

Maximo Application Suite

MASTalk:
Managing Real Estate and Facilities in MAS



Pac MUG
June 2026

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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

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

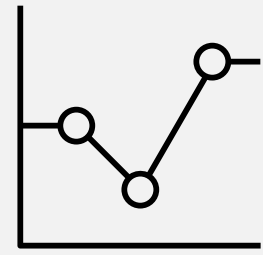
30–50%

excess real estate

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

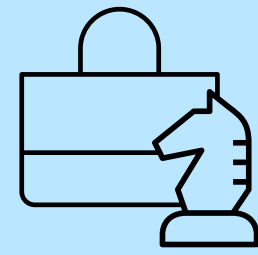
Source: Accenture.

Connecting portfolios to work models drives strategy



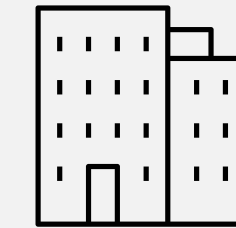
Real Estate system inputs

- 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.

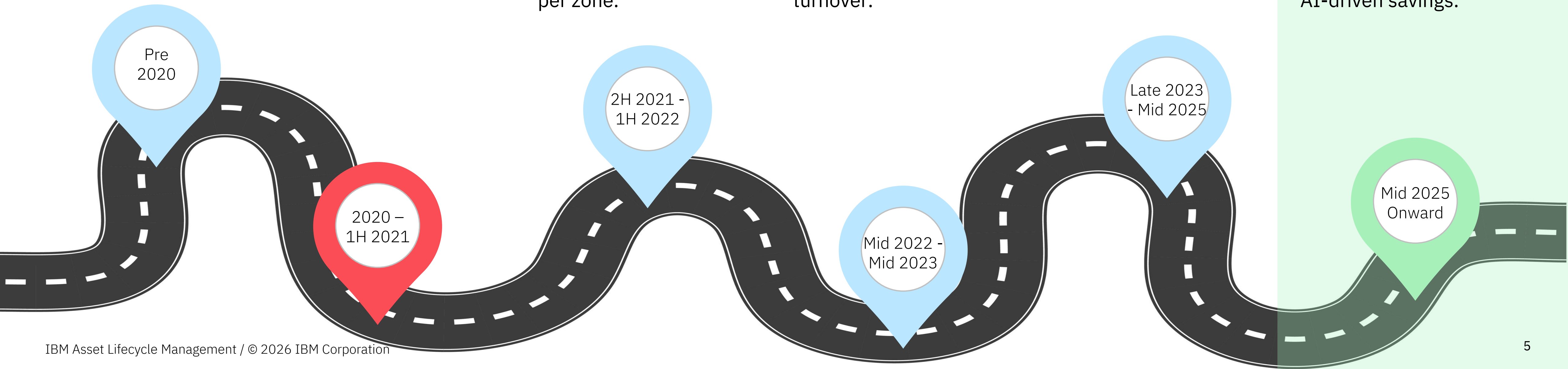
Key Metrics: Cost per employee, policy compliance, tech ROI.

