IBM asset lifecycle management

Optimize the whole life of your assets to maximize their value

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PacMUG Sacramento, CA May 21, 2025



Today's talk

Accelerate value across operations



- ullet

Optimize the whole lifecycle of your assets

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- •

Turning toward AI

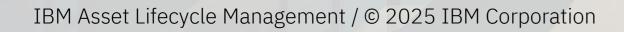
Headwinds intensifying Corporate Real Estate challenges • Changing technology factors Shifting business conditions

Tools supporting planning, operations and optimization Reduce technical debt caused by system fragmentation

• Setting up for AI+

Macroeconomic headwinds are intensifying corporate real estate challenges

This shift is driven by several factors



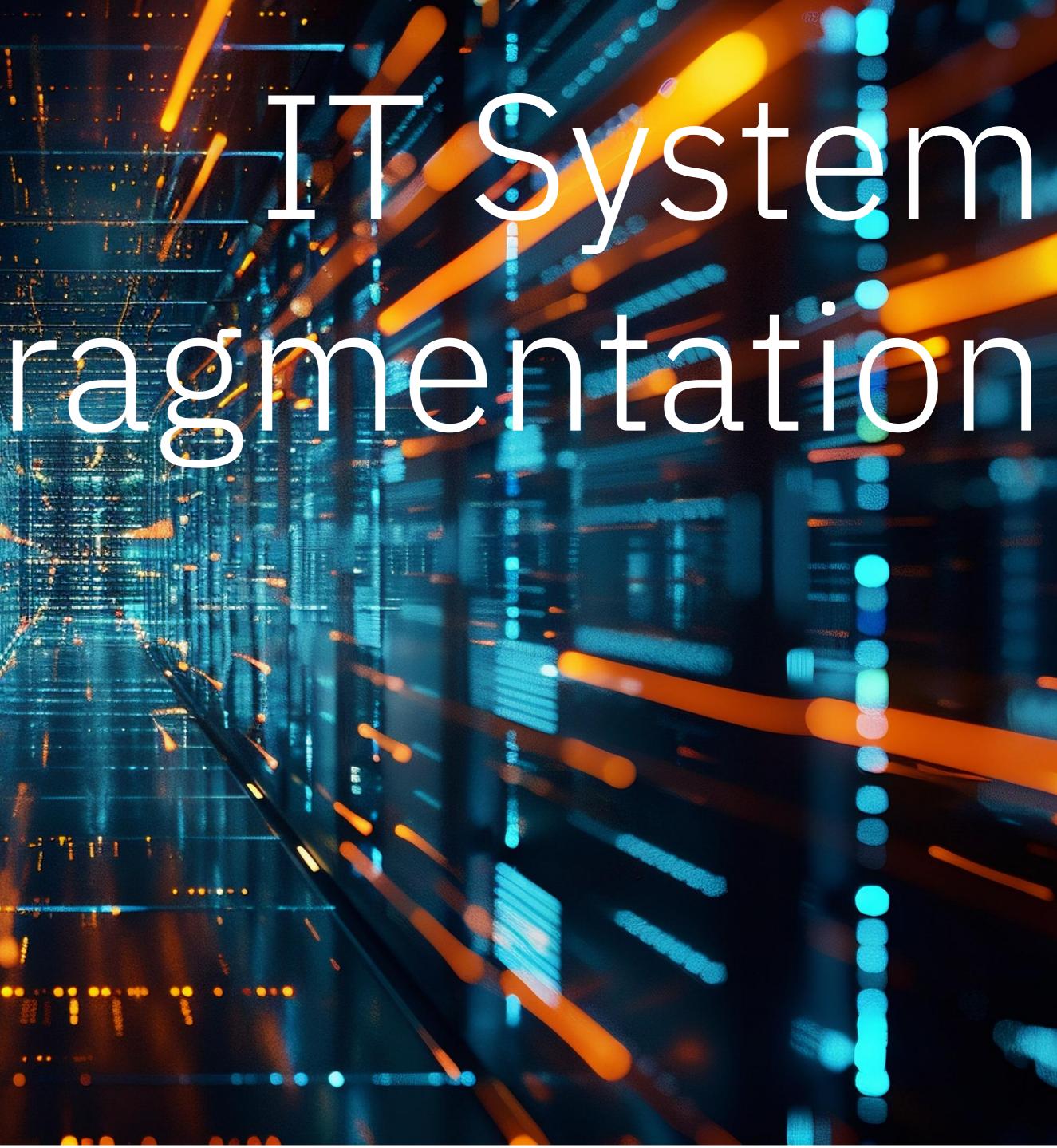




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Sustainability



Portfolio Realignment

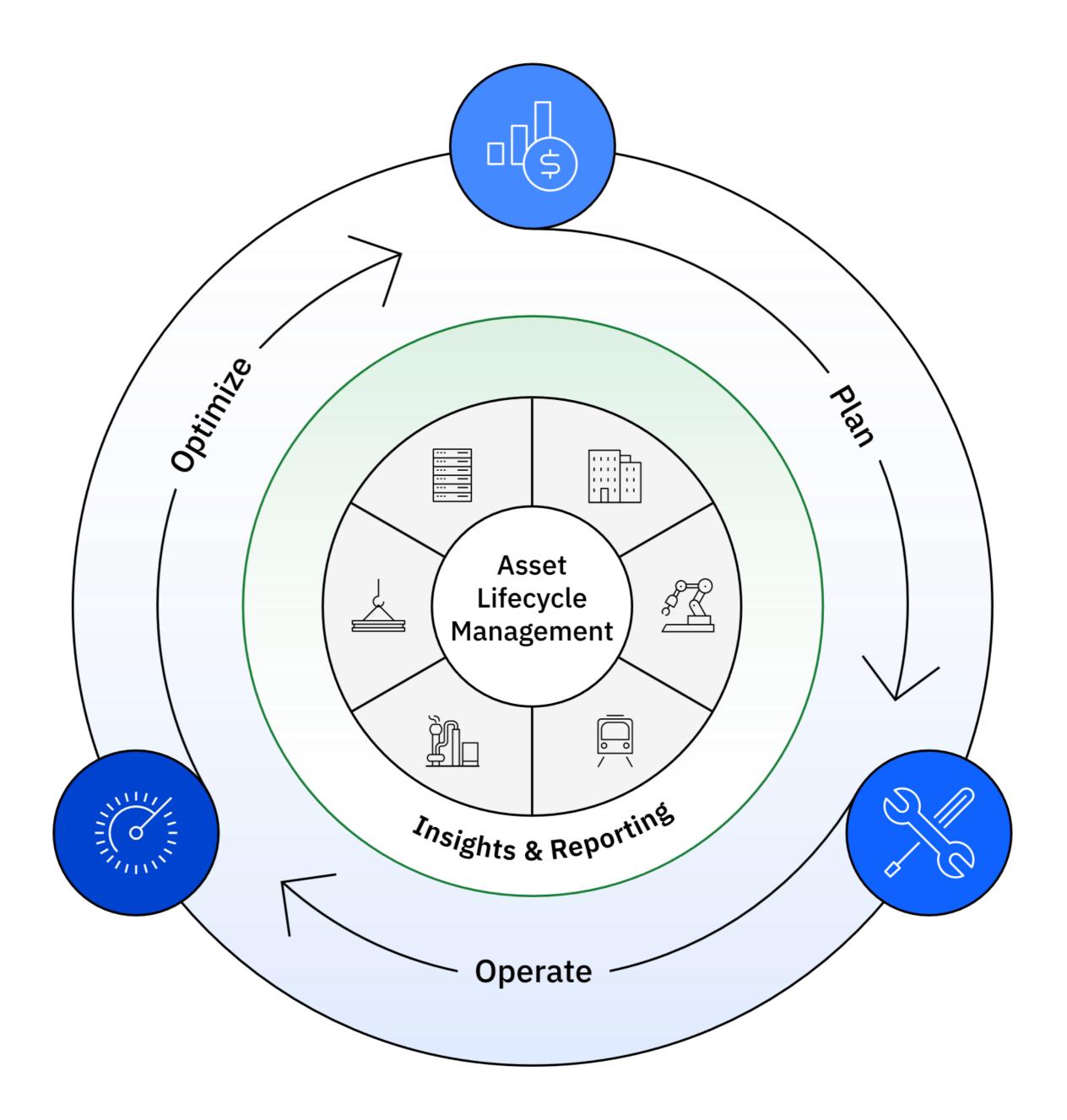
IBM Asset Lifecycle Management / © 2025 IBM Corporation





Our vision is to optimize the full lifecycle of assets through an integrated solution

- Data and process silos blind nearly 80% of decision-makers to the bigger picture
- End-to-end asset lifecycle optimization drives down costs, enhances productivity and reliability, and reduces environmental impact





Advance asset management with IBM asset lifecycle management solutions

Extend the lifespan of assets.

