

One Application Suite to  
rule them all  
... assets that is



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Thriving in today's dynamic market requires agile real estate and facilities strategies and execution

Enterprises are struggling to right-size underutilized real estate portfolios

Enterprises seek to generate **free cash flow** by consolidating and repurposing spaces throughout their portfolio holdings in the face of growing operational costs.

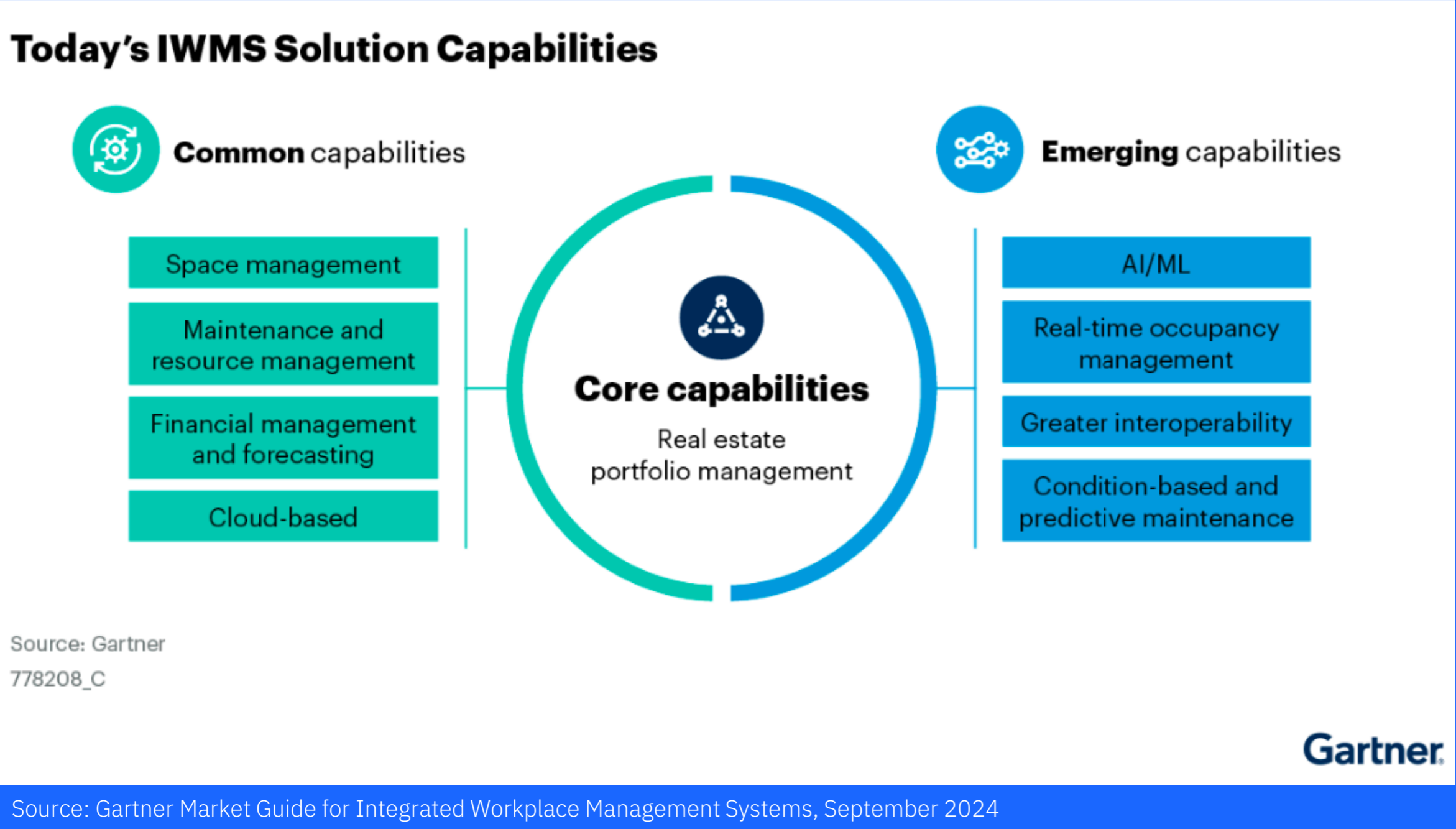
Sustainability is essential to operational excellence