Intelligent Workplace

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

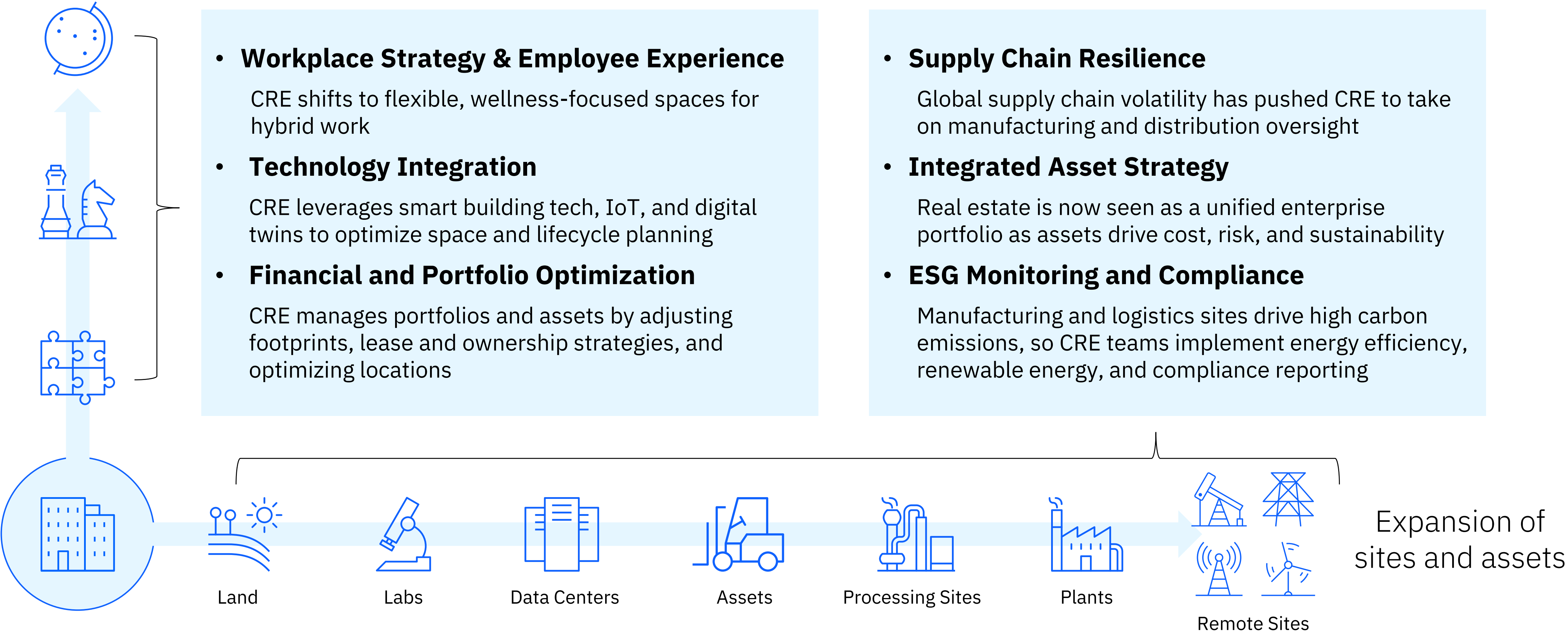
Space Priorities: Premium sustainable assets, predictive maintenance, AI optimization.

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

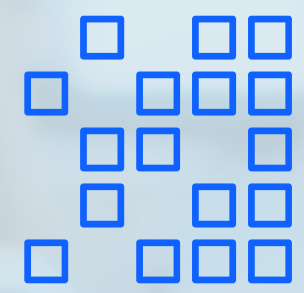


As Corporate Real Estate has become more strategic, its mandate has expanded

Elevation of strategic focus



Technology shapes how we work and is driven by clear objectives



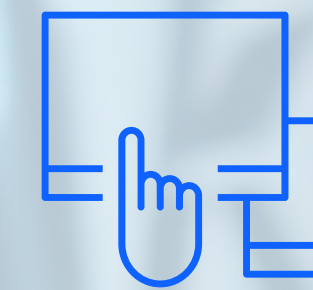
Dynamic

- 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

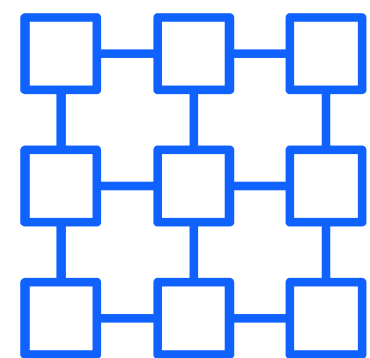


No two enterprises are **the same**

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

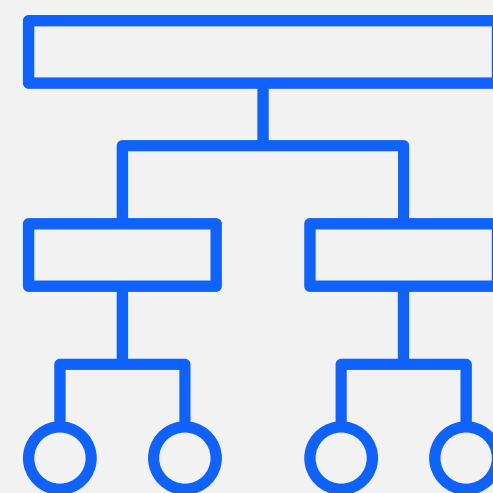
Acquire · Build-out · Administer · Experience · Dispose