Reduce maintenance and operations costs.

Manage risk associate with availability and sustainability

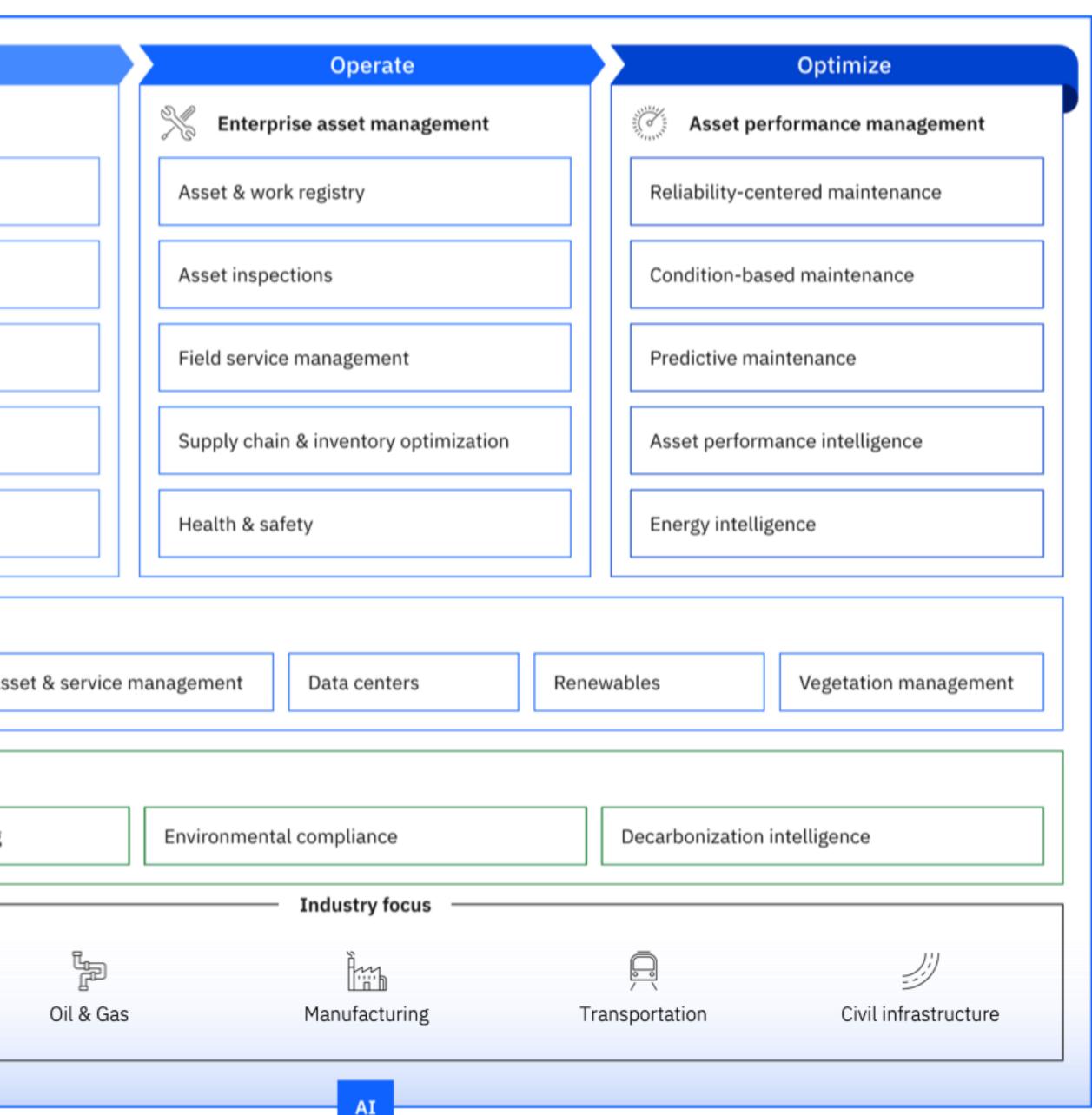
Optimize real estate portfolios throughout their lifecycle

	Plan
	□। ♣ Asset investment planning
	Investment planning
	Total cost of maintenance
	Capital planning
	Project & portfolio management
	ESG & climate risk
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	Asset class solutions
	Real estate & facilities IT as
	Environmental solutions
	Corporate sustainability reporting
L	
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	Energy & Utilities









Built with watsonx

IBM is recognized as a leader across all segments

Verdantix Green Quadrant results

verdantix

Green Quadrant Asset Performance Management Solutions

Leader



Enterprise Asset Management



Green Quadrant Asset Performance Management Solutions

Leader



Asset Performance Management

verdantix

Green Quadrant Connected Portfolio Intelligence Platforms (CPIP/IWMS)

Leader

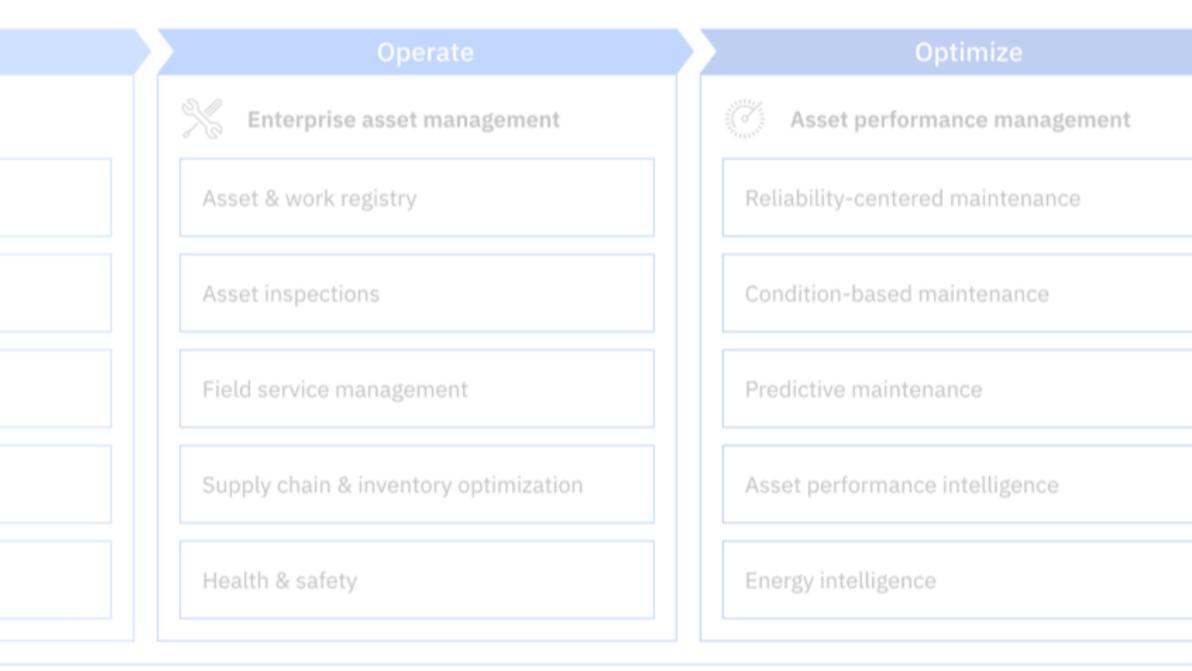


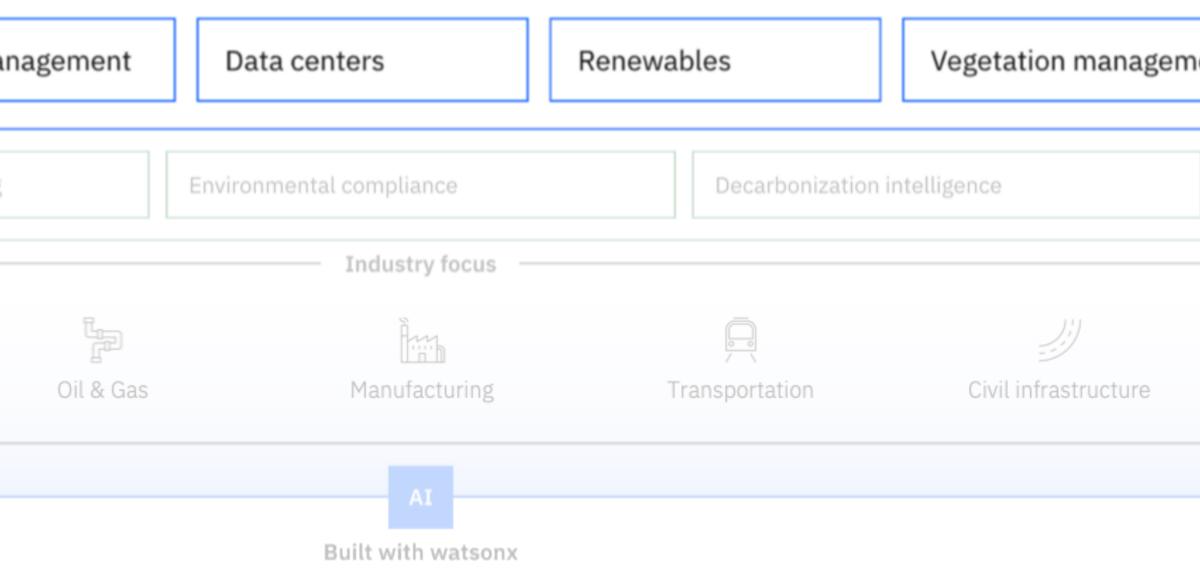
Connected Portfolio Intelligence Platforms (IWMS)

