

IMAC 2014

Smarter Infrastructure – Direction & Roadmap

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09/09/2014



Please note

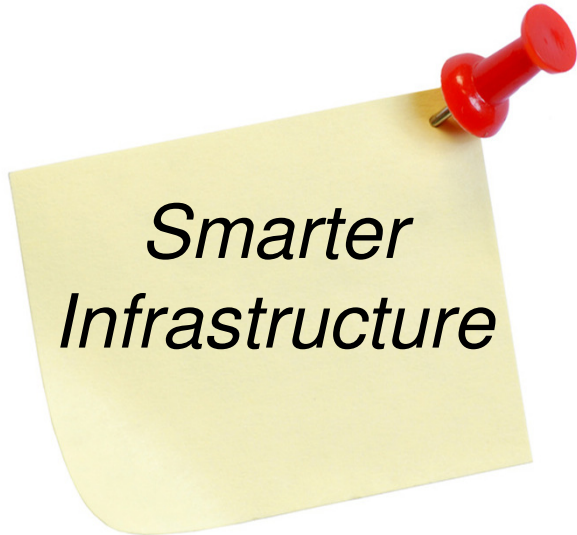
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Information regarding potential future products is intended to outline our general product direction and it should not be relied on in making a purchasing decision.

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Performance is based on measurements and projections using standard IBM benchmarks in a controlled environment. The actual throughput or performance that any user will experience will vary depending upon many factors, including considerations such as the amount of multiprogramming in the user's job stream, the I/O configuration, the storage configuration, and the workload processed. Therefore, no assurance can be given that an individual user will achieve results similar to those stated here.





Trends and Direction
Currently Available
What's Coming
Pulse / Interconnect 2015



Asset Management in Transition: Disruptive Trends & Influences

Infrastructure is increasingly complex



Variety, volume, velocity of data is increasing



The way we work is changing

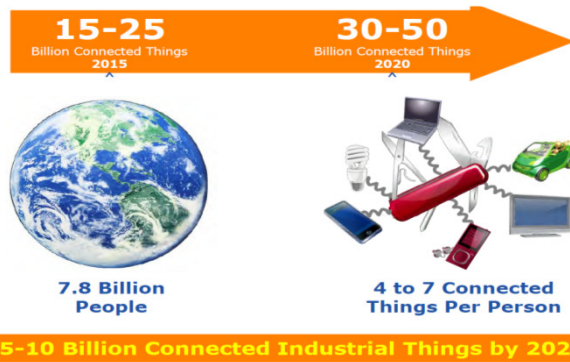
IBM believes there is a new approach to solve these persistent challenges, we call this **'Smarter Infrastructure'**

- Enabling process and data integration within and across the life cycle
- Turning vast amounts of operational data into insights and outcomes
- Managing and securing 'operational technology'

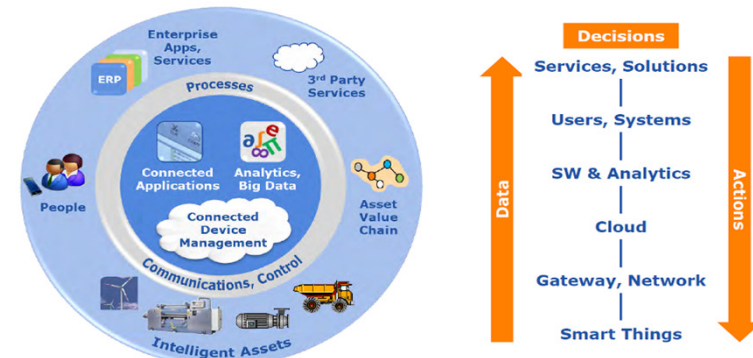


Trends: Internet of Things (IoT), Analytics, Mobility, Standards

The number of connected devices is exploding

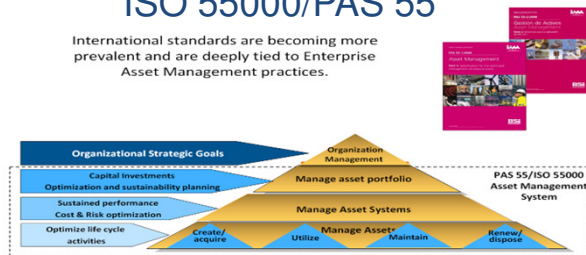


ARC Advisory Industrial IoTs for Connect Assets



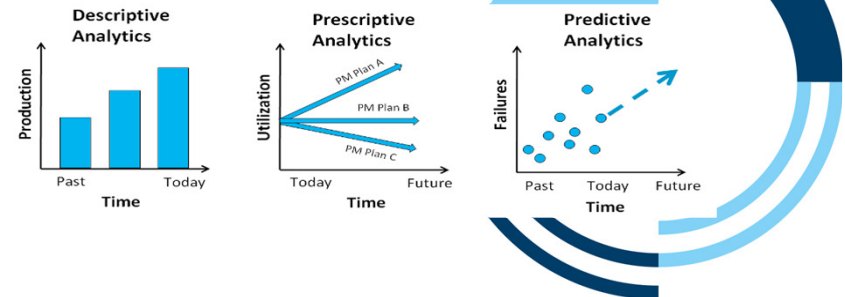
New interest in Asset Management Standards ISO 55000/PAS 55

International standards are becoming more prevalent and are deeply tied to Enterprise Asset Management practices.