Functional disciplines

Real estate · Space · Services · Capital · Projects

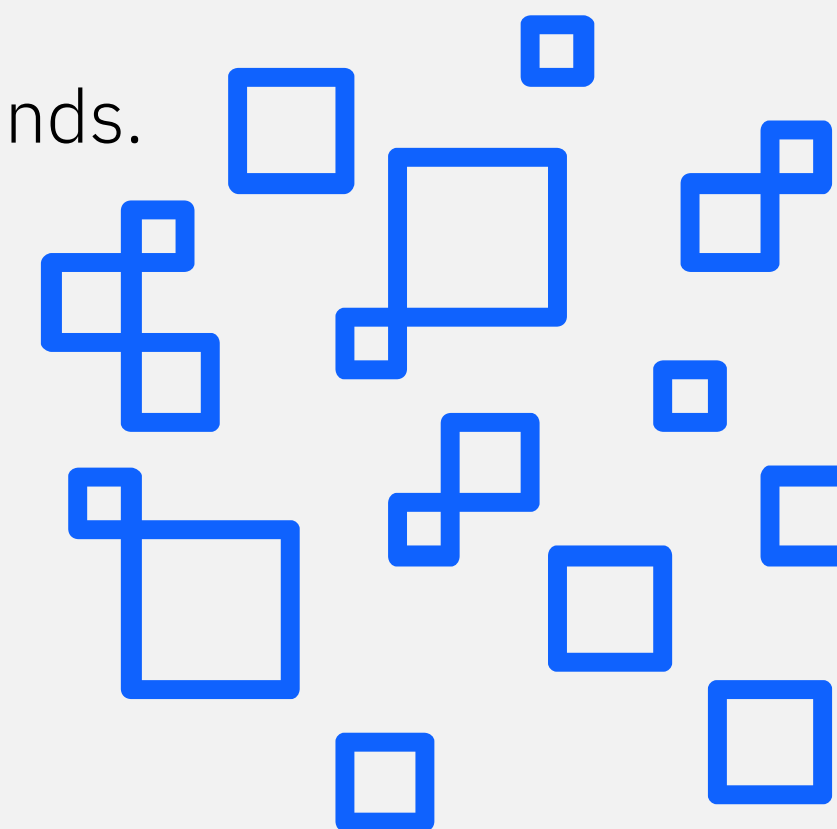
The adaptive **advantage**

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



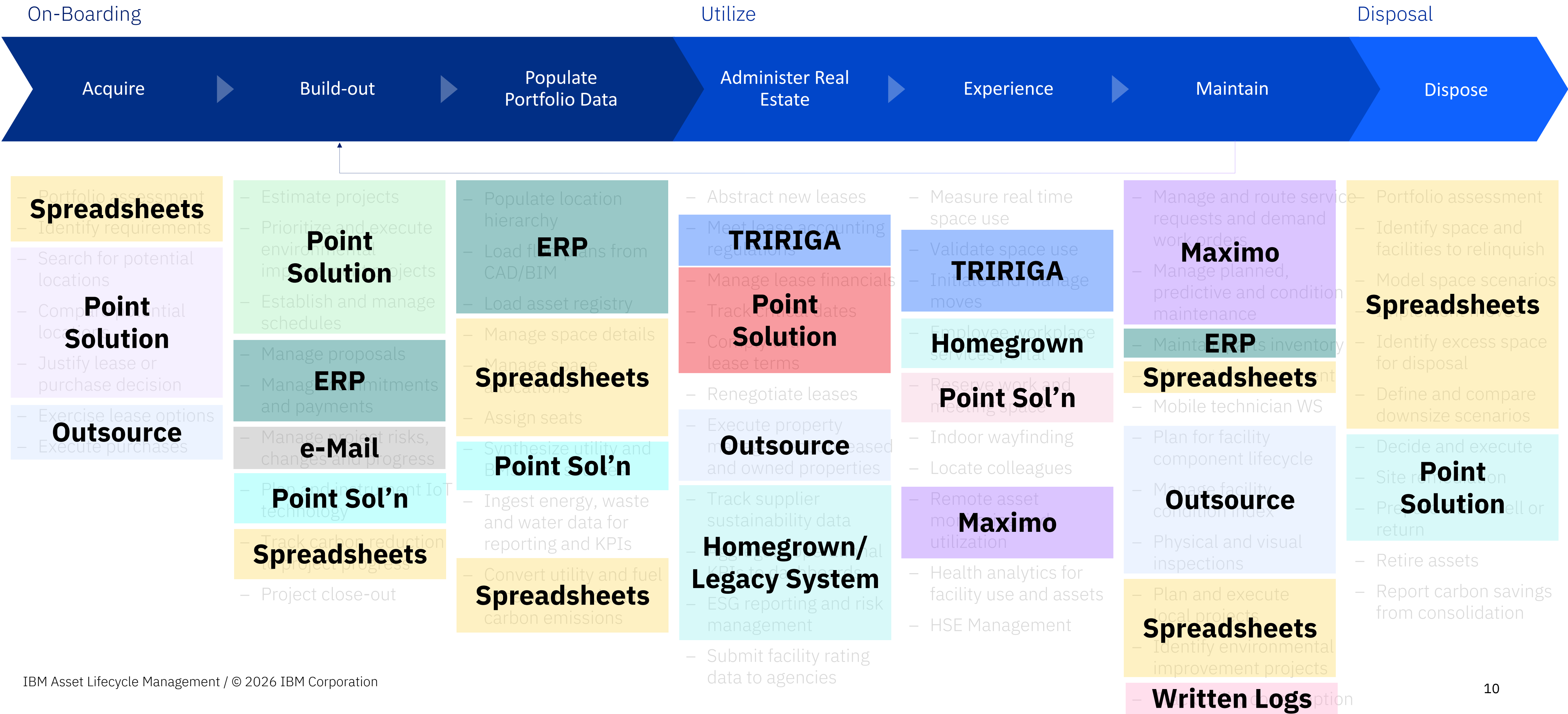