Facilities account for nearly **40%** of global energy consumption.<sup>1</sup> While **53%** of M&A dealmaker's report that sustainability due-diligence has led to cancellation or downward adjustments of large acquisitions.<sup>2</sup>

Capital project delays and cost overruns are commonplace

Investment in large capital projects has far eclipsed pre-Pandemic levels. **72%** of real estate projects are delayed with **55%** cost overruns compared to initial estimates.<sup>3</sup>

# Facility management and asset management can no longer be viewed independently

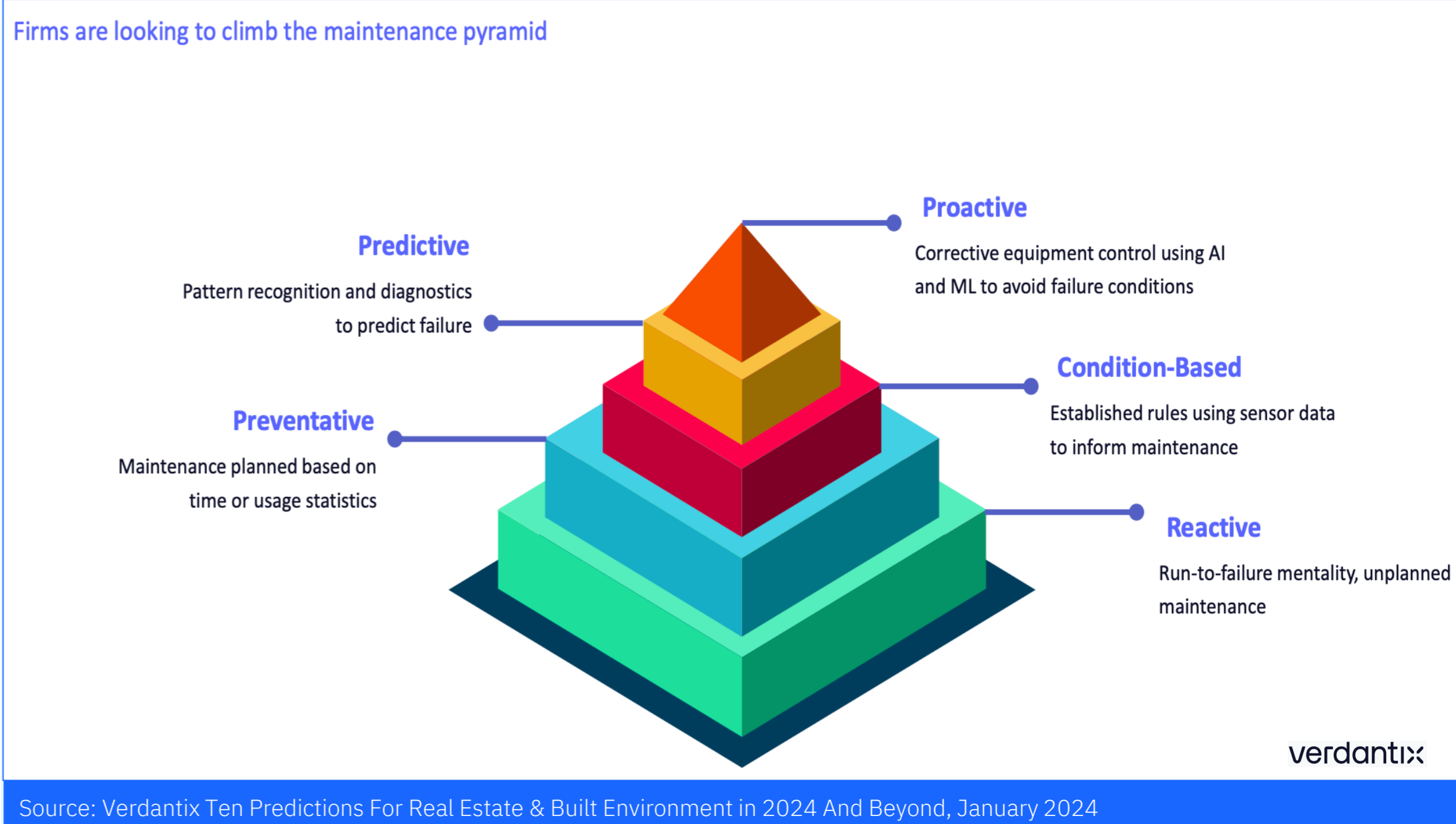


“ The **convergence** of facility management and asset management is the future of our industry. By working together, we can optimize our facilities and assets, **reduce costs, and improve sustainability.**

Executive Vice President and CEO  
International Facility Management Association

“ The old way of thinking about facilities and assets is no longer sustainable. We need to **break down the silos** between FM and AM and work together to optimize our entire portfolio.

