Maximo Application Suite

MASTalk: Managing Real Estate and Facilities in MAS

Pac MUG

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IBM

CRE executives now oversee their enterprise’s second-largest cost center

Real estate is your largest controllable expense after people — and its strategic reach has never been wider.

Every decision has board-level impact

Portfolio Strategy

Align space to business goals

Lease Administration

IFRS / GAAP compliance at scale, closing accounting period

Facility Operations

Maintenance, safety, services

Space Optimization

Utilization and employee experience

Energy & Sustainability

Carbon reporting, green targets, energy optimization

Business Continuity

M&A, spin-offs, crisis readiness

IBM Asset Lifecycle Management / © 2025 IBM Corporation

But managing that portfolio has never been harder

Return-to-office mandates, M&A activity, ESG requirements, and economic pressure are converging — against a backdrop of fragmented, siloed data.

~55%

average office utilization

You're paying for real estate that sits empty on any given day.

Source: JLL Global Occupancy Benchmark, 2026

10+

disconnected systems

Most enterprises manage real estate across 10+ siloed tools — sometimes over 40.

Source: IBM IBV Global CIO Study, ALM customer references

30–50%

excess real estate

Most enterprises hold more real estate than needed — trapped capital that should be freed.

Source: Accenture.

IBM Asset Lifecycle Management / © 2025 IBM Corporation

Connecting portfolios to work models drives strategy

Real Estate system inputs

- Space utilization
- Facility usage
- Maintenance costs
- Facility condition
- Total facility costs
- Lease terms
- Lease end dates
- Sustainability standards

Strategic business considerations

- Growth or downsizing
- Mergers, acquisitions or divestitures
- Economic shifts
- Business continuity readiness
- Talent attraction capability
- Workforce experience profile
- Sustainability objectives
- Comfort with new work models

Real Estate system execution

- Lease termination/review
- Project management
- Move coordination
- Space optimization
- Site cleanup/ remediation

Corporate Real Estate priorities keep shifting, from crisis to hybrid to AI–Maximo adapts at every step

Pre-Pandemic

Context: Full in-office presence, cost optimization

Space Priorities: Assigned desks, meeting room booking, densification

Key Metrics: Seat utilization vs. headcount

Crisis Response

Context: Remote work, essential staff only.

Space Priorities: De-densify, cleaning protocols, contact tracing.

Key Metrics: Health compliance, essential occupancy caps.

Managed Return

Context: Gradual RTO, health attestations, distancing.

Space Priorities: Cohort scheduling, circulation planning, touchless access.

Key Metrics: Attendance vs. phase targets, density per zone.

Hybrid Normalization

Context: Hybrid dominates, talent retention focus.

Space Priorities: Hoteling, collaboration zones, experience amenities.

Key Metrics: Peak vs. average utilization, collaboration space turnover.

Digital Consolidation

Context: Stricter RTO, cost pressure, tech adoption.

Space Priorities: Portfolio consolidation, sensor-driven optimization.

Key Metrics: Cost per employee, policy compliance, tech ROI.

Intelligent Workplace

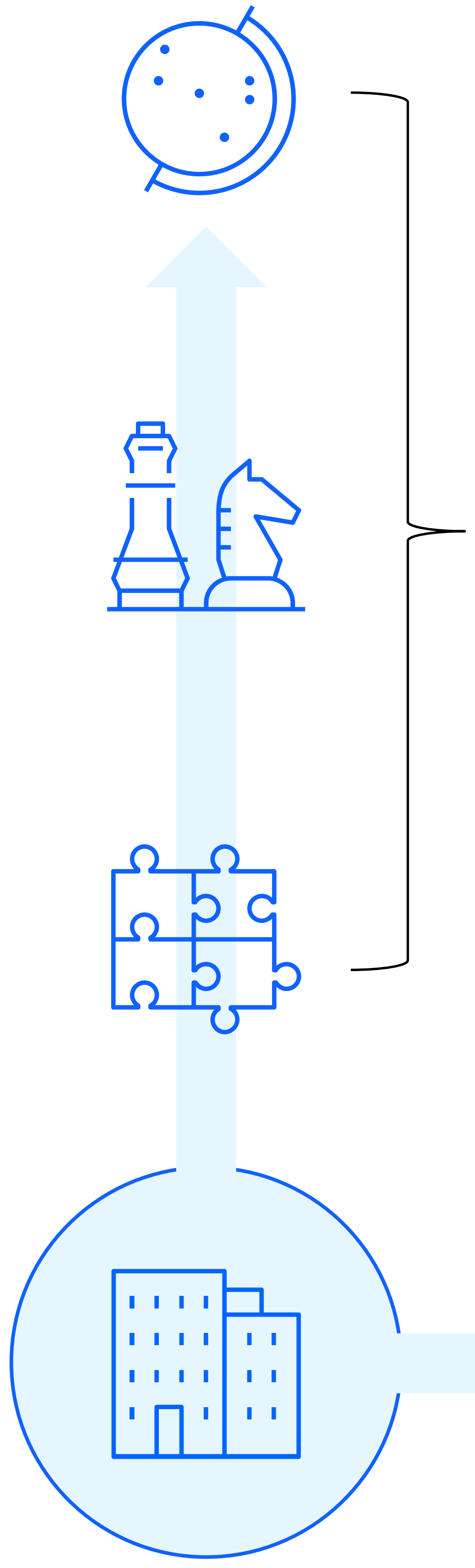
Context: Flight to quality, economic uncertainty, AI in CRE/FM.