Business model nuances

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

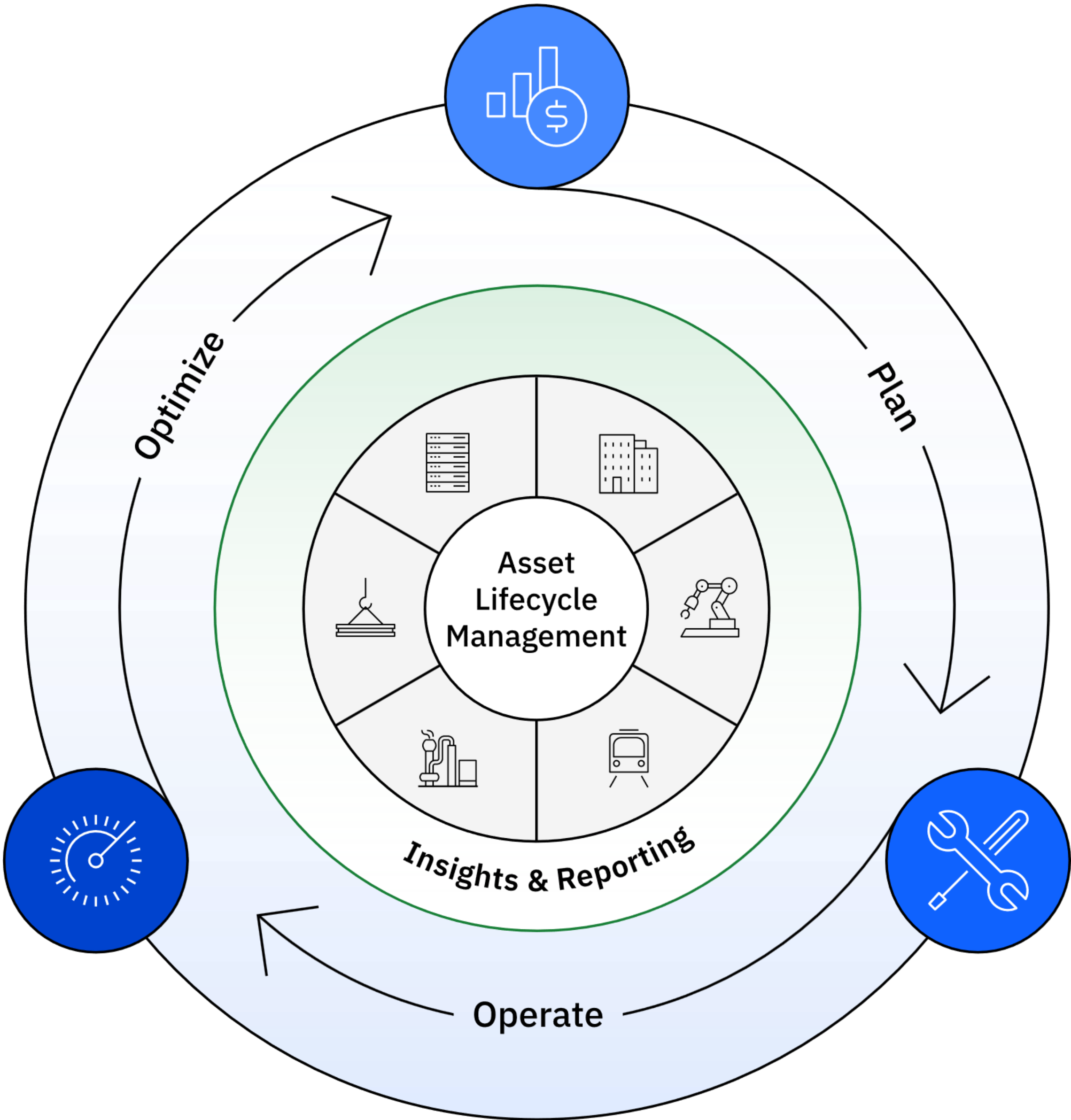
Without integrated HSE tracking, incidents go unrecorded, trends go unnoticed, and compliance gaps accumulate.