Asset class solutions provide extended capabilities that these classes require

- Extended capabilities are complete within the context of that asset class
- Can also be blended with core ALM functions as applicable

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Maximo Real Estate and Facilities will be an asset class solution within Maximo

- Solution meets the unique needs of Corporate Real Estate
- Retains all the underlying infrastructure from the core ALM solution
- Configurable to variations in users' processes

Plan	
□ 🔓 Asset investment pla	anning
Asset class solutions	
Real estate & facilities	IT a
Real estate and lease management	Ca pl
Platform	
Ecosystem Accelerators	

	Operate		Optimize			
S E	K Enterprise asset management		Asset performance management			
sset & service managemer	nt Data centers	Renewables	Vegetation management			
apital projects and anning	Space optimization and workplace experience	Energy monitoring & facility	Maintenance and operations			
	3rd party Ap	p integration				
	AI Built with watsonx					

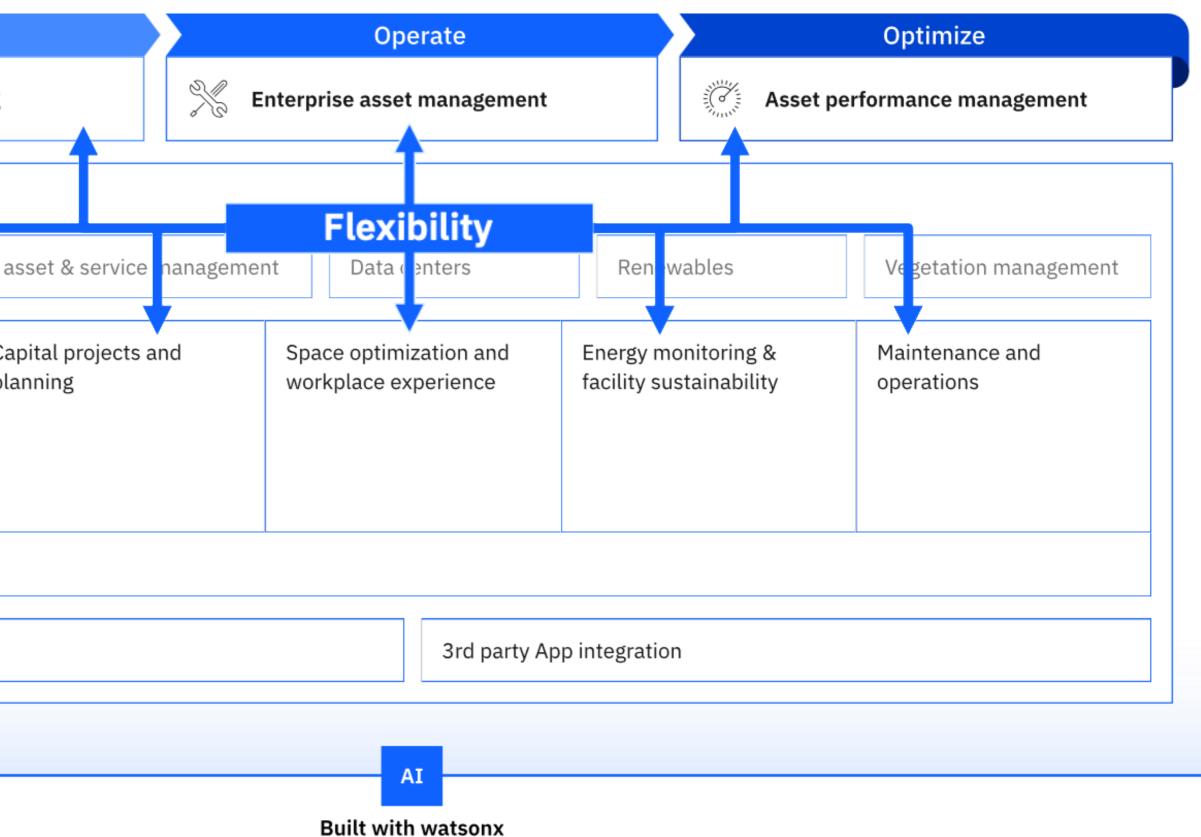
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Capabilities from asset class solutions can be used with any asset

- This further extends MAS' reach as a complete enterprise solution
- Large enterprises may lease many types of assets that require lease management
- Capital project management can be applied universally to manage vendors, bids, payments and track progress
- The management of subdivided space and its' reservation, aids improved asset management
- Reservations can be set up for shared-use assets

IBM Asset Lifecycle Management / © 2025 IBM Corporation

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Real estate and lease management	Ca
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Ecosystem Accelerators	5

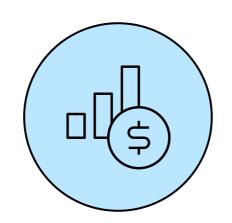


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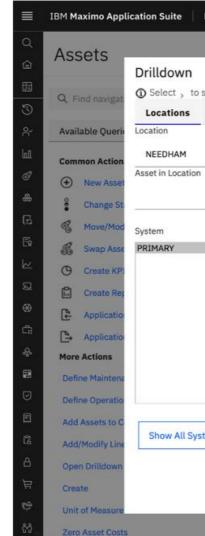
Quantify and compare the cost, risk and business outcomes associated with different asset investment strategies.

How we do it:

- Create and track capital investment plans that maximize value and drive operational strategies.
- Simplify the purchasing and contracts with ERP integration.
- Integrate assets into systems and processes while defining asset hierarchies, risk and criticality factors.



Ouration: 4Q 2024- 3Q 2034 Goal	Maintain risk	Reduce risk	Stay within bud	get		
Duration	10 years	10 years	10 years			
Target start year/ end year	4Q 2024 / 3Q 2034	4Q 2024 / 3Q 2034	40 2024 / 30 20	034		
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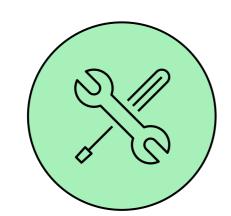
IBM Maximo: Asset hierarchies



16

Operate

Automate maintenance and operations workflows to reduce cost, risk and improve productivity.



How we do it:

- Integrated EAM and mobile software deliver essential IoT data to operations and asset management professionals, both on- or offline.
- Connect the workforce with real-time operational insights and AI assistance to improve productivity.
- Automate facility, asset and product quality inspections with AI.

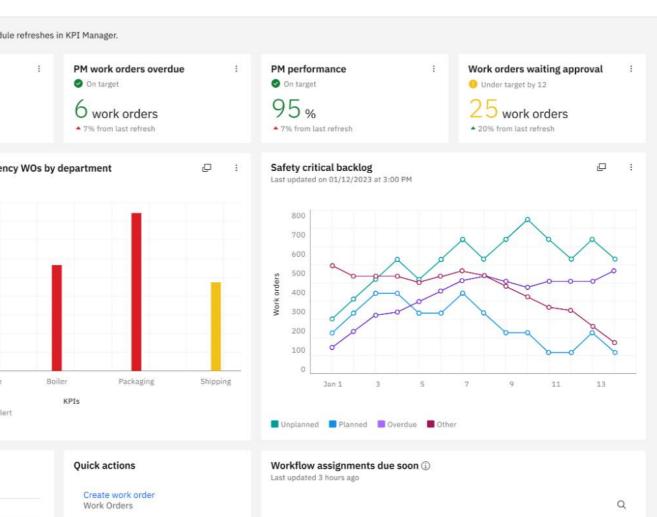
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IBM Maximo: Operational dashboard