Space Priorities: Premium sustainable assets, predictive maintenance, AI optimization.

Key Metrics: WELL/LEED scores, energy intensity, AI-driven savings.

As Corporate Real Estate has become more strategic, its mandate has expanded

Elevation of strategic focus



- **Workplace Strategy & Employee Experience**

  CRE shifts to flexible, wellness-focused spaces for hybrid work
- **Technology Integration**

  CRE leverages smart building tech, IoT, and digital twins to optimize space and lifecycle planning
- **Financial and Portfolio Optimization**

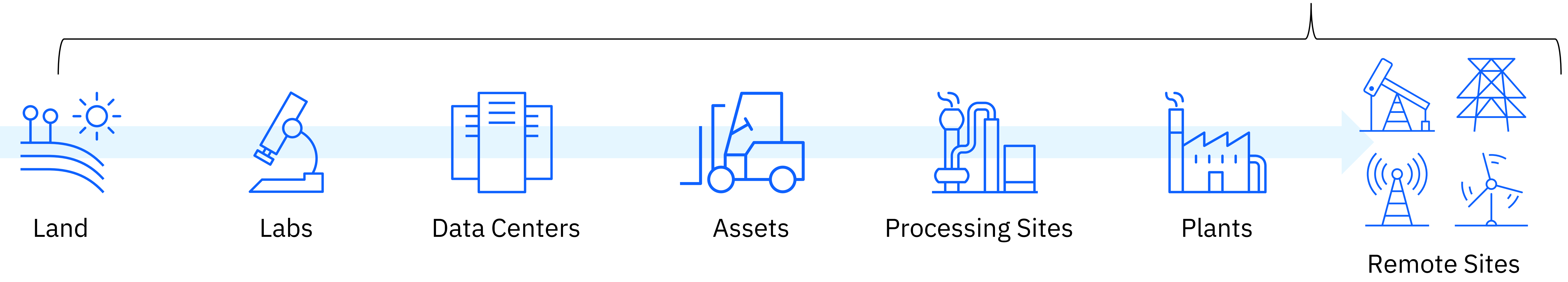
  CRE manages portfolios and assets by adjusting footprints, lease and ownership strategies, and optimizing locations

- **Supply Chain Resilience**

  Global supply chain volatility has pushed CRE to take on manufacturing and distribution oversight
- **Integrated Asset Strategy**

  Real estate is now seen as a unified enterprise portfolio as assets drive cost, risk, and sustainability
- **ESG Monitoring and Compliance**

  Manufacturing and logistics sites drive high carbon emissions, so CRE teams implement energy efficiency, renewable energy, and compliance reporting



Expansion of sites and assets

Technology shapes how we work and is driven by clear objectives

Dynamic

- Flexible layouts
- Forecast space
- Simplify moves

Cost-Effective

- Utilization insights
- Optimize costs
- Manage chargebacks
- Optimize assets

Safe & Engaging

- Easy navigation
- Quick reservations
- Connected teams
- Access to what people need

Maximize space. Minimize cost. Empower people.