M&A creates operational chaos

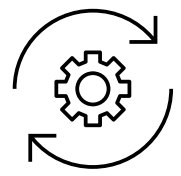
Mergers and spin-offs require rapid facility inventory. Fragmented data makes rapid response dangerously slow.

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



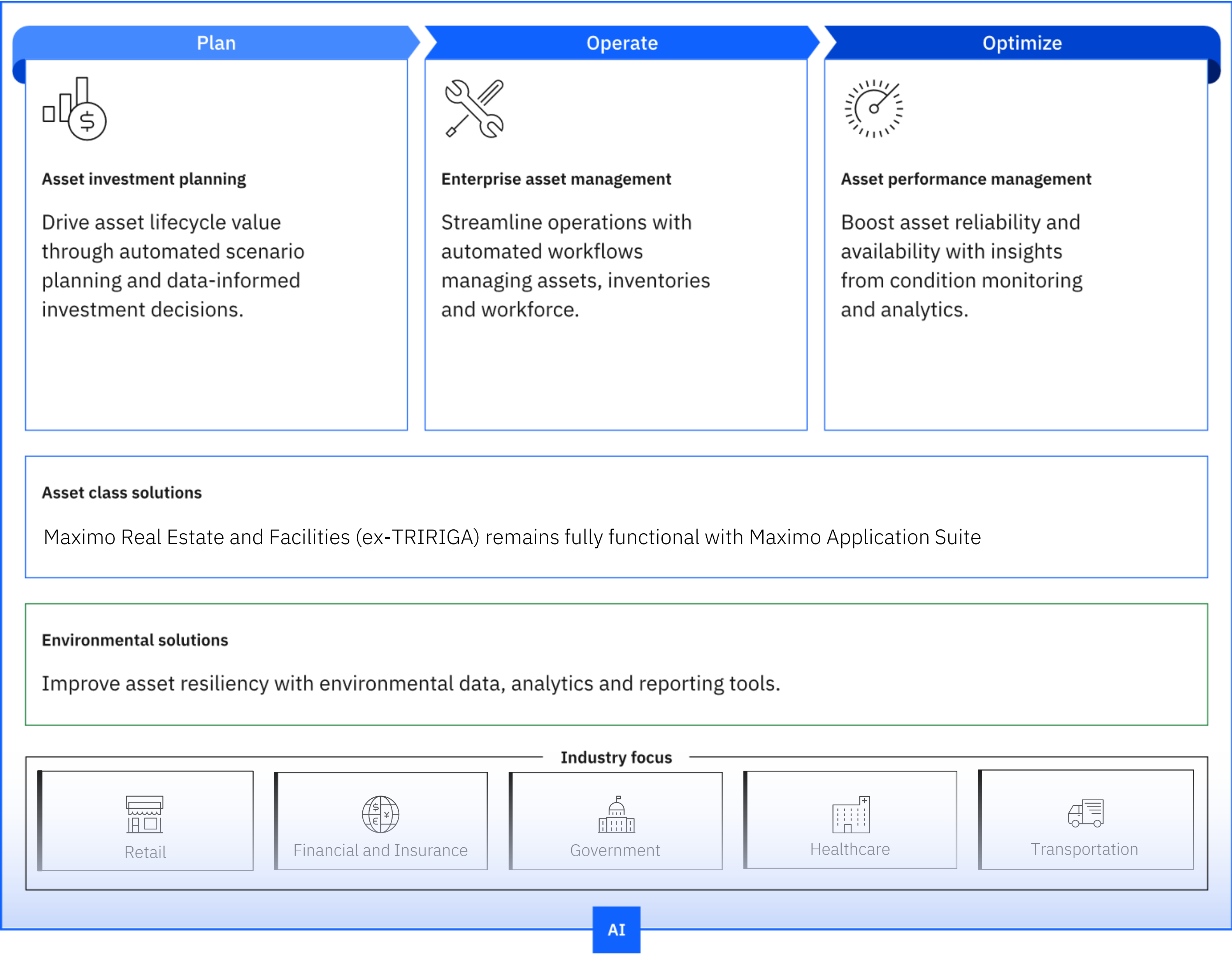
Advance asset management with IBM asset lifecycle management solutions