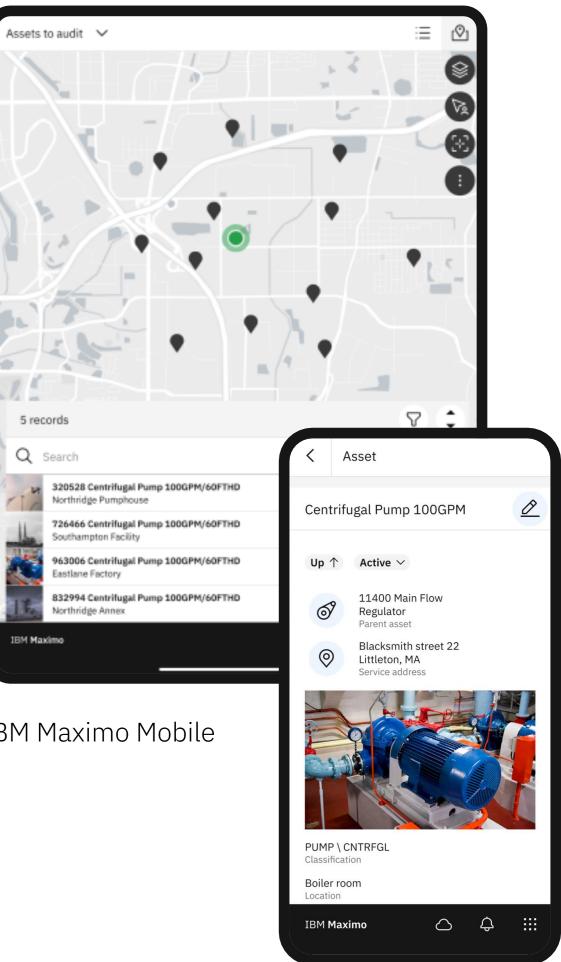
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IBM Maximo Assistant, powered by watsonx

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IBM Maximo Mobile

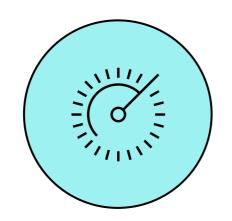


Optimize

Optimize asset performance by monitoring health and applying reliability strategies or choose to dispose

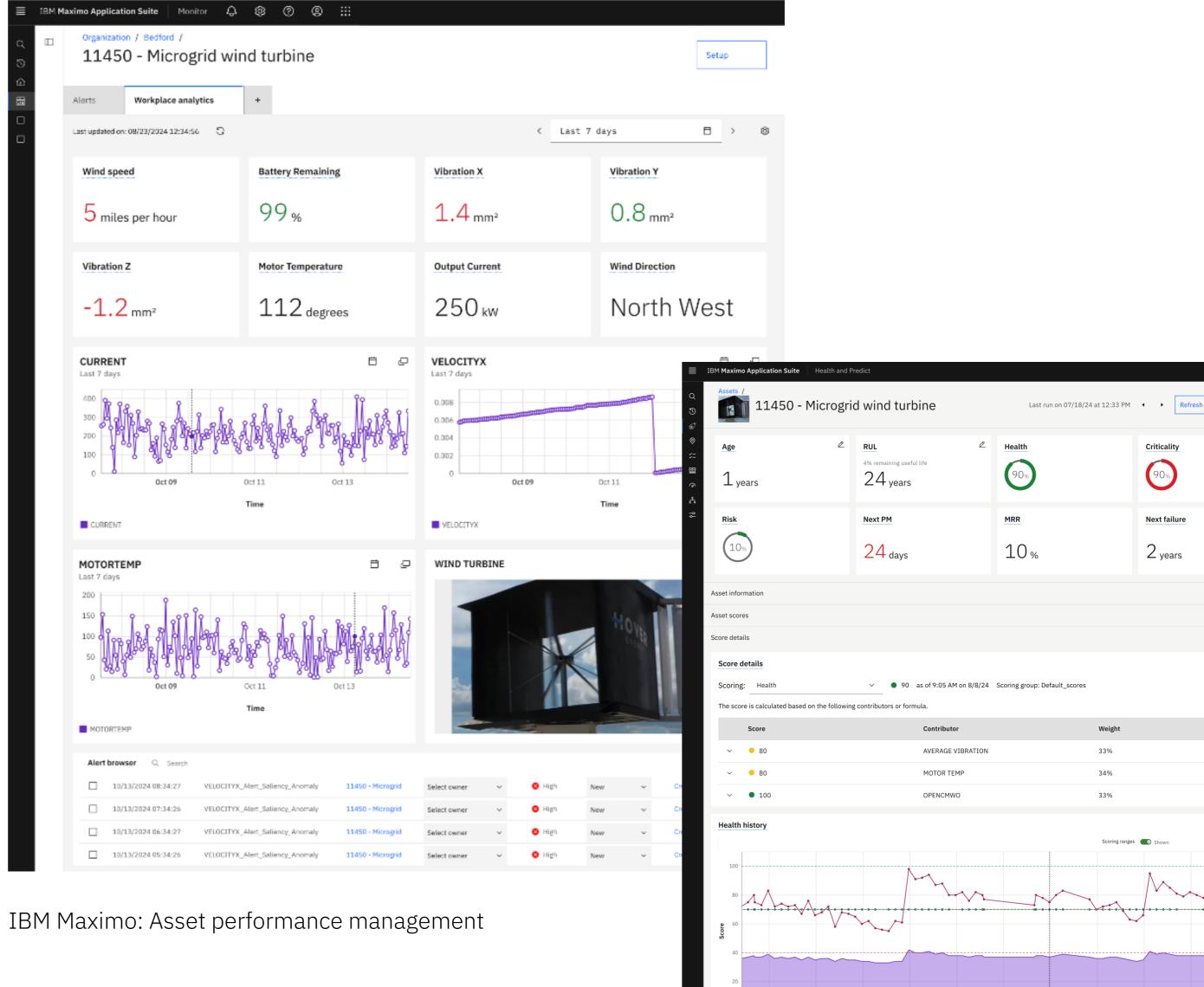
How we do it:

- Improve asset reliability with condition-based maintenance strategies.
- Predict failures and plan for repairs to extend the life of assets.
- Assist decisions on repair versus replacement for aging facilities and assets.



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IBM Maximo Application Suite



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MAS with Real Estate and Facilities provides benefits as part of an integrated suite

MAS combines TRIRIGA's industry-leading IWMS with Maximo's EAM and APM capabilities, providing a robust platform for asset lifecycle management

Simple to buy...



A single contract



Enables more authorized users to utilize software

Simple to deploy/use ...

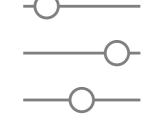




Simple installation & deployment

Built in usage Reporting



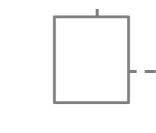


Simplified Pricing

Option to term license







Continuous Platform updates

Seamless addons

Simple to manage...





I can easily run it myself Option to have IBM run it for me



Modernized

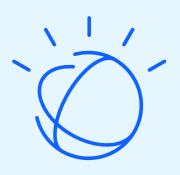
Software that runs technology stack anywhere (hybrid)

Industry leading capabilities...