ALM extends sustainability, maintenance and asset management capabilities in optimizing real estate lifecycles

RE&F
Manage
Envizi

On-Boarding | Utilize | Disposal

Acquire ▶ Build-out ▶ Populate Portfolio Data | Administer Real Estate ▶ Experience ▶ Maintain | Dispose

Acquire
- Portfolio assessment
- Identify requirements
- Search for potential locations
- Compare potential locations
- Justify lease or purchase decision
- Exercise lease options
- Execute purchases

Build-out
- Estimate projects
- Prioritize and execute environmental improvement projects
- Establish and manage schedules
- Manage proposals
- Manage commitments and payments
- Manage project risks, changes and progress
- Plan and instrument IoT technology
- Track carbon reduction to project progress
- Project close-out

Populate Portfolio Data
- Populate location hierarchy
- Load floorplans from CAD/BIM
- Load asset registry
- Manage space details
- Manage space allocations
- Assign seats
- Synthesize utility and BMS data sources
- Ingest energy, waste and water data for reporting and KPIs
- Convert utility and fuel consumption data to carbon emissions

Administer Real Estate
- Abstract new leases
- Meet lease accounting regulations
- Manage lease financials
- Track critical dates
- Comply with lease terms
- Renegotiate leases
- Execute property management on leased and owned properties
- Track supplier sustainability data
- Aggregate operational KPIs to dashboards
- ESG reporting and risk management
- Submit facility rating data to agencies

Experience
- 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
- Remote asset monitoring and utilization
- Health analytics for facility use and assets
- HSE Management

Maintain
- Manage and route service requests and demand work orders
- Manage planned, predictive and condition maintenance
- Maintain parts inventory
- Warranty management
- Mobile technician WS
- Plan for facility component lifecycle
- Manage facility condition index
- Physical and visual inspections
- Plan and execute local projects
- Identify environmental improvement projects
- Track utility consumption

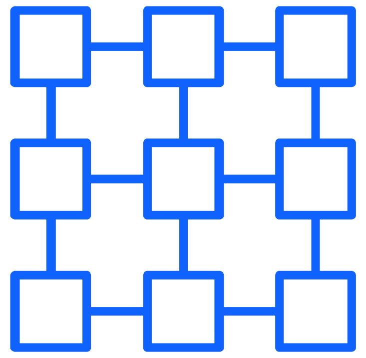
Dispose
- Portfolio reassessment
- Identify space and facilities to relinquish
- Model space scenarios
- Implement moves
- Identify excess space for disposal
- Define and compare downsize scenarios
- Decide and execute
- Site remediation
- Prepare site to sell or return
- Retire assets
- Report carbon savings from consolidation

No two enterprises are the same

Software must be adaptable to run unique processes within a unified system

The common platform

Every IWMS vendor competes on this ground.
This is table stakes — not differentiating.



Portfolio & agreements

Real estate · Assets · Leases · Purchase orders

Full lifecycle

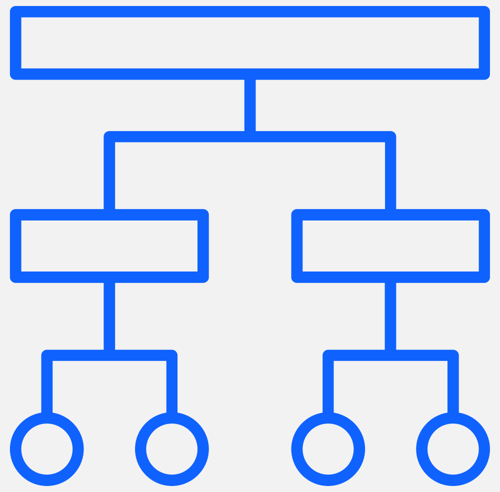
Acquire · Build-out · Administer · Experience · Dispose