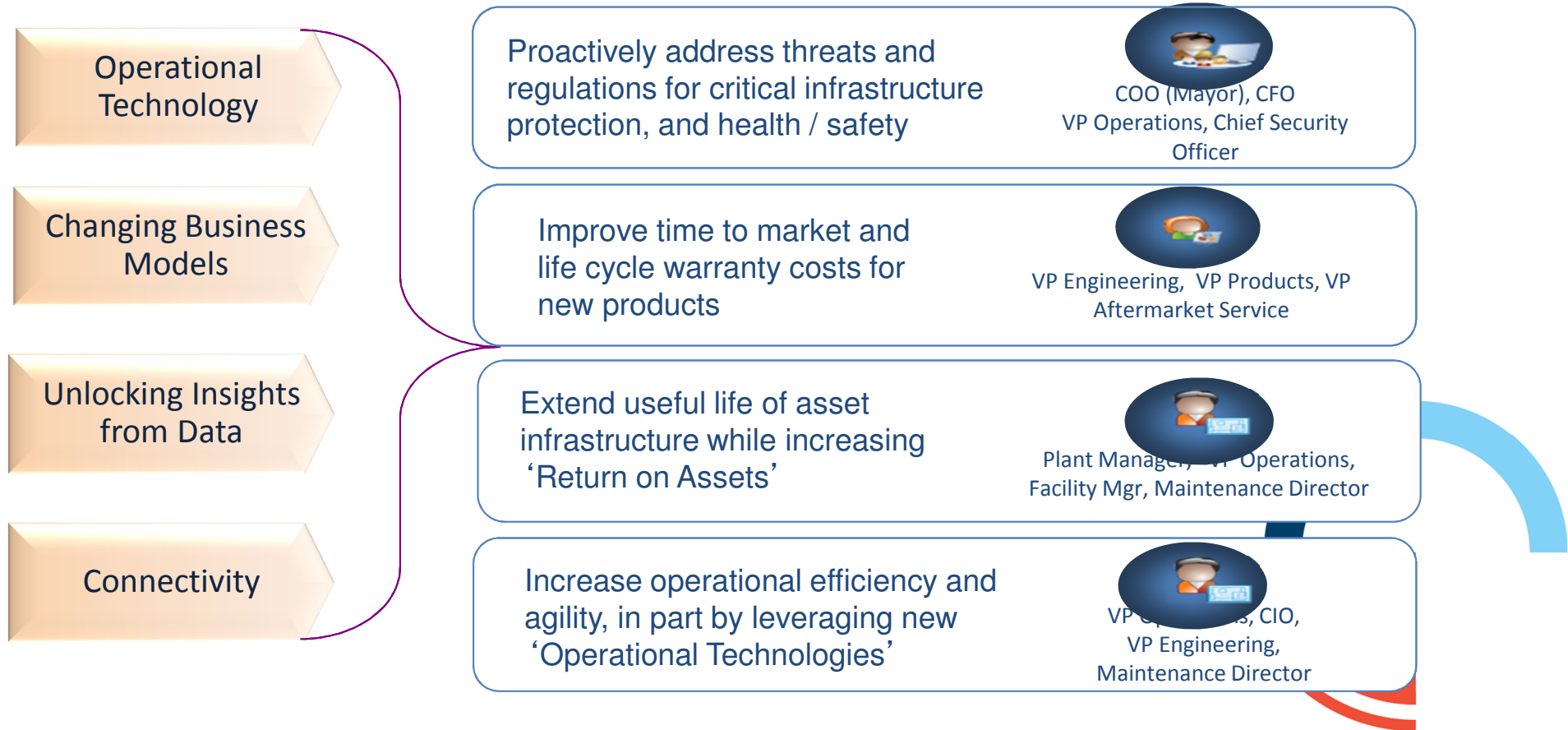


Mobility takes center stage

Advanced analytics available today



The opportunity addresses high value challenges



IBM's Smarter Infrastructure solutions are enabling clients to address challenges, with differentiation

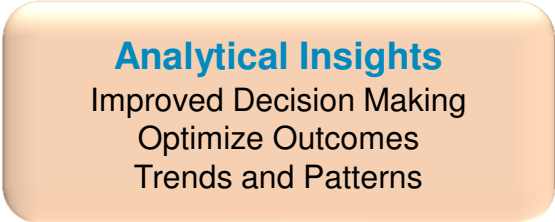
- **Visibility** across physical assets and infrastructure
- **Control** over optimized scheduling and field work force management to increase operational efficiency
- **Automation** of work, asset and supply chain processes to optimize physical assets and infrastructure life cycle management

- **Reduced risk and improved compliance**
Unique capability to manage operational technology embedded in various types of physical assets
- **Reduce Operational Costs by 50%**
Optimization for high-spend domains, such as facility space and labor workforce
- **Increase in Asset availability, 3 to 10%**
Capability to issue predictive maintenance alerts using world-class analytics capabilities for increased asset life
- **Improve business performance and return on assets**
Capability to stay ahead of our client's requirements with industry focus across products, sales and services
- **Enhanced operational excellence and efficiency**
Capability to manage service and asset processes across the entire scope of an enterprise on one software platform
- **Reduced complexity and business risk**
Capability to coordinate physical asset management with embedded software management

Maximo has strong foundational tenants driving innovation for Enterprise Asset Management and leverages IBM Technology



- All Asset Classes**
Simple or Complex
One Version of the Truth
Risk Management
- Industry Focus**
Depth of Expertise Extended
Capabilities
Best Practices
- Architecture**
Globally Scalable
Flexible
Proven



- Analytical Insights**
Improved Decision Making
Optimize Outcomes
Trends and Patterns



