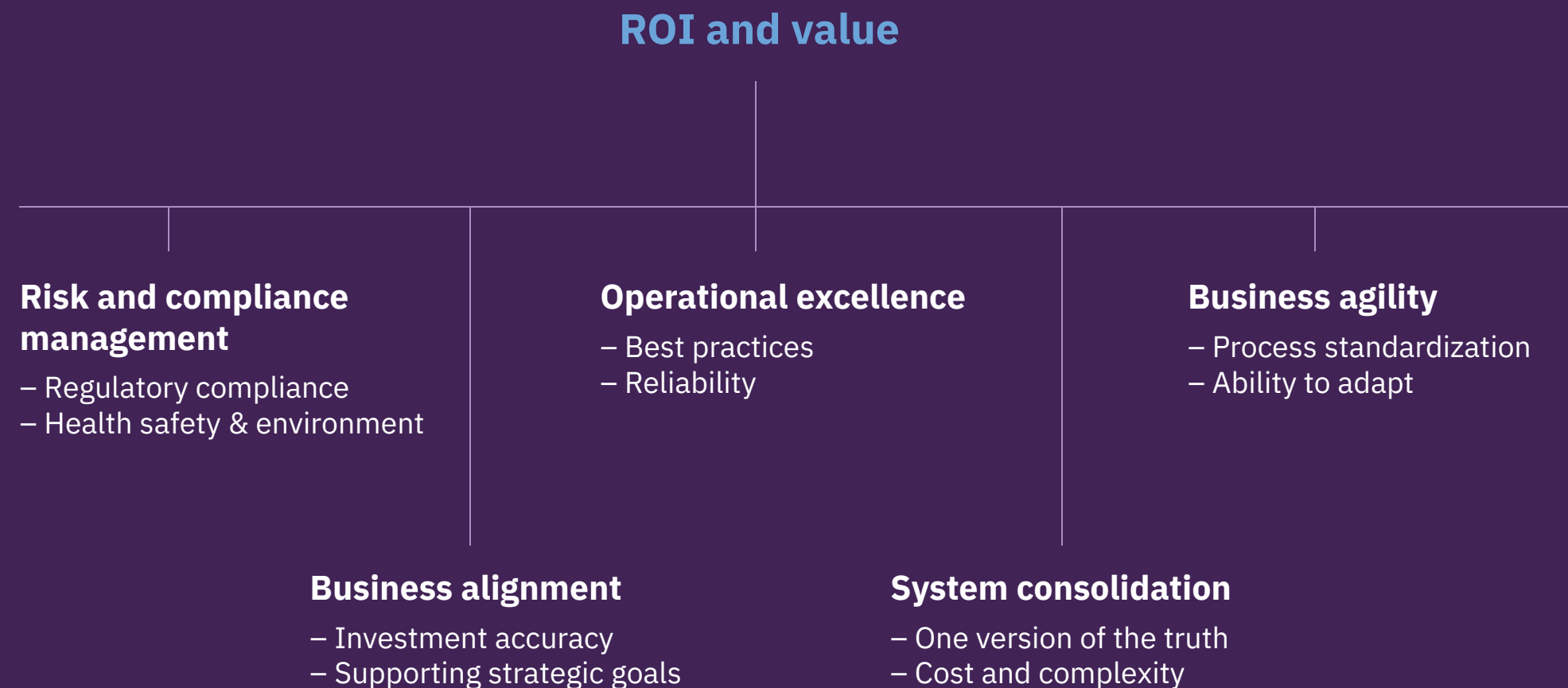
10 of the 13 largest pharmaceuticals companies



Top 10 benefits of Maximo

Increase efficiency and improve the ability to achieve business goals by:

- ① Reducing unplanned downtime
- ② Minimizing asset failures
- ③ Maximizing use of resources
- ④ Increasing asset reliability
- ⑤ Reducing inventory costs
- ⑥ Improving capital budget planning
- ⑦ Improving safety & risk management
- ⑧ Adhering to regulatory compliance
- ⑨ Extending the life of assets
- ⑩ Providing one version of the truth



Integrated capabilities of Maximo



Work management

- Job plans for recurring tasks
- Predictive maintenance
- Manage labor, skills, qualifications
- Mobile enablement for better point of failure data collection