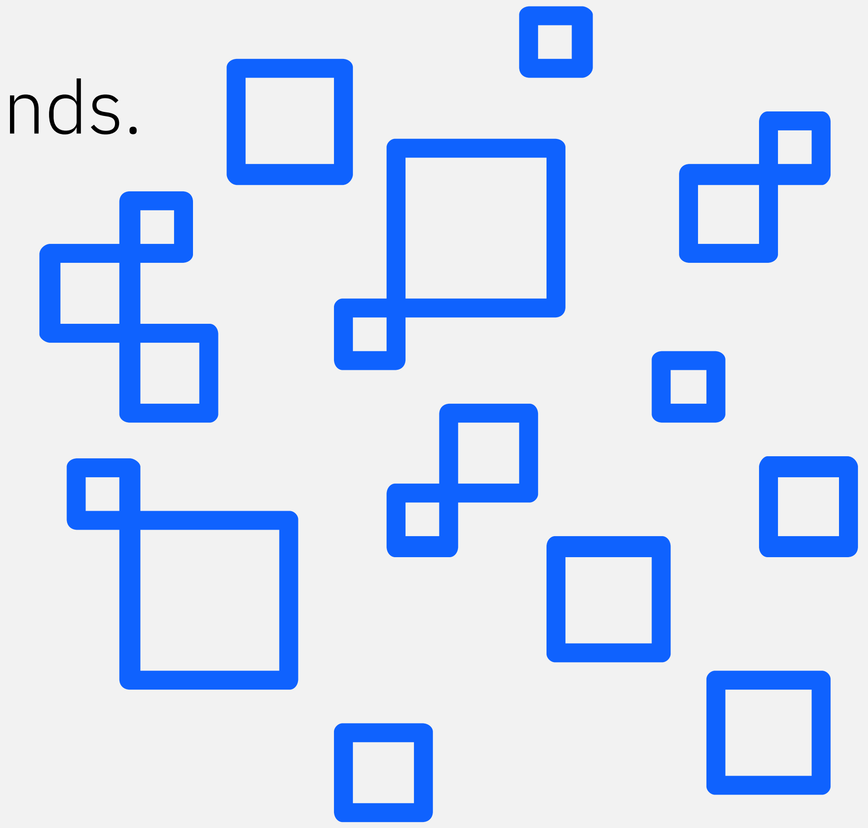
Functional disciplines

Real estate · Space · Services · Capital · Projects

The adaptive advantage

Industry and business model complexity require a platform that adapts — not one that forces workarounds.