 Extend the lifespan of [assets](#).

 Reduce maintenance and [operations costs](#).

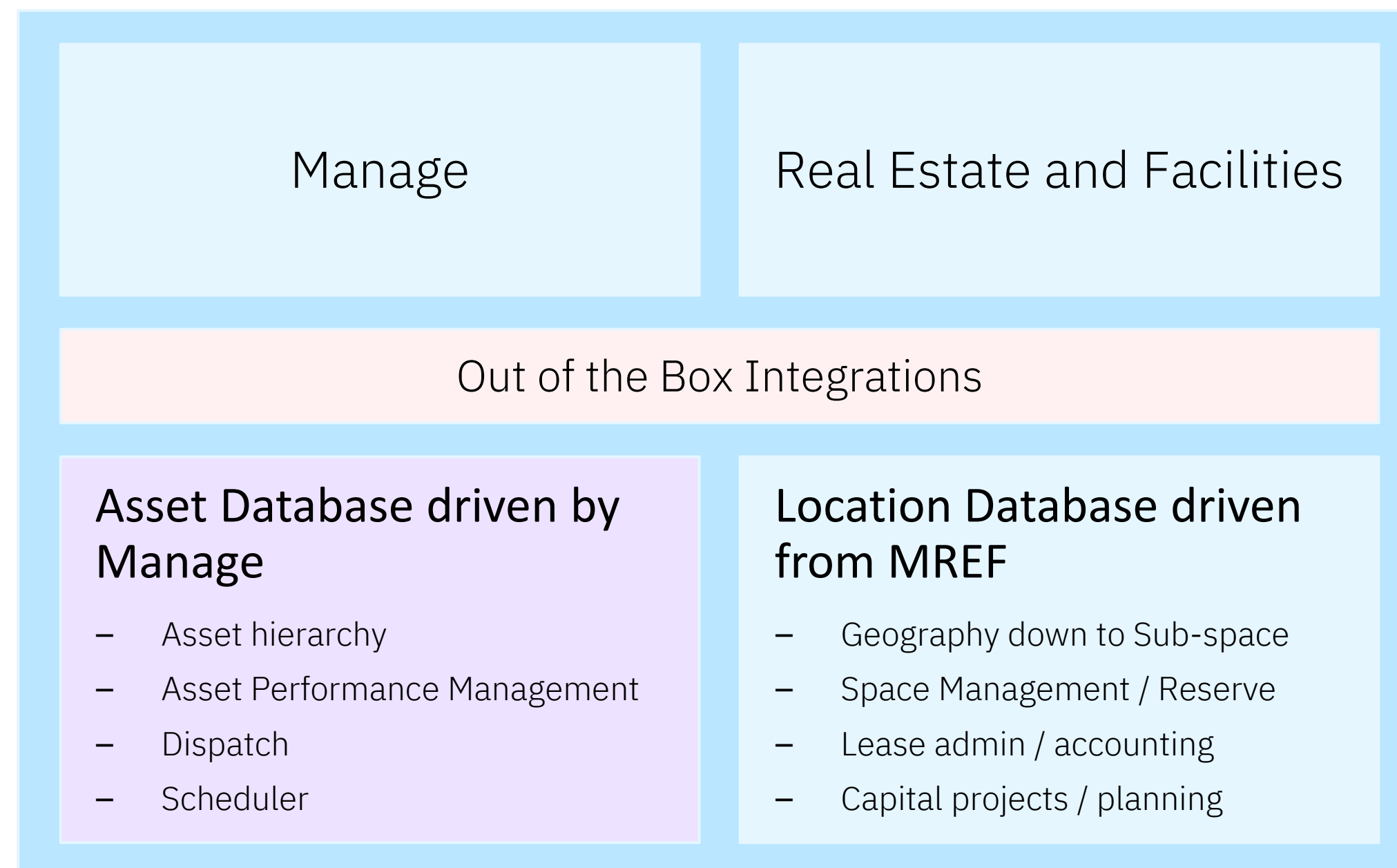
 Manage [risk](#) associate with availability and sustainability