Asset management

- Location/Function, work, and cost history
- Roll-up costs
- Asset modeling
- Improved asset safety



Supply chain

- Manage inventory across storerooms and sites for better visibility
- Eliminate costly off-contract buying
- Improved monitoring of vendor performance
- Fully manage receipts, inspections and vendor payments



Planning and scheduling

- Ensures assignment of the right person, with the right skills
- Drag-and-drop team assignments accelerates schedule optimization



Health Safety Environment

- Standardize HS&E practices
- Operators log risk assessment, incident management, Investigation and correction
- Planning for hazard identification, risk assessment, and risk control



Analytics

- Descriptive, predictive and prescriptive analytics
- Built on industry-leading Cognos business intelligence software
- Available & customizable by user type

Maximo benefits all functional departments

Executives

have visibility and control across the organization through common systems enabling better business decisions.

Purchasing managers

can see costs and orders enterprise-wide for price comparisons, discounting, standardization and order tracking.

Contract Managers

can see asset related contracts; negotiate vendor T&Cs and monitor supplier performance.

Financial Managers

can see the entire inventory and analyze return on assets for financial reporting.

Compliance Manager

can see asset detail to ensure regulatory compliance and mitigate risk.

Operations Managers

can see asset conditions in sufficient detail to improve asset utilization & performance.

IT Managers

can see how to streamline inventory and resources across the organization.

Reliability Engineers

can see asset health and make better repair replace decisions.

Planners and Schedulers

can see availability of their workforce and use graphical tools to make assignments.

Maintenance Managers

can see job plans enabled by availability of information to increase asset capacity.

Field Technicians

can see work assigned to them and capture critical data about assets in a mobile device.

What industries depend on Maximo?

Maximo Asset Management meets the needs of various industries and their types of assets.



Manufacturing

- Plants and production lines
- Warehouses



Buildings

- Commercial offices
- Government buildings
- Schools and college campuses
- Hospitals



Transportation

- Roads, bridges, vehicles
- Rails, trains
- Airports, aircraft



Water

- Wells and dams
- Treatment plants
- Pipes and valves



Energy

- Transmission and distribution networks
- Power plants
- Drilling platforms and wells
- Refineries



And more...

Real examples: Addressing challenges to drive ROI

Insight into how companies in the transportation industry use Maximo:

A consumer products company with a medium size fleet **increased warranty recovery 50 percent**

A major US railroad **saved USD 5 million** by better tracking labor to specific work

A power generation utility **5 percent reduction** in planned overhauls and **eliminated 5 percent of forced outages saving USD 4.6 million annually**

A large passenger railroad was able to **identify USD 18 million in excess or obsolete inventory**

A large OEM **reduced overhaul process time** from 56 days to 21 days

A fleet management company **saved USD 9.5 million** by meeting 100 percent availability with less

A rail maintenance service company **reduced costs 20 percent** by optimizing material purchases

A railroad **saved USD 1.8 million** impacting areas such as financing, insurance, handling and overhead

Maximo is the market leader and has been for years



IBM Maximo has the leading overall market share in the 2016 Global Study published June 2017.

IBM Maximo is the leader in 21 of 34 categories.

IBM Maximo has been the market leader in the last ten ARC Global Studies published.

“Maximo solutions for EAM are well proven with deep functionality and specific vertical industry solutions. This has helped continue its leadership for over a decade.”

Ralph Rio
Research Director
ARC Advisory Group

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Gartner has recognized IBM as a leader in the Magic Quadrant since 1996.

Gartner has recognized IBM as a leader in The Magic Quadrant for Enterprise Asset Management Software.

Magic Quadrant for Enterprise Asset Management Software, Kristian Steenstrup, Nicole Foust, November 9, 2017.

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Link to complete Magic Quadrant <https://www.gartner.com/doc/reprints?id=1-4KKG0Y9&ct=171115&st=sb>



IBM Maximo: Investments and innovation

**IBM Maximo new
user experience**

**IBM Maximo Asset
Health Insights**
Manage health of
critical assets

Augmented Reality
Lab services offering
for asset management

**Beta Maximo
for Blockchain**
Transparency in
contracts and
supply chains

**IBM Maximo
Anywhere**
Mobile asset
management

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