President and CEO  
Asset Management Council

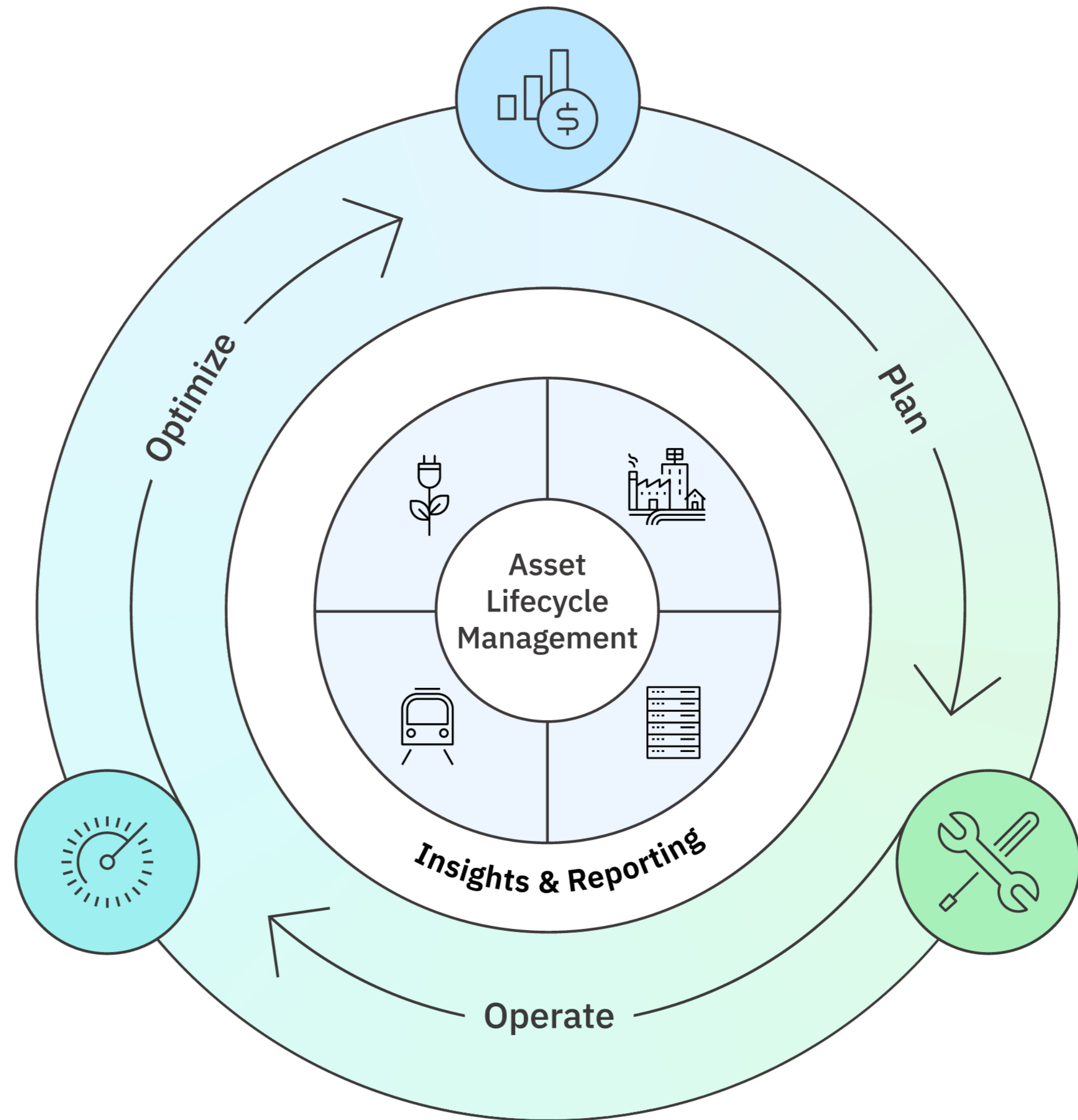


Real estate and facility portfolios should be managed and optimized throughout their lifecycle

An integrated solution enables real estate and facilities portfolios to be managed as a system.