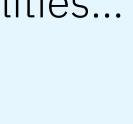


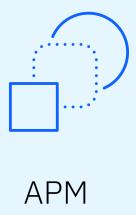


EAM



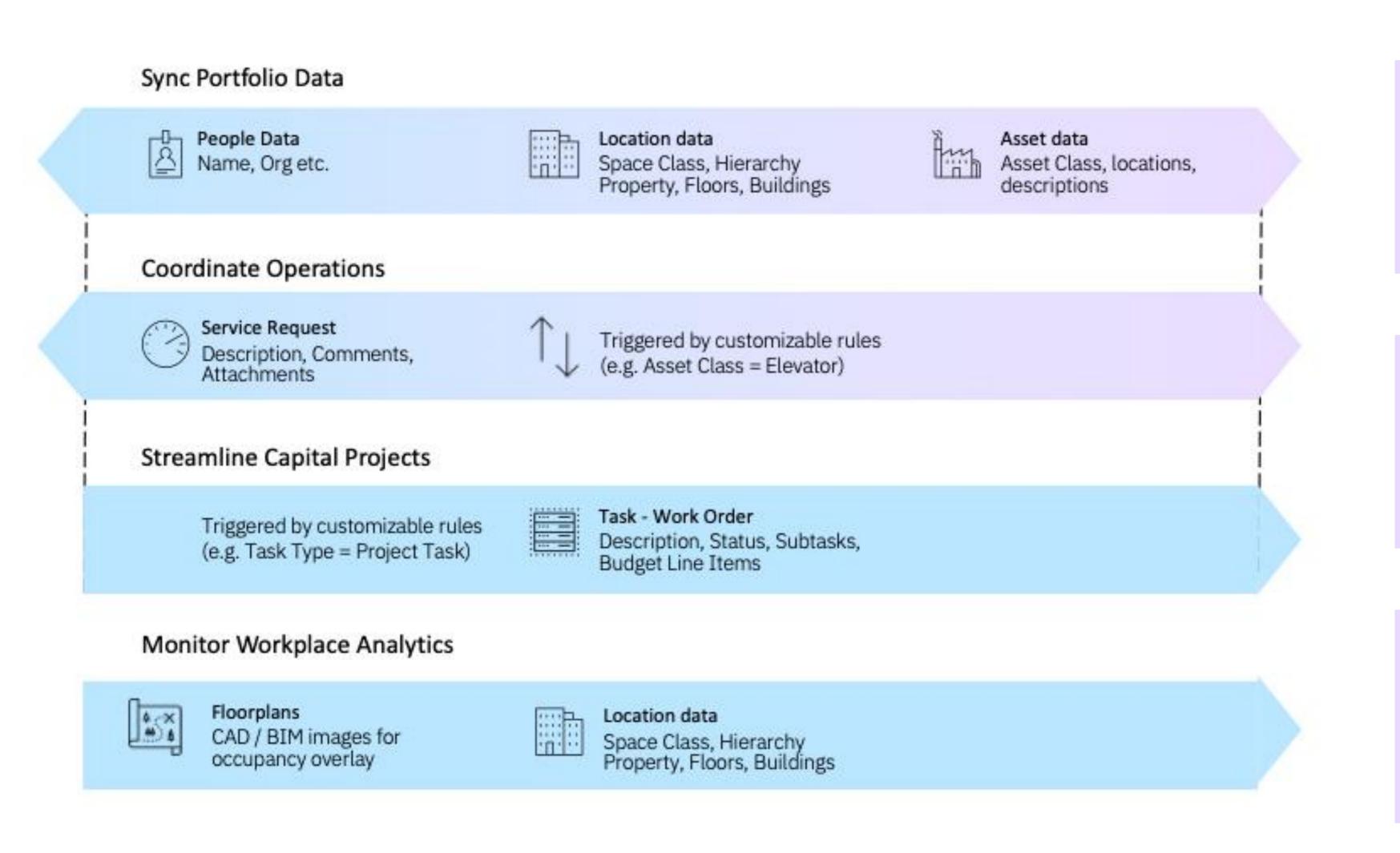
Agentic AI being added across MAS







In future releases, pre-built integrations will enable new use cases





Capital Planning & Projects

Lease Accounting & Admin Additional future capabilities...

Space & Reserve Management

Enterprises operate facilities for their workforce and customers across a complex lifecycle

Should this building/asset be leased or owned?

- Real estate portfolio planning
- Site selection
- Lease accounting regulations
- Lease administration

Do we have to build or make major renovations?

- Project management
- Program management
- Vendor selection and bids
- Contractor management

How do we keep up with maintenance needs?

- Provision service requests
- Cleaning
- Corrective maintenance
- Condition maintenance
- Warranty management

IBM Asset Lifecycle Management / © 2025 IBM Corporation



How should sustainability efforts be advanced?

- Utility consumption
- Environmental audits
- Track emissions
- ESG reporting

What is the best way to set up the space our people need?

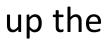
- Dynamic space planning
- Space forecasting
- Occupancy monitoring
- Facility utilization

Can we make the occupant's experience awesome?

- Employee self-service tools
- Enable space reservations through mobile or desk scan
- Indoor wayfinding
- Calendar integration
- Interactive kiosks and room panels

...the management of this lifecycle is executed through Integrated Workplace Management Systems (IWMS)

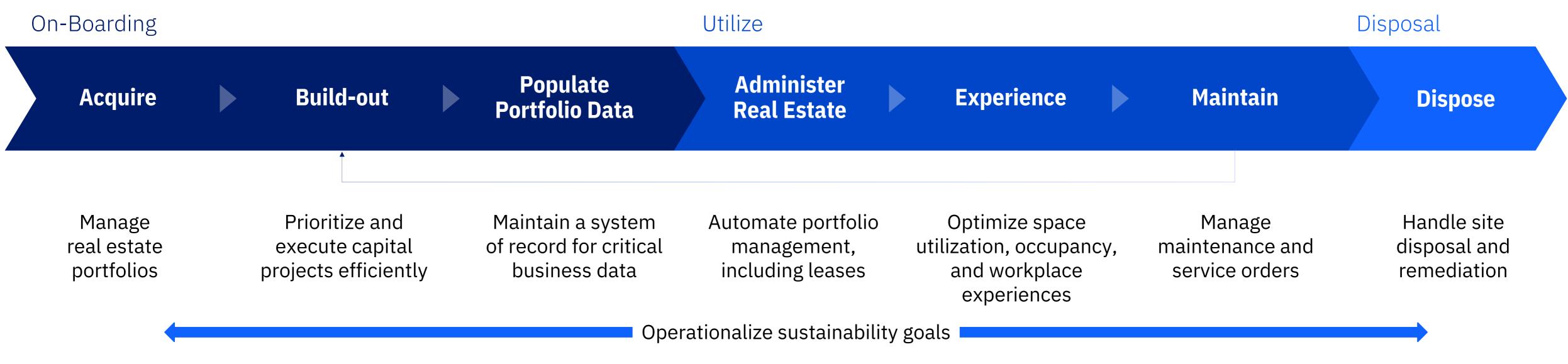








Maximo Real Estate and Facilities manages real estate throughout its lifecycle



Real Estate Strategist Lease Accounting Lease Administrator Program Manager



Project Manager

Space Manager

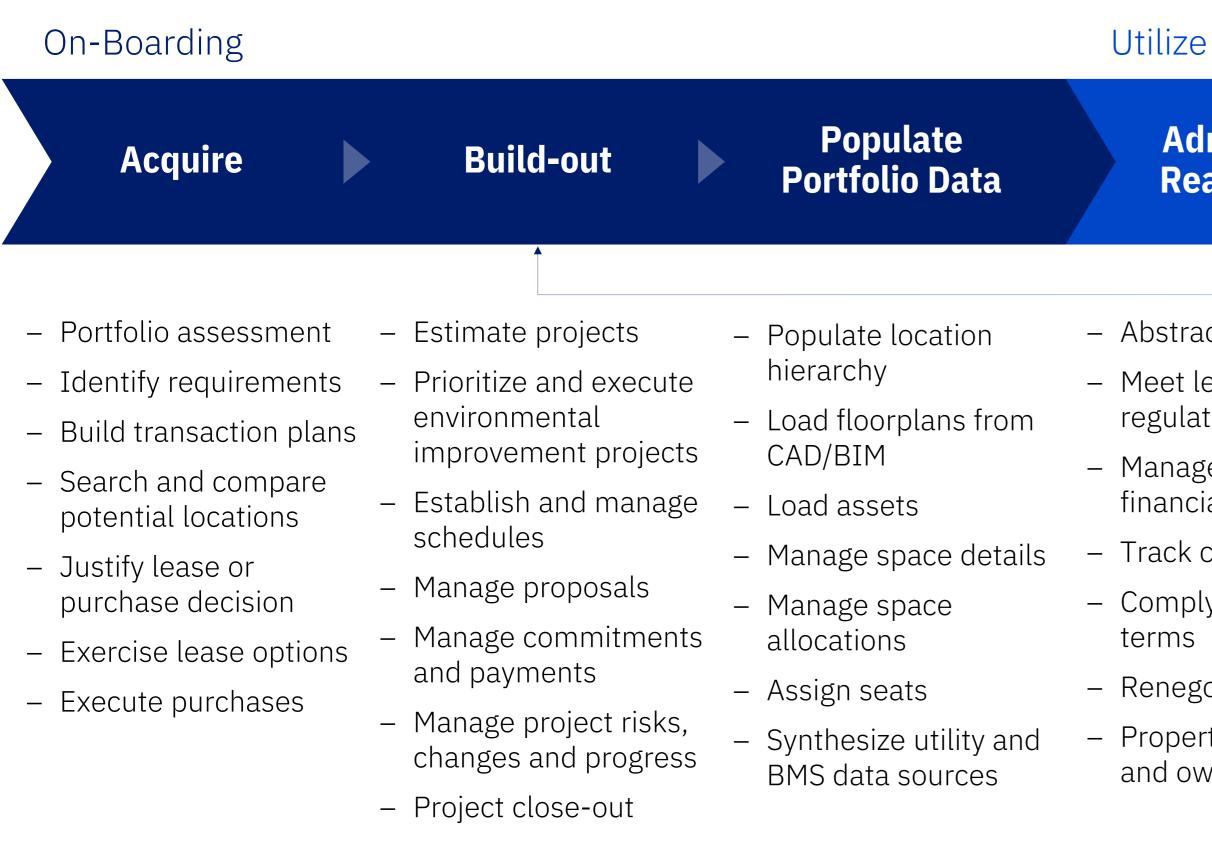
Reservation Coordinator

Facility Environmental Manager

Maintenance Manager



TRIRIGA manages real estate throughout its lifecycle

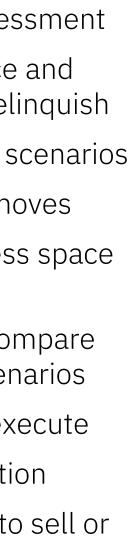


...all capabilities are available off-the-shelf and are aligned to business processes through configuration