Industry complexity

Retail · Automotive · Healthcare · Rail · Telecom · O&G · Hospitality

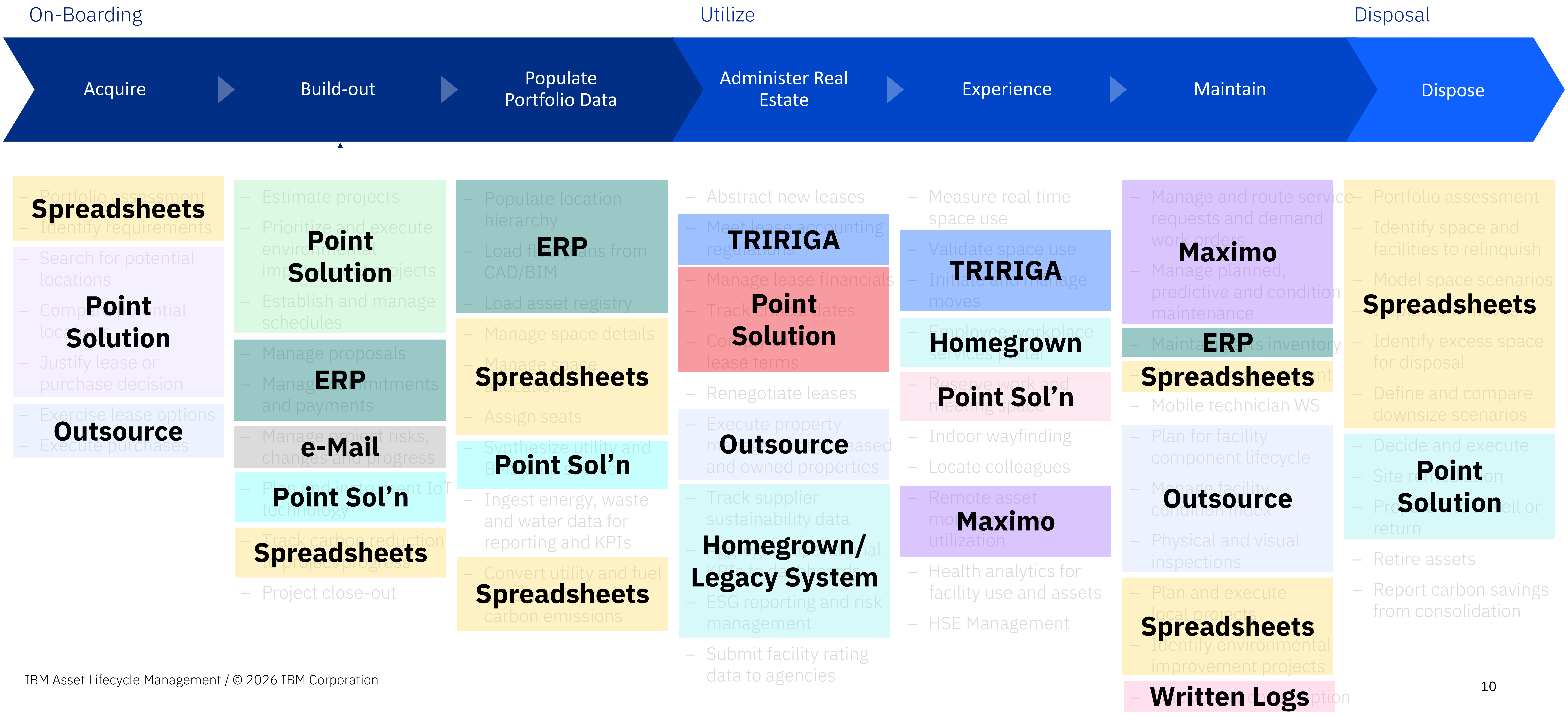
Business model nuances

Regulation · Portfolio type · Work models · Geography · Ownership structures

One platform. Unlimited configurations.

Customer environments often look like this

Fragmentation leads to complex decision-making processes, increased risks, higher costs, inefficiencies, and missed opportunities for optimization



Fragmentation costs your team every day

Lease compliance at risk

Critical dates buried in spreadsheets. A missed termination window on a single large lease can cost millions.

Reactive maintenance dominates

Without oversight, FM teams respond to failures. Reactive maintenance costs 3–5× more than planned work.

Reporting is manual and slow

Period close takes weeks. ESG reports require manual data pulls. The CFO wants numbers you cannot produce fast enough.

Space decisions are gut-feel

Occupancy data is stale or absent. Portfolio decisions are made on instinct, not utilization evidence.

Safety incidents fall through cracks

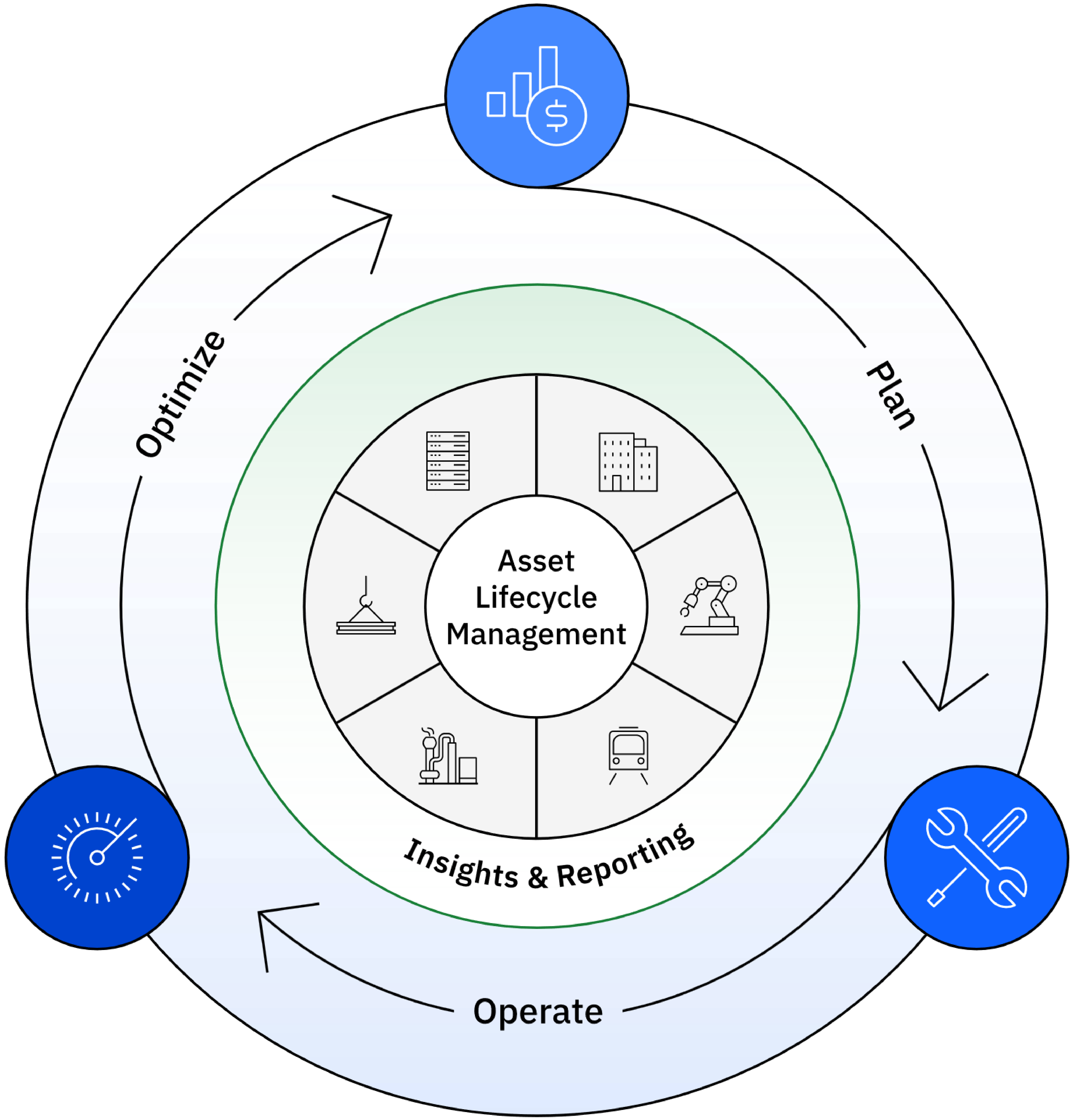
Without integrated HSE tracking, incidents go unrecorded, trends go unnoticed, and compliance gaps accumulate.