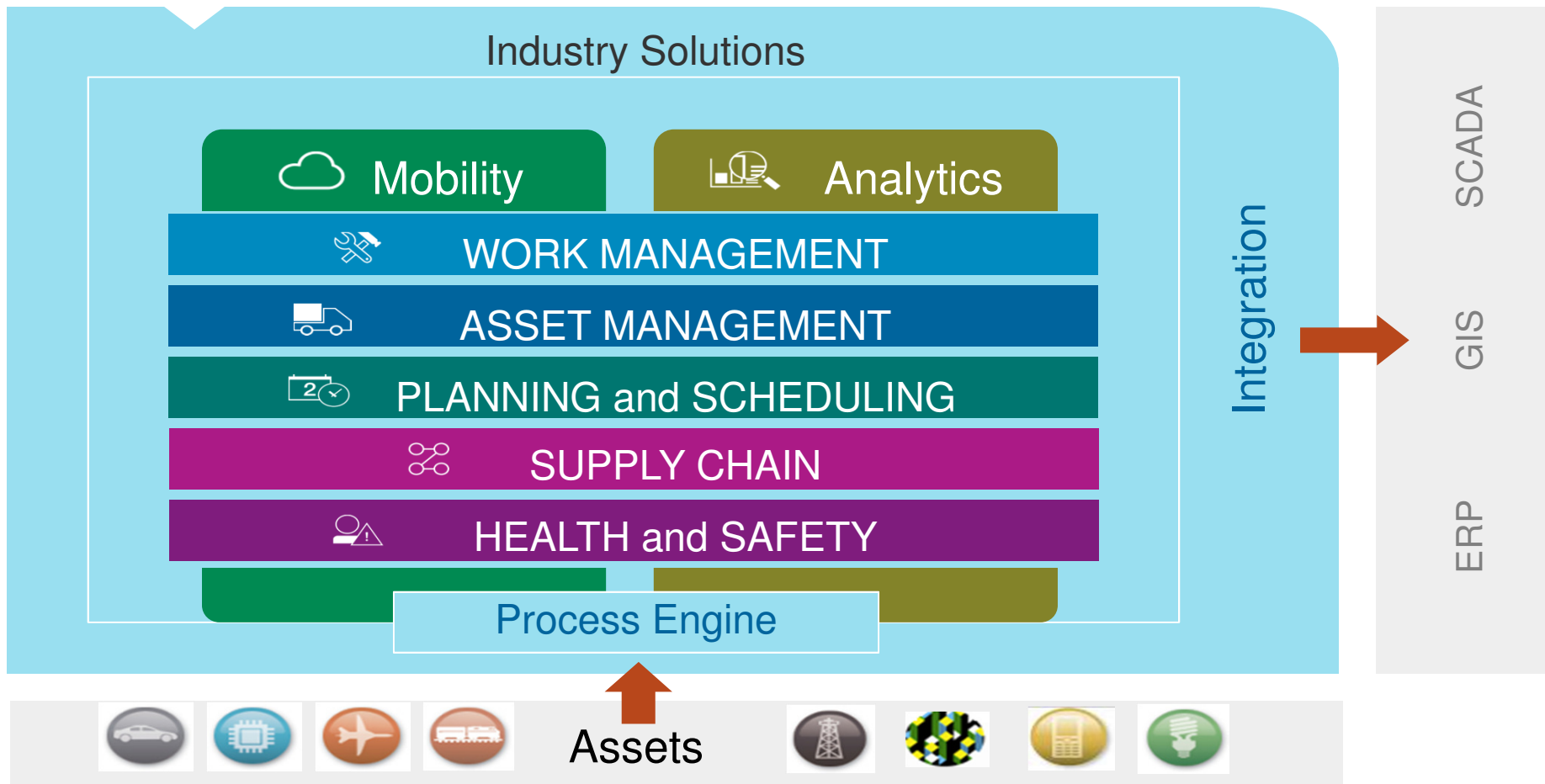
- Deployment Options**
SaaS
On-Premise
Hybrid



- User Experience**
Mobility
Collaboration & Social
Modern Interface




- COGNOS®
- SPSS ILOG™
- SOFTLAYER®
- IBM® DB2® WebSphere™
- IBM Design
- IBM®
- Worklight



Maximo Solutions

Core Solutions

Maximo Asset Management	Maximo Asset Management Essentials	Maximo Asset Management (SaaS) 
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Industry Solutions

Maximo for Transportation	Maximo for Nuclear Cal	Maximo for Life Sciences Cal	Maximo for Utilities Spatial	Maximo for Oil & Gas HS&E
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Add-on Solutions

Maximo Scheduler	Maximo Linear Asset Manager	Maximo Archiving	Maximo Calibration	Maximo Adapter for SAP	Maximo Inventory Insights 
Maximo Health Safety & Environment Mgr	Maximo Asset Configuration Manager	Maximo Service Provider (managed & internal)	Maximo Spatial	Maximo Adapter for Oracle	

Mobile Solutions

Maximo Mobile	Maximo Everyplace	Maximo Anywhere 
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 = new offering

IBM Maximo Inventory Insights

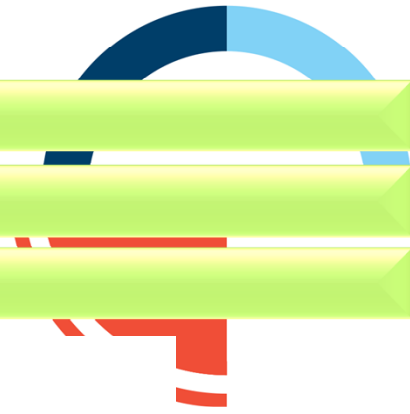
Available
NOW!