Disposal

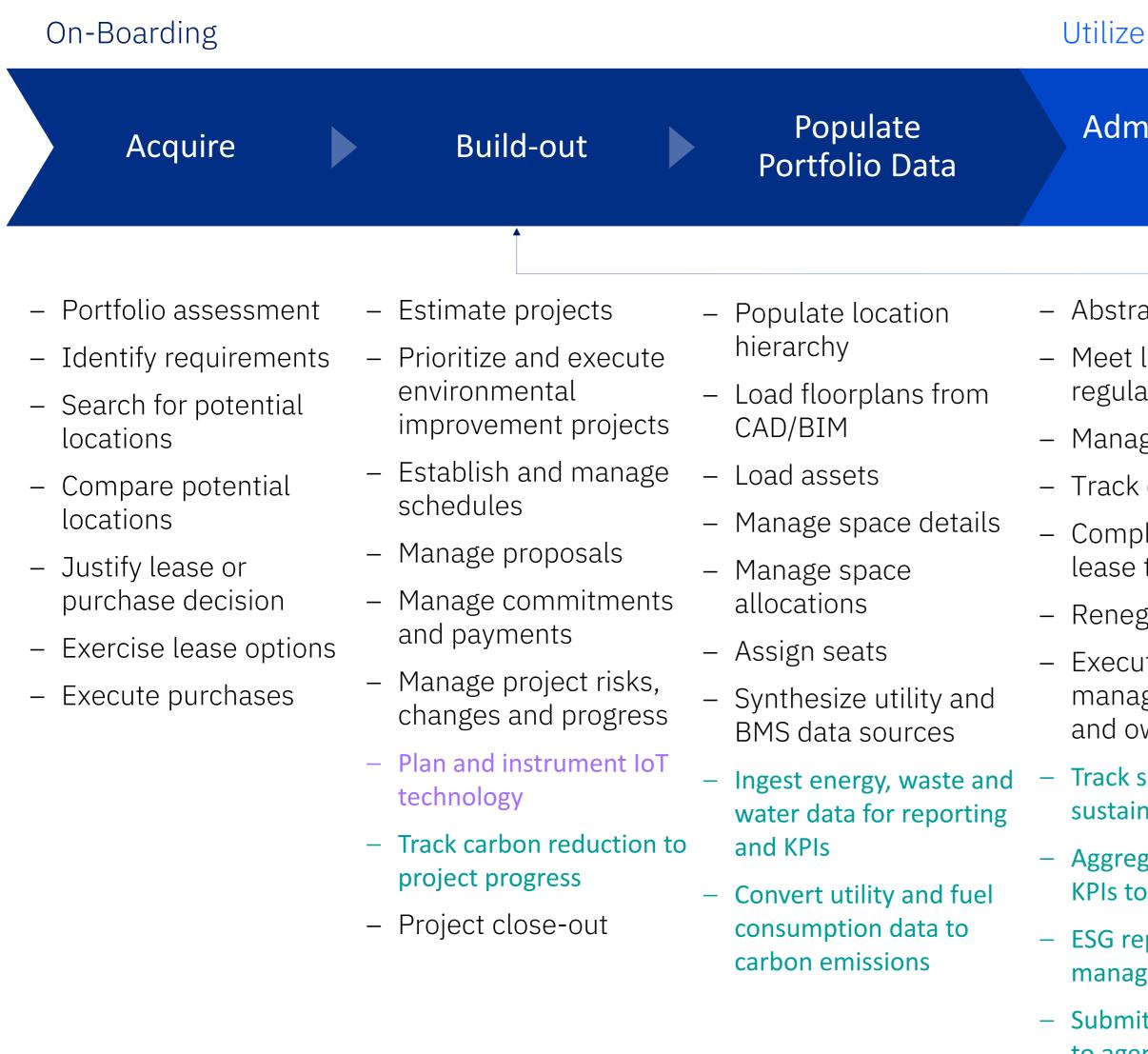
Administer Real Estate	Experience	Maintain	Dispose
estract new leases eet lease accounting gulations anage monthly lease ancials ack critical dates mply with lease ms enegotiate leases operty mgt of leased d owned properties	 Measure real time space use Validate space use Initiate and manage moves Employee workplace services portal Reserve work and meeting space Indoor wayfinding Locate colleagues	Manage work orders and service requests Manage planned maintenance Maintain parts inventory Warranty management Plan for facility component lifecycle Manage facility condition index Plan and execute local projects Identify environmental improvement projects Track utility consumption	Portfolio asses Identify space facilities to relia Model space so Implement mo Identify excess for disposal Define and con downsize scena Decide and exe Site remediatio Prepare site to return







Transitioning to ALM introduces new possibilities to extend sustainability, maintenance and asset management capabilities



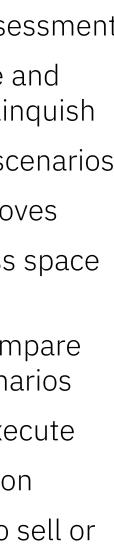
Real Estate & Facilities Asset Management Environmental Solutions

Disposal **Administer Real** Maintain Experience Dispose Estate - Portfolio reassessment – Manage work orders Abstract new leases – Measure real time and service requests space use Meet lease accounting - Identify space and – Manage planned, facilities to relinquish regulations – Validate space use predictive and condition – Manage lease financials Initiate and manage – Model space scenarios maintenance moves – Track critical dates – Implement moves - Maintain parts inventory Employee workplace - Identify excess space - Comply with services portal Warranty management lease terms for disposal - Reserve work and – Plan for facility – Define and compare – Renegotiate leases component lifecycle meeting space downsize scenarios Execute property Indoor wayfinding Manage facility - Decide and execute management on leased condition index and owned properties Locate colleagues - Site remediation Plan and execute Remote asset monitoring Track supplier - Prepare site to sell or local projects sustainability data and utilization return Identify environmental Aggregate operational Health analytics for Retire assets improvement projects KPIs to dashboards facility use and assets Report carbon savings - Track utility ESG reporting and risk HSE management from consolidation consumption management Physical and visual Submit facility rating data inspections to agencies