Streamlined workflows, boosted collaboration, and smarter resource management create synergies that improve organizational bottom lines.

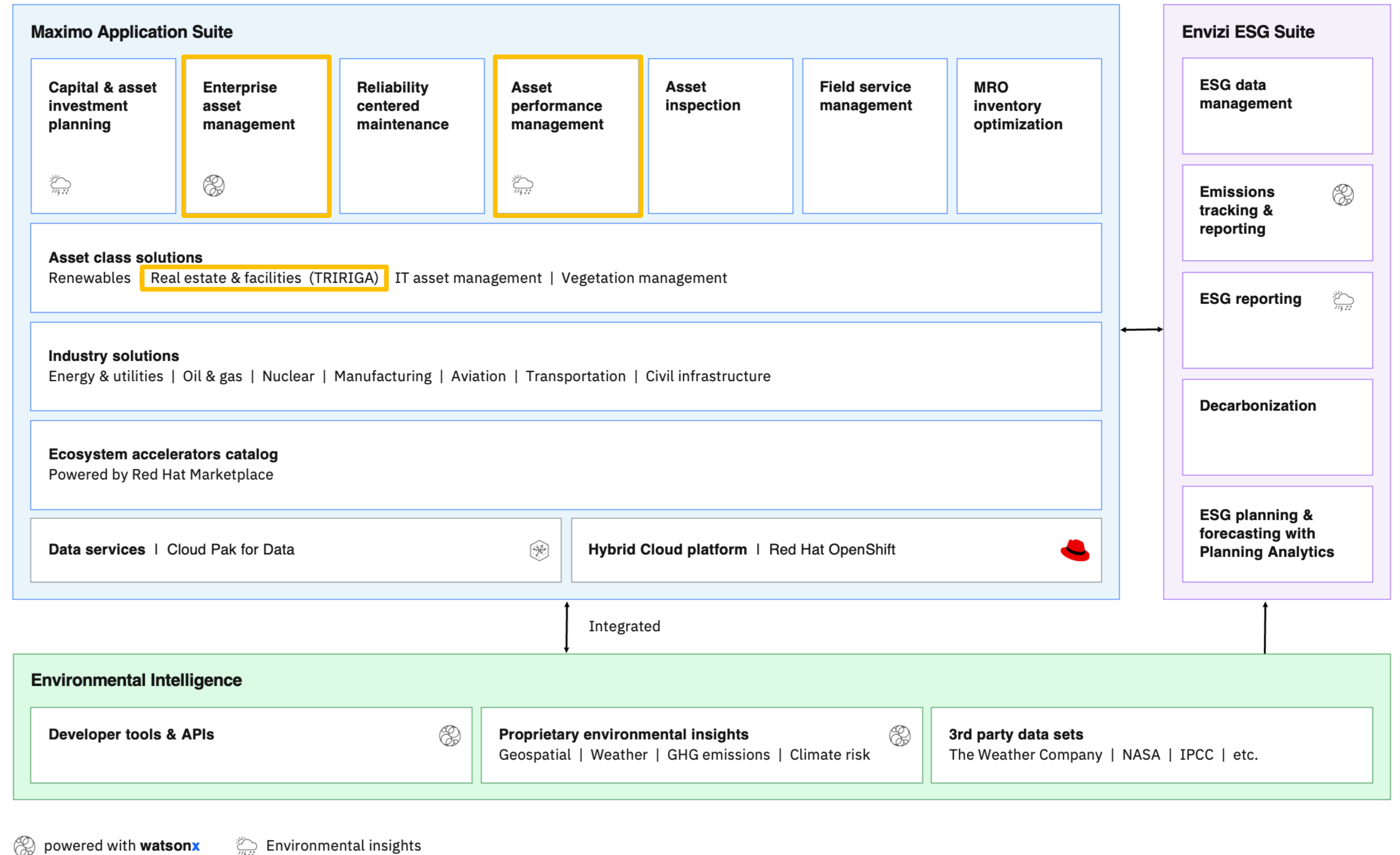
Minimize risk and environmental impact with a comprehensive solution that manages your entire real estate portfolio lifecycle, from planning and acquisition to disposal. This includes optimizing build-out, administration, occupant experience, operations, and maintenance.