Pre-configured inventory decision support system, delivered as a service

- Pre-configured analytics model to predict over-stock and out-of-stock conditions and generate **optimal stocking levels**
- **Pre-integrated** software agent automatically acquires necessary data from Maximo database and delivers it to the analytics engine
- Generates **insights** on stock levels, trends and possible outcomes
- Delivered as a service (**SaaS**)

- Reduces inventory holding costs up to 15-20% in first year
- Increases asset availability and utilization by avoiding parts outages
- Automatically generates optimal stock replenishment plan





IBM Maximo Asset Management SaaS

The industry leading asset management solution, now available as a SaaS offering



Full capabilities of Maximo available as a subscription based delivery model

- Includes Maximo and mobile access using Maximo Everyplace
- Proactively plan, schedule & forecast work, with optional Maximo Scheduler
- Hosted by IBM using the SoftLayer Cloud infrastructure

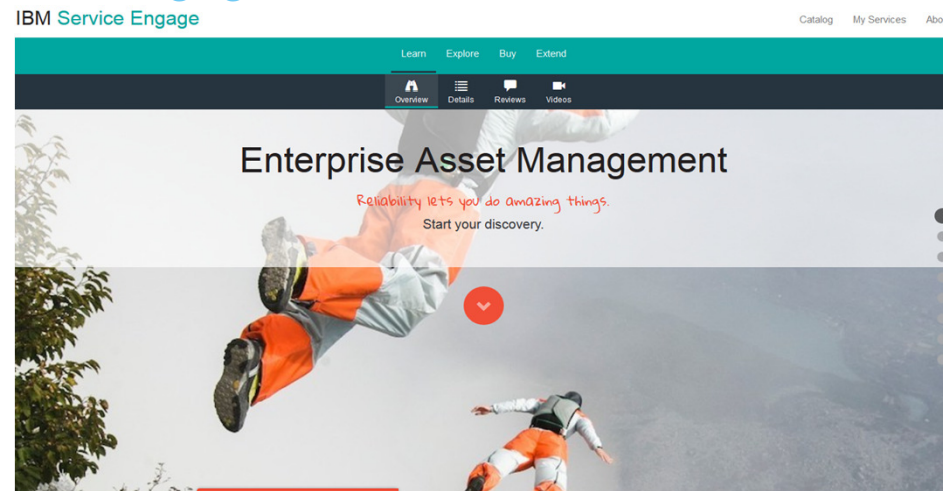
Reduced cost, eliminating Capital expense for Operation expense

Improve operations through better asset availability, reliability and asset utilization

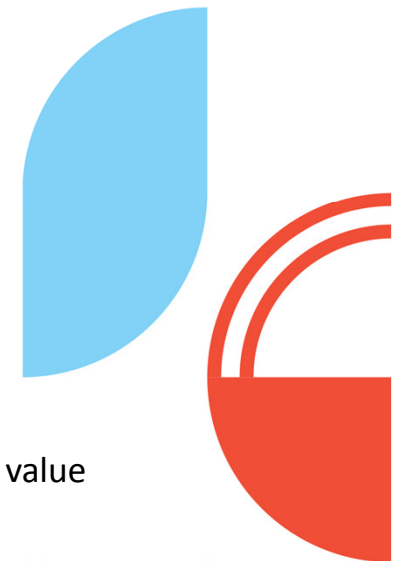
Unify processes for wide-ranging asset management functions across multiple sites

Service Engage – digital engagement

<https://www.ibm.serviceengage.com>



- ✓ **Explore** – Get a sense of the offering with descriptions and short videos
- ✓ **Learn** – Hear what analysts and current clients have to say
- ✓ **Try** – Select a User Role and access a structured Live Demo!
- ✓ **Buy** – Contact an IBM Sales resource for further information
- ✓ **Extend** – See how Maximo works with our other offerings to provide enhanced business value



IBM Maximo Anywhere



The 'next' generation mobile solution

- Leverage IBM's **Worklight** as mobile platform
- Provide **single platform** supporting the entire portfolio (Maximo, TRIRIGA, Industry Solutions)
- Runs on **modern o/s and Smart devices** (phones, tablets), leveraging device specific capabilities