M&A creates operational chaos

Mergers and spin-offs require rapid facility inventory. Fragmented data makes rapid response dangerously slow.

IBM optimizes the full lifecycle of assets through an integrated solution

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	Operate	Optimize
Asset investment planning Drive asset lifecycle value through automated scenario planning and data-informed investment decisions.	**Enterprise asset management** Streamline operations with automated workflows managing assets, inventories and workforce.	**Asset performance management** Boost asset reliability and availability with insights from condition monitoring and analytics.

Asset class solutions

Maximo Real Estate and Facilities (ex-TRIRIGA) remains fully functional with Maximo Application Suite

Environmental solutions

Improve asset resiliency with environmental data, analytics and reporting tools.

Industry focus

Retail | Financial and Insurance | Government | Healthcare | Transportation

AI

Pre-integrated AI for decision support and workflow automation.

To integrate Maximo Real Estate and Facilities into MAS, asset data and location data will remain in separate databases

Maximo Application Suite.

Manage

Real Estate and Facilities

Out of the Box Integrations

Asset Database driven by Manage

- Asset hierarchy
- Asset Performance Management
- Dispatch
- Scheduler

Location Database driven from MREF

- Geography down to Sub-space
- Space Management / Reserve
- Lease admin / accounting
- Capital projects / planning

- **MAS will maintain two separate databases**—one for Manage and one for Real Estate & Facilities
- **The strategy is to keep them linked, not merged**, using real-time synchronization for key data elements
- **For now, Db2 deployments require two separate installations** if Db2 is the chosen database provider
  - This requirement will be removed in a future release (date TBD)

Integration within MAS enables new use cases that previously required separate services

.... future capabilities will be added across the suite

Maximo provides the most advanced asset lifecycle management solutions

IBM Maximo Application Suite goes beyond traditional IWMS to unify real estate, facilities, assets, safety, inspections, and field operations on a single AI-powered platform

Plan

Asset investment planning

- Investment planning
- Total cost of maintenance
- Capital planning
- Project & portfolio management
- ESG & climate risk

Operate

Enterprise asset management

- Asset & work registry
- Asset inspections
- Field service management
- Supply chain & inventory optimization
- Health & safety

Optimize

Asset performance management

- Reliability-centered maintenance
- Condition-based maintenance
- Predictive maintenance
- Asset health intelligence
- Energy intelligence

Asset class solutions

- Real estate & facilities
- IT asset & service
- Data centers
- Renewables
- Linear

Environmental solutions

- Corporate sustainability reporting
- Environmental compliance
- Decarbonization intelligence

Industry focus

- Energy & Utilities
- Retail
- Financial and Insurance
- Government
- Healthcare

AI

Built with watsonx

We're excited to sprint toward the future

The Application Suite architecture "heavy" development is largely completed

More aggressive focus on new cross-MAS use-cases and differentiating capabilities

Deeper AI capabilities embedded throughout MAS

Are you ready?

IBM