 Optimize [real estate portfolios](#) throughout their lifecycle



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

Maximo Application Suite.

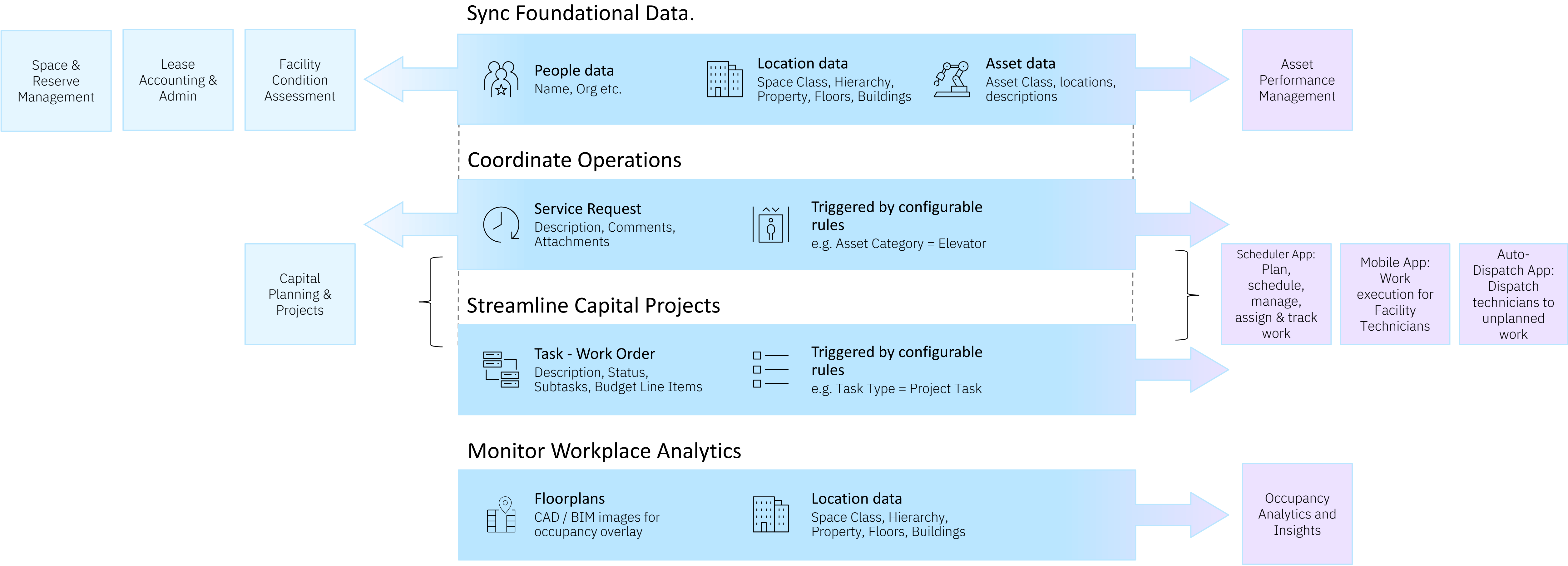


- **MAS will maintain two separate databases—** one for Manage and one for Real Estate & Facilities
- **The strategy is to keep them linked, not merged,** using real-time synchronization for key data elements
- **For now, Db2 deployments require two separate installations** if Db2 is the chosen database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