Supports users in both connected and disconnected scenarios

Protected Investment from previous mobile entitlements

Easily tailor the mobile UI, for delivered applications

TRIRIGA Workplace Enterprise-Class Applications



Role-based Applications

<p>IBM TRIRIGA Real Estate Manager</p>  <ul style="list-style-type: none"> Portfolio Planning Site Selection Transaction Management Lease Administration Lease Accounting AR Tenant Tracking Payment Processing Client Requests 	<p>IBM TRIRIGA Capital Project Manager</p>  <ul style="list-style-type: none"> Program Management Fund Management Scope Management Cost Management Schedule Management Resource Management Quality Management Vendor Engagement Procurement 	<p>IBM TRIRIGA Facilities Manager</p>  <ul style="list-style-type: none"> Space Management Space Chargeback Space Requests Strategic Planning Move Management Reservation Management Personnel Provisioning CAD Management 	<p>IBM TRIRIGA Workplace Operations Manager</p>  <ul style="list-style-type: none"> Contact Center Service Management Warranty Management Preventive Maintenance Facility Assessment Security/Key Management Inventory Management Capital Planning Resource Planning 	<p>IBM TRIRIGA RE Environmental Sustainability Manager</p>  <ul style="list-style-type: none"> CO2 Emission Tracking Utility Tracking Waste Disposal Water Consumption Green Opportunities Tracking LEED/BREEAM Certification Energy Star Integration
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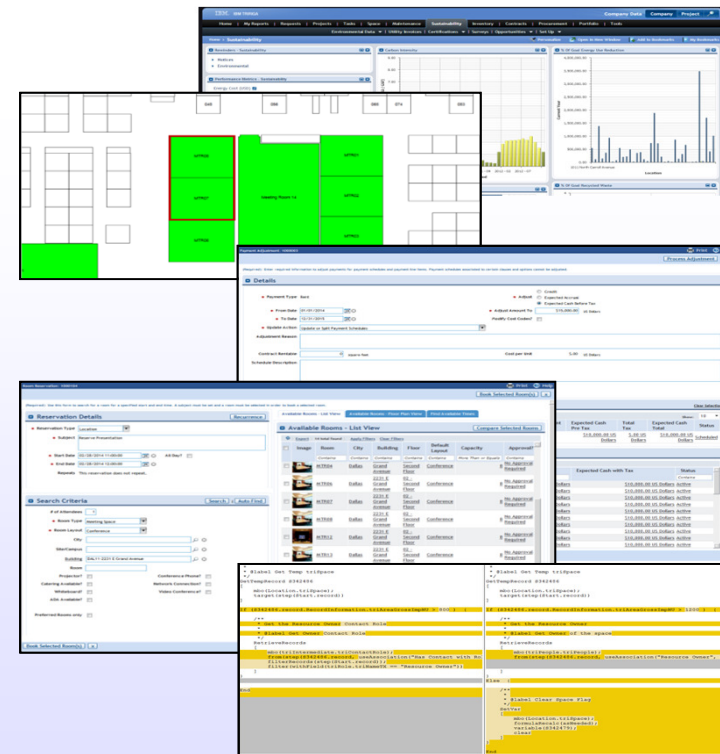
IBM TRIRIGA Core Components	Geographies	People	Receiving	Customer Self Service	Reporting
	Locations	Specifications	Invoicing	News	WPM Metrics
	Organizations	Assets	Requests	Graphics	GIS Mapping
	Vendors	Contracts	Tasks	Document Management	GANTT Schedules

TRIRIGA Roadmap: continuous innovation in advanced solutions for facility, and real estate management

2014

June 2014: TRIRIGA 10.4 Apps / 3.4 Platform

- **Mobile application framework**
- **TREES Impact Manager Energy Optimization Enhancements**
 - New energy reports
 - Integrated analytics & operations management
 - Integration toolkit for BMS
- **Customer-driven application enhancements**
 - Real Estate Manager
 - Reservation Manager
 - Web Graphics auto-zoom
- **Reduced Cost of Ownership**
 - Upgrade accelerators
- **Expanded Language Support**
 - Hebrew, Arabic (BiDi, mirroring support)
- **Other Platform Enhancements**



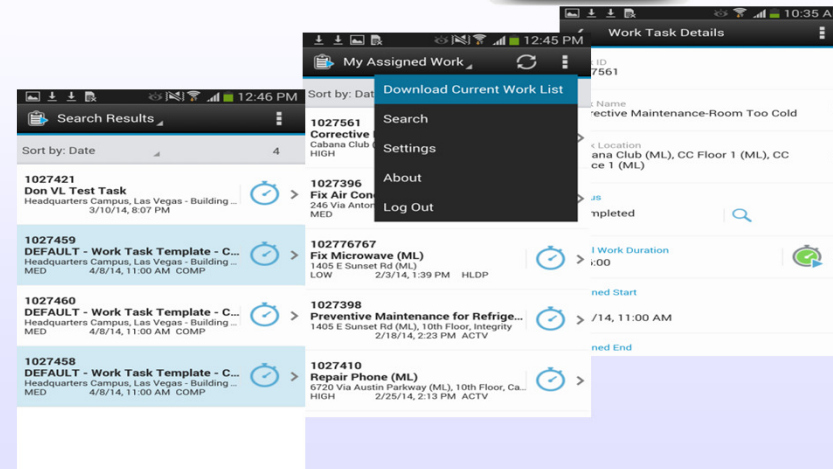
3.4 Support Matrix: https://ibm.biz/TRI_3_4_SM
10.4 / 3.4 Release Notes: https://ibm.biz/TRI_10_4_RN

TRIRIGA Roadmap: continuous innovation in advanced solutions for facility, and real estate management