Mobile technician WS

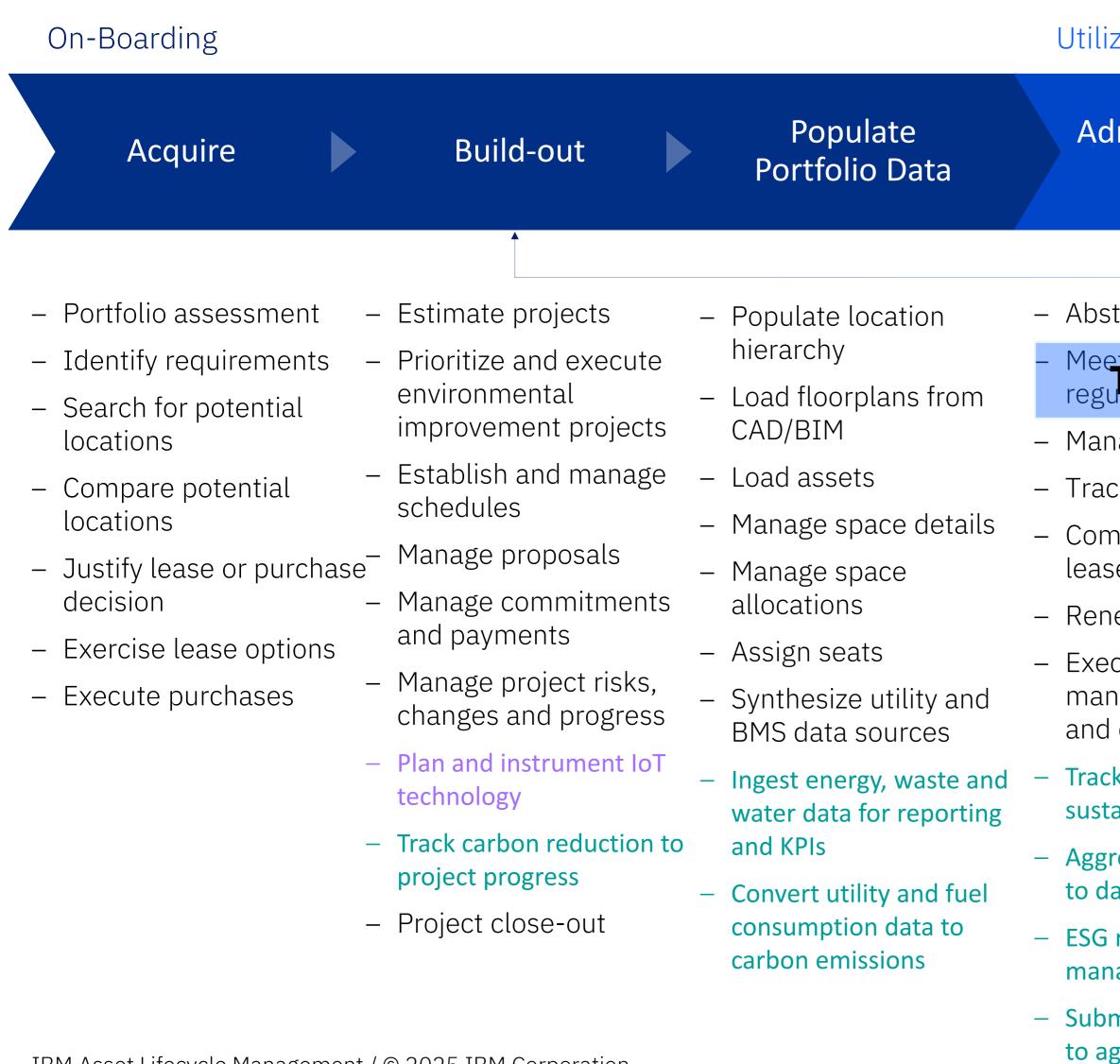








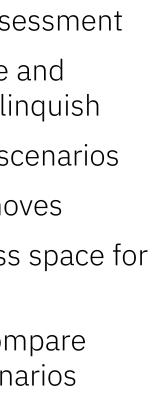
Many customers utilize just a fraction of the capabilities available to them



			ate & Facilities anagement
		Environr	mental Solutior
ze			Disposal
minister Real Estate	Experience	Maintain	Dispose
	 Measure real time space use 	 Manage work orders and service requests 	– Portfolio reass – Identify space
age lease financials	 Validate space use InitiTRIRIGAge moves 	 Man Maximo, predictive and condition maintenance 	facilities to reli – Model space s – Implement mo
	 Employee workplace services portal 	Maintain parts inventorWarranty management	y – Identify excess
egoliale leases	 Reserve work and meeting space 	 Plan for facility component lifecycle 	 Define and cor downsize scen
cute property nagement on leased owned properties	 Indoor wayfinding Locate colleagues 	 Manage facility condition index 	 Decide and exercise Site remediation
k supplier ainability data	 Remote asset monitoring and utilization 	 Plan and execute local projects 	 Prepare site to return
regate operational KPIs ashboards	 Health analytics for facility use and assets 	 Identify environmental improvement projects 	 Retire assets
reporting and risk agement mit facility rating data	 HSE management 	 Track utility consumption Physical and visual inspections 	On Report carbon s from consolidat
gencies		– Mob Maximo WS	







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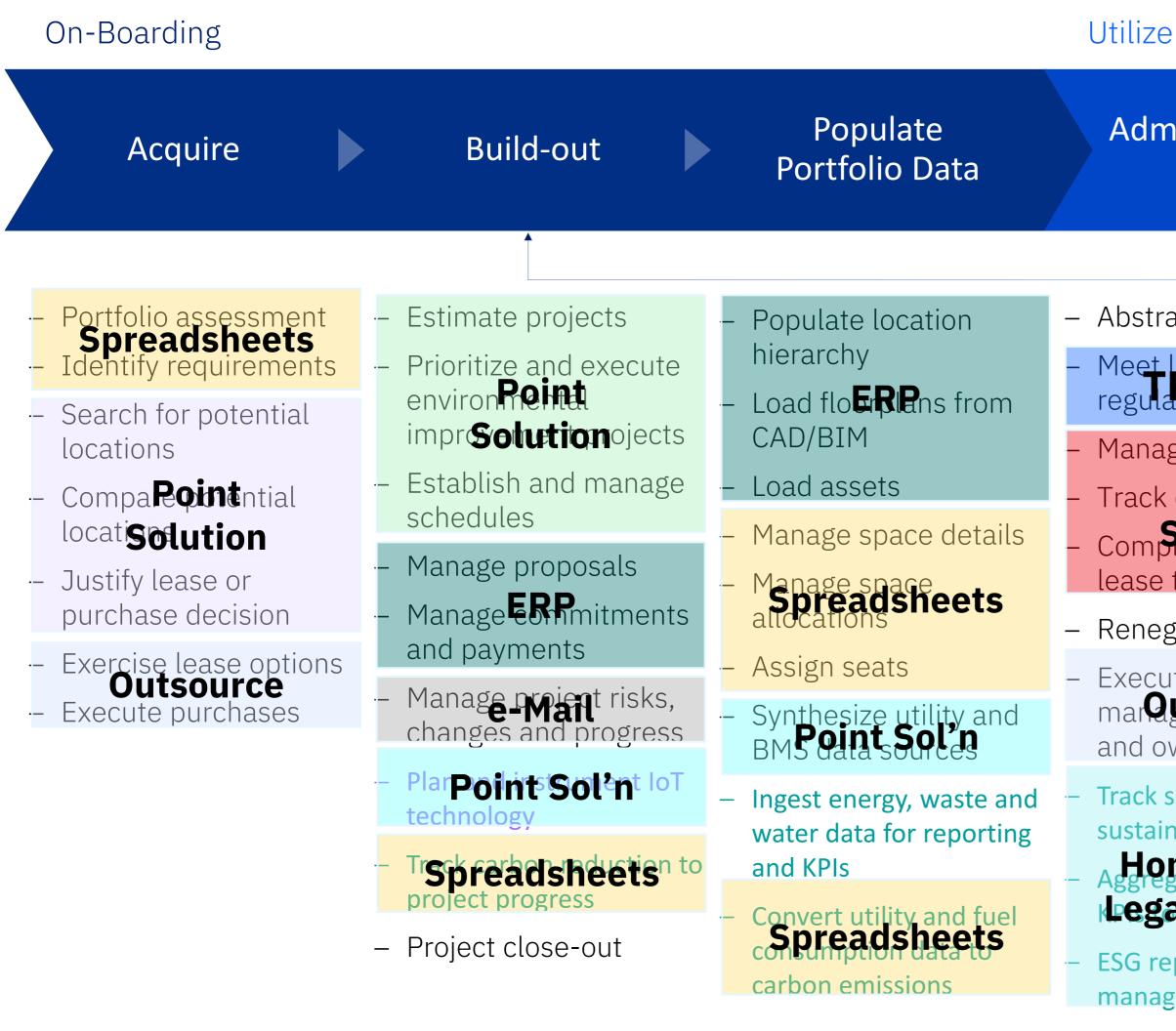
savings tion It's become clichéd to say that data is the new oil...

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...but just like oil, it can be "dirty", misunderstood, difficult to manage, and pulled from all the wrong sources."

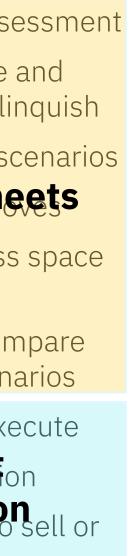


Fragmentation of systems sacrifices cost savings across asset lifecycles and limits flexibility to adjust to changing conditions



Disposal **Administer Real** Experience Maintain Dispose Estate Portfolio reassessment – Measure real time Manage work orders Abstract new leases and service requests space use Meet lease accounting regulations IGA Identify space and Man**Maximo**, facilities to relinquish Validate space use predictive and condition Initiate RIGA ge Manage lease financials Model space scenarios maintenance **Spreadsheets** moves Track c**Proint** dates Maintair**ERP**s inventor Employee workplace Homegrown services portal Comproduction Identify excess space **VSpreadsheets**ent for disposal lease terms – Plan for facility Reserve work and **Point Sol'n** meeting space - Renegotiate leases Define and compare component lifecycle downsize scenarios Execute property Indoor wayfinding Manage facility marQutsourceeased Decide and execute con**Outsource** and owned properties – Locate colleagues - Site renegiation Plan and execute – Prepare site to sell or **Track supplier** Remote asset monitoring local projects sustainability data and Point Sol'n return Homegrown/ Identify environmental Health analytics for facility Retire assets Spreadsheets Legacy System use and assets Report carbon savings Track utility consumption ESG reporting and risk HSE management from consolidation Written Logs management Submit facility rating data Mob**Maximo** WS to agencies