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

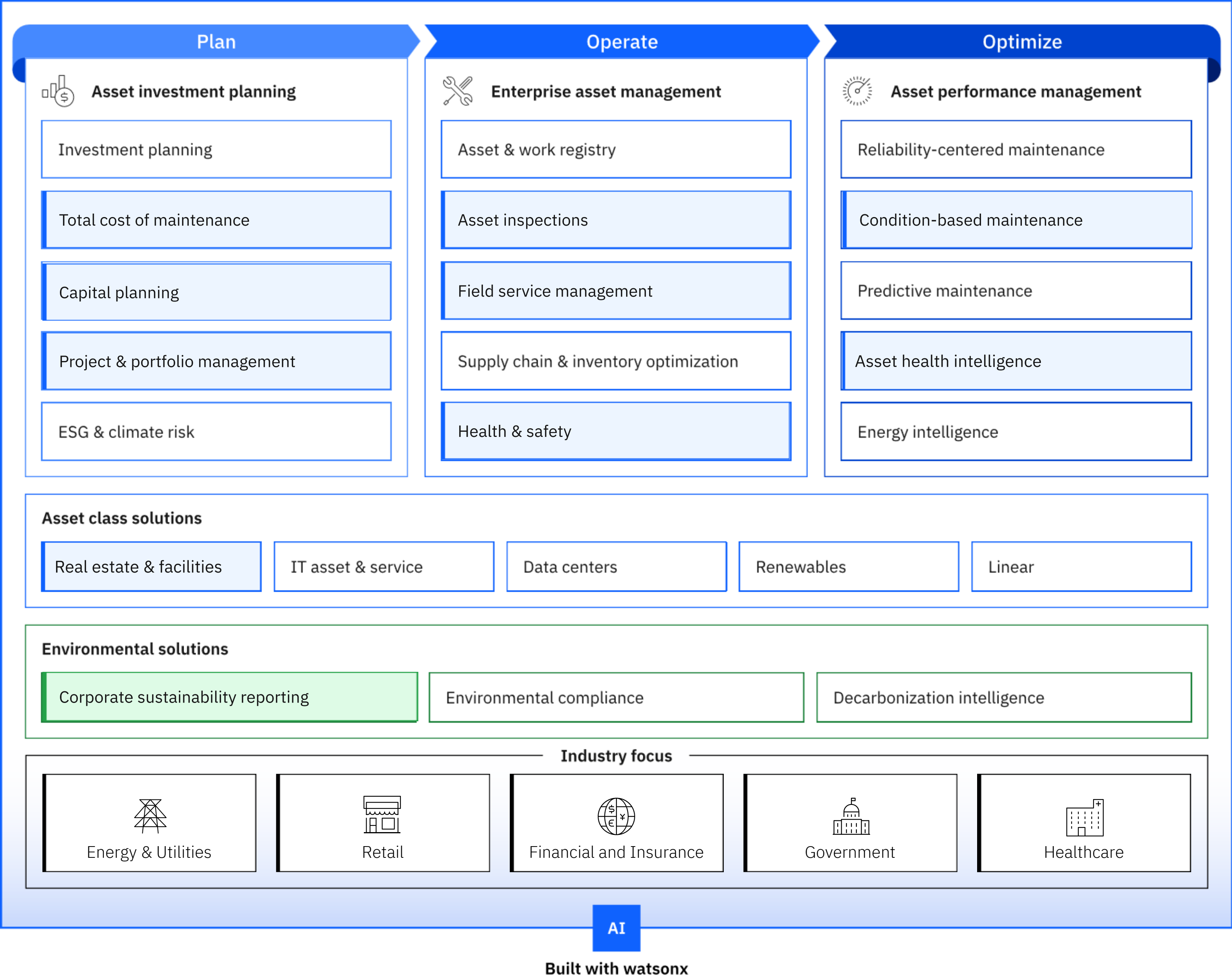
Maximo Real Estate and Facilities

Maximo Manage (Foundation for all components)



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



A modern office interior with large windows, colorful chairs (red, orange, yellow, blue), and people working at tables. The scene is brightly lit with natural light from the windows and some artificial light from the ceiling.

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?