2H 2014

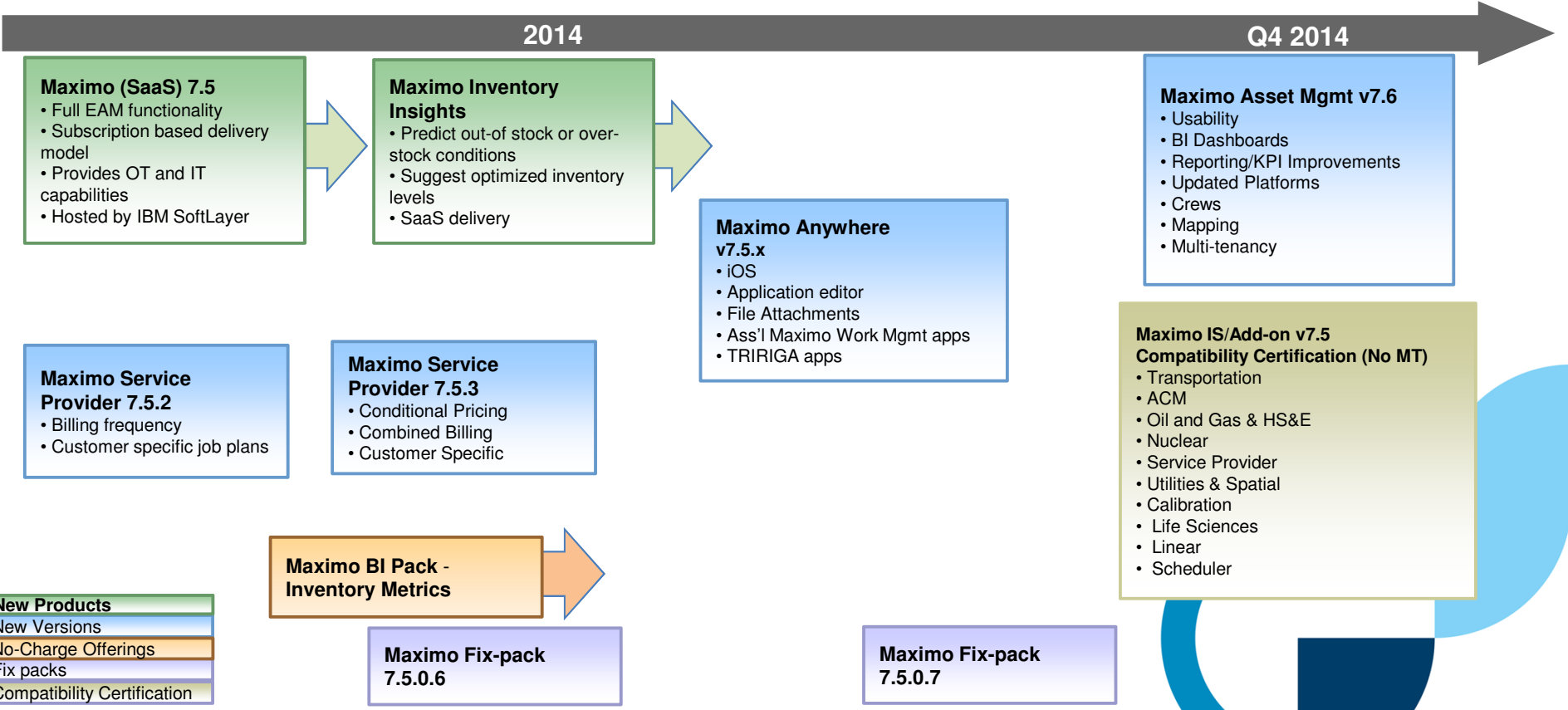
- Mobile applications
 - Work & Task Management
- Software as a Service
- Platform enhancements
 - DB2



**Considered investment and timeframe*

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2014 Maximo Asset Management Roadmap



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Smarter Infrastructure Growth

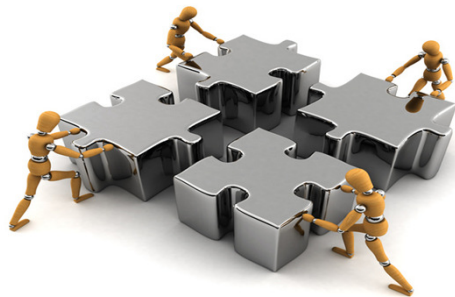
Four primary investment themes for 2015 and beyond.

- **Focus on Mobile Applications**
 - Maximo Anywhere mobile platform and applications
- **Analytics and Insights**
 - Enhanced KPI's, Scorecards, Reporting
 - Visibility into Inventory optimization
- **Cloud based Delivery Models**
 - Software as a Service
 - Continuous delivery and Multitenancy
 - SaaS Delivery of Industry Solutions and Add-on's
- **Continue to expand functions across Maximo and Industry Solutions**
 - Location Based Services
 - Asset Lifecycle Management
 - Financial Visibility
 - Inspections and Condition based Asset Management



IBM Maximo Asset Management – v7.6

Improve visibility, increase resource utilization and reduce costs



- **Focus on User Experience** – new look and feel, expanded start center configuration options
- **Analytical insights through Reporting, KPI's and Dashboards** improved performance, increased user access and better tools to monitor the health of your business
- **Functional Enhancements** improved crew management and service addresses to support maps
- **Technology Improvements** – expanded install and platform support
- **Built-in Mobility Capabilities** – through Everyplace



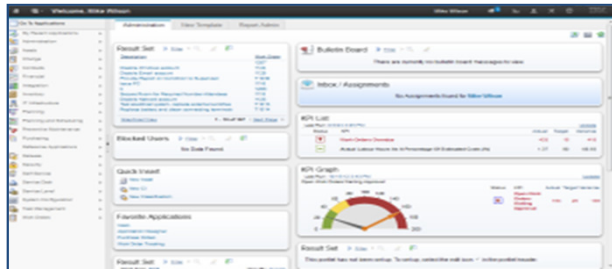
- Expanded capabilities to support business intelligence
- Intuitive navigation for users
- Increased Serviceability

Maximo Asset Management 7.6

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USER EXPERIENCE

4Q 2014



- A new look introducing updated fonts, colors and styling of applications
- Application navigation (nested view) and Breadcrumbs
- Hover dialog provides additional field information
- Startcenter –multiple objects per result set
- Record Locking options