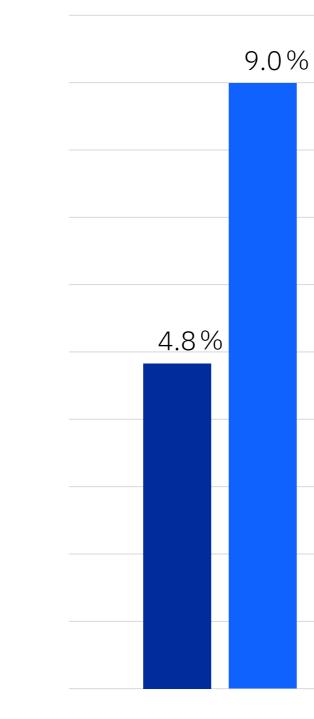




Accessible systems with reliable, representational data are foundational to trustworthy AI

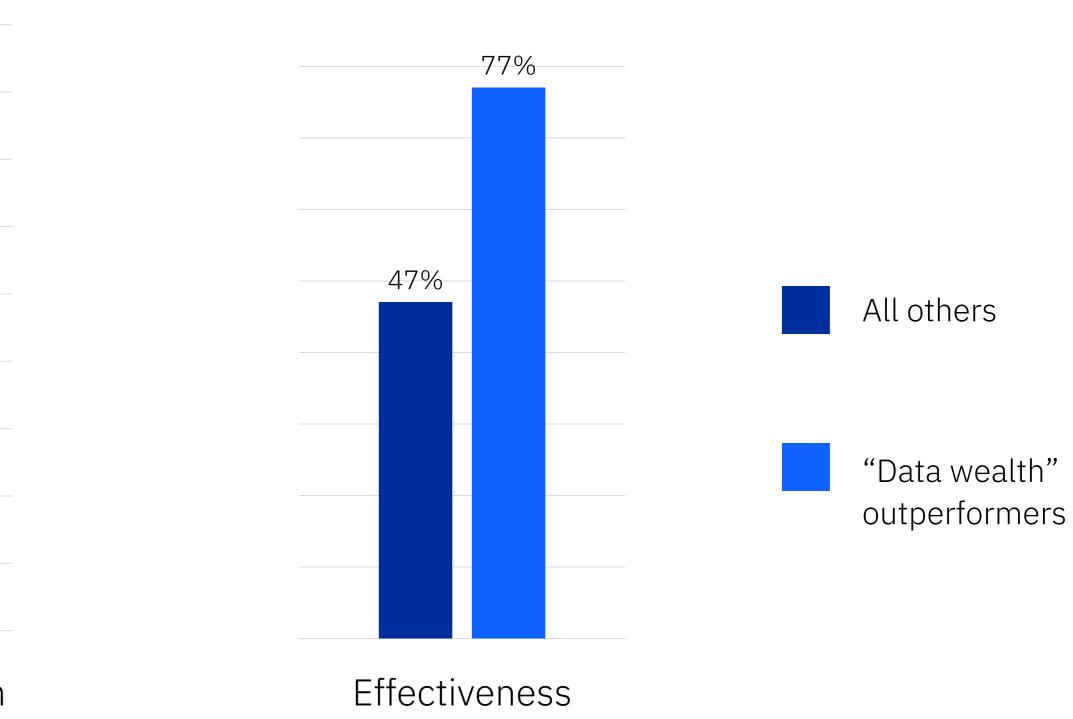
Analysis reveals that these attributes drive higher-thanaverage ROI and enable more effective AI projects ...





ROI realized from overall enterprise AI capabilities

AI effectiveness



Effectiveness of AI projects

Asset Lifecycle Management underpinned by AI

Objectives

- Boost maintenance, facilities and real estate team's productivity and skills.
- Accelerate asset modernization and maintainability with Generative AI

Benefits

- Boost asset manager productivity (new and experienced).
- Enhance asset quality and maintainability.
- Simplify and accelerate older asset maintenance

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Optimize: Reduced unplanned outages, improved uptime, smarter CapEx/OpEx decisions

Anomaly detection

- Performance intelligence
- Energy intelligence
- Outage / failure prediction
- Condition-based maintenance

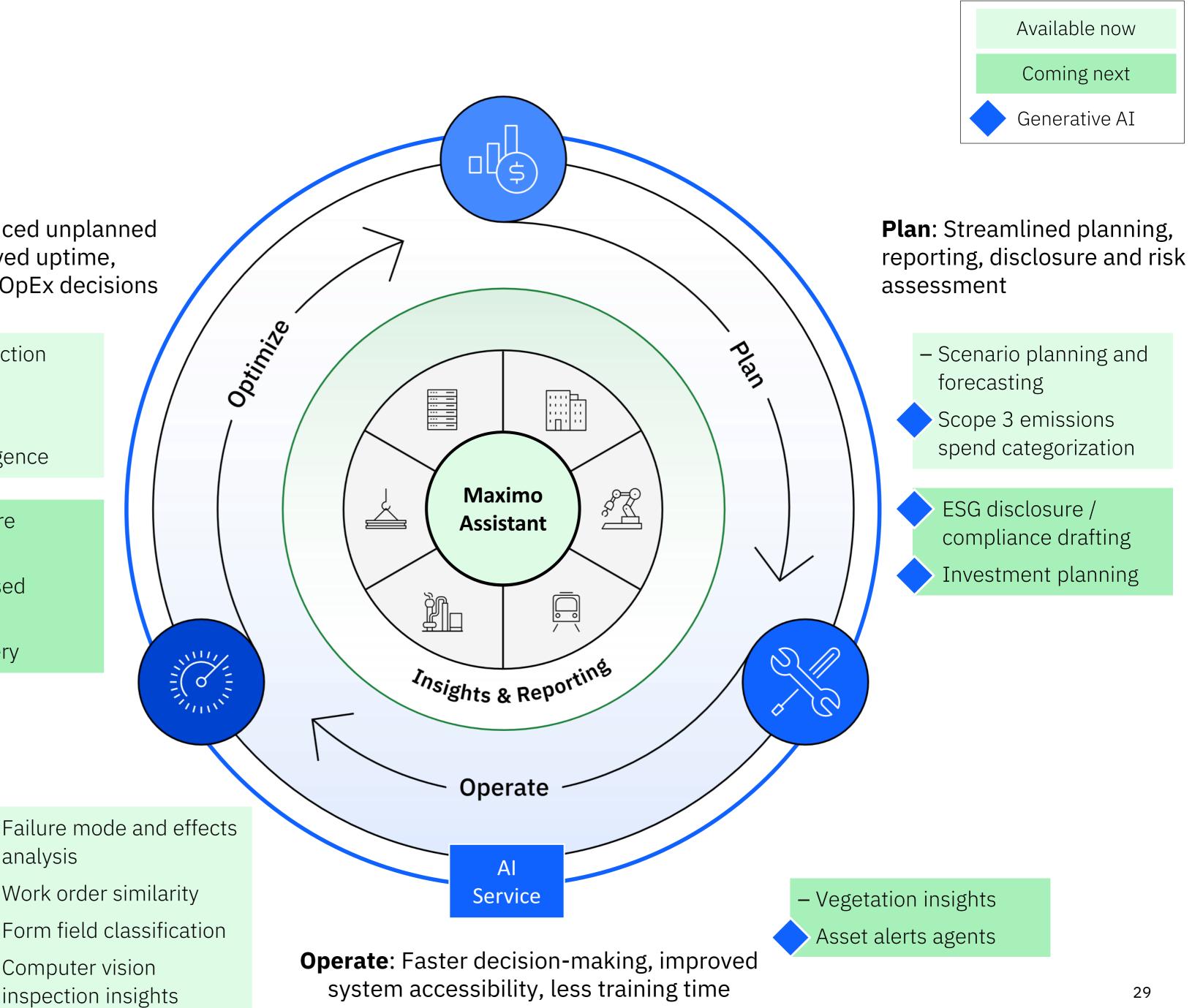
Lease discovery

analysis

Work order similarity

- Computer vision

inspection insights



Embedding AI in work processes accelerates value and fulfillment in the future

Corporate portfolio realignment

supports data-driven decisions to adapt and streamline our corporate real estate portfolio, ensuring it aligns with evolving business needs and new ways of working

Sustainability opportunities

are addressed by analyzing energy consumption patterns, optimizing resource utilization, and recommending ecofriendly practices, contributing towards achieving ESG goals

Operational excellence

automates routine tasks, streamline processes, predict maintenance needs, and provide insights for efficient space utilization, enhancing operational efficiency and contributing to cost savings and improved productivity. Also, AI enhances vendor management and financial approval processes, simplifying workflows

Enriching workplace experience

through personalized, smart workspace solutions, boosting satisfaction and well-being



The future is here

Are you