FOCUS ON REPORTING AND KPI's

- Executive dashboards with Metric Reports and Metric Workspace Displays
- Performance improvements in reporting solutions
- New KPI Template and KPI Viewer Applications
- Individual KPI scheduling
- Ability to add calculations to ad-hoc reports



Maximo Asset Management 7.6

IMAC 2014 

4Q 2014

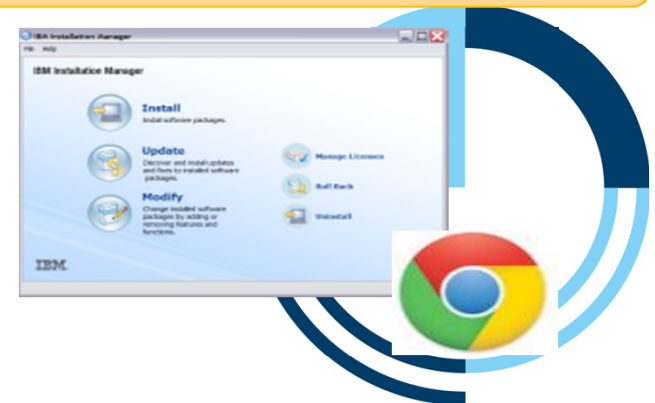
FUNCTIONAL ENHANCEMENTS



- Capabilities to support Crews
- Service Addresses for Assets & Locations
- Public Map API and Application Designer for the Map Control (Google, Bing, ESRI)
- Introduce Log tab in Quick Reporting, PR and PO applications

INVESTMENT IN TECHNOLOGY

- IBM Install Manager for a consistent user experience across installation of IBM offerings
- Support for multiple tenants in a single environment
- A broad choice of supported technologies (Middleware/OS/Browsers)
- Scripting triggered from integration points



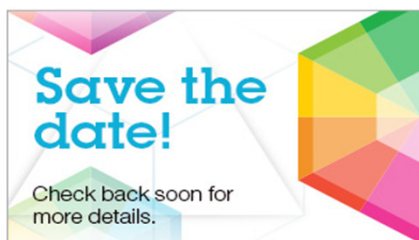
Interconnect 2015

IMAC 2014 

[Call for papers open through September 26](#)



IBM.
InterConnect 2015
The Premier Cloud Innovation Conference
February 22 – 26
MGM Grand & Mandalay Bay | Las Vegas, Nevada
#ibminterconnect

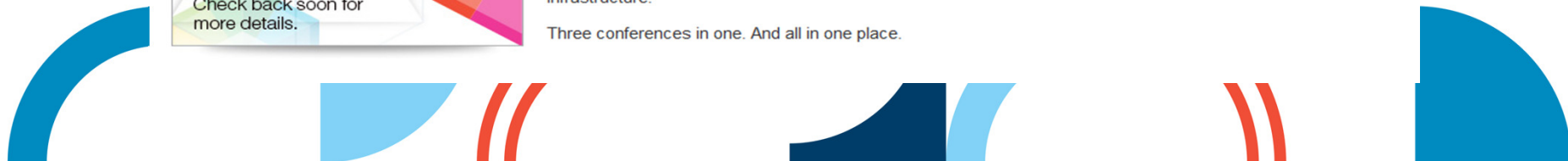


Save the date!
Check back soon for more details.

Save the date for the brand new InterConnect 2015: The Premier Cloud and Innovation Conference.

InterConnect will connect three popular IBM conferences—Impact, Innovate and Pulse—and combine the best in education and networking, into **one of the most comprehensive software events ever**. Cloud. Security. Mobile. DevOps. IT optimization. Internet of Things. Application Infrastructure.

Three conferences in one. And all in one place.




Thank you!

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Smarter Infrastructure Strategy & Product Management Team



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Kim Woodbury
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Pricing &
Licensing



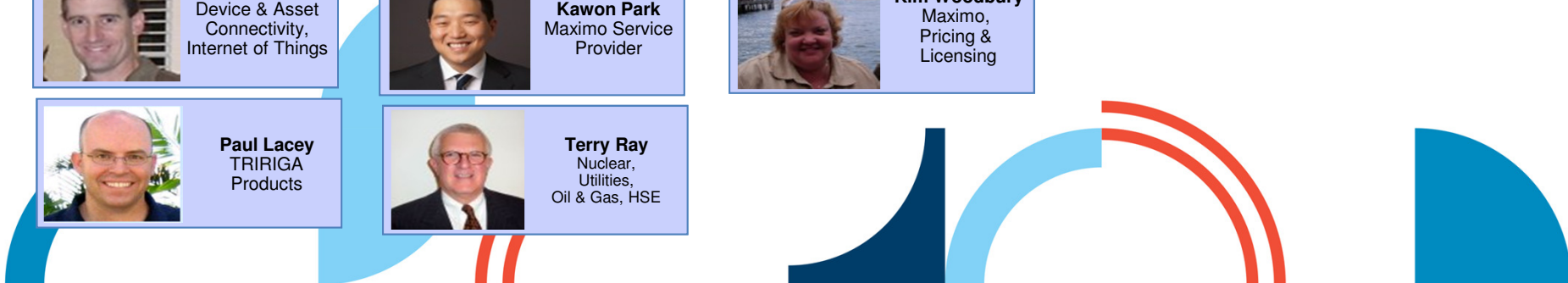
Paul Lacey
TRIRIGA
Products



Terry Ray
Nuclear,
Utilities,
Oil & Gas, HSE

Responsible for:

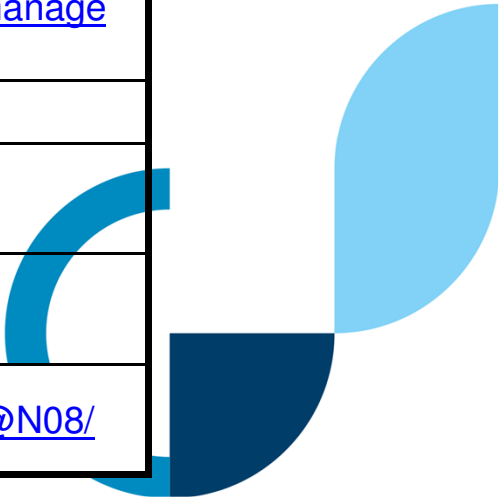
- Product Information
- Pricing & Licensing questions
- Product Strategy



Stay in touch, in tune, in sync

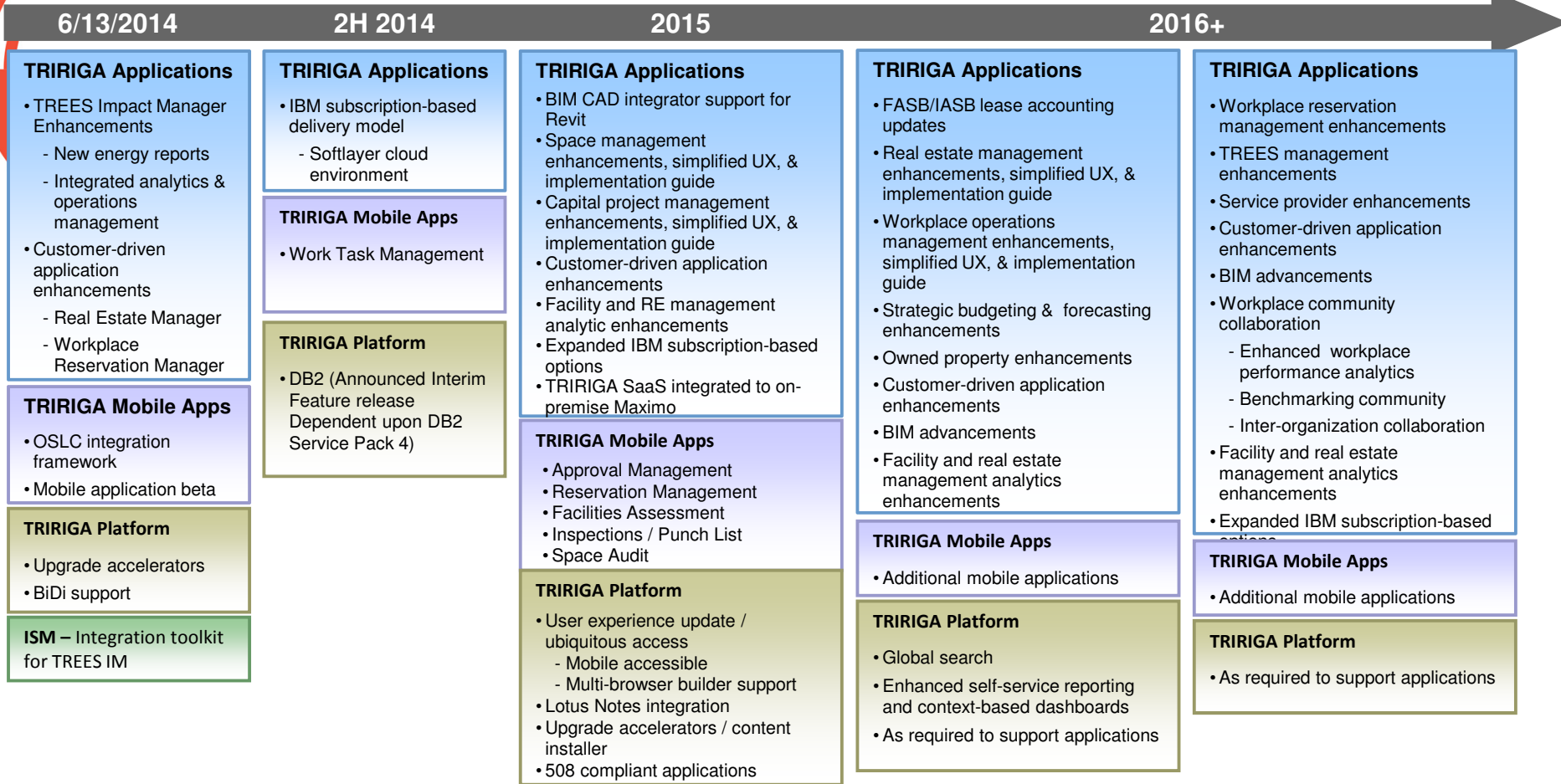
Leverage the online community for daily updates, real-time hot topics and social networking

Maximo Mary's Microphone		www.maximomary.com
*Asset & Facilities Management Blog		www.servicemanagement360.com/category/asset-and-facilities-management/
Asset Management Connect		www.ibm.com/developerworks/servicemanagement/am/index.html
TwitterTM		@ibmassetmgmt and @maximomary
Asset & Facilities Management LinkedInTM		http://ow.ly/18mpS
Asset & Facilities Management on YouTubeTM		http://ow.ly/18hhU
Asset & Facilities Mgmt on FlickrTM		http://www.flickr.com/photos/38458067@N08/



TRIRIGA Integrated Workplace Management Roadmap

IMAC 2014 



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