# IBM Asset Lifecycle Management powered by Maximo

IBM Asset Lifecycle Management is an integrated solution powered by Maximo that optimizes the whole-life asset performance and operations for wide-ranging industries and asset classes, leveraging AI, IoT, and environmental data.

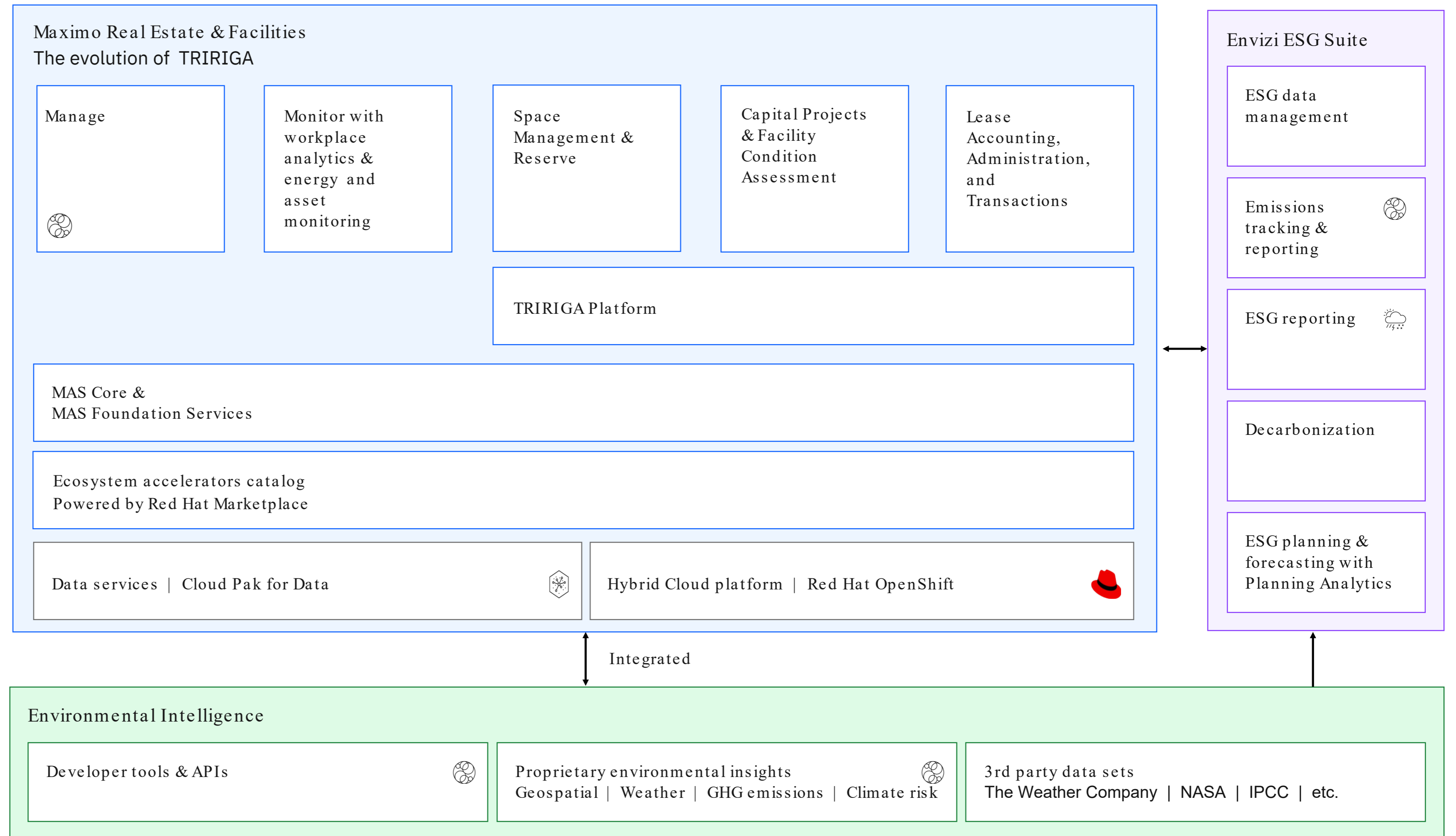


# ALM from a facility management lens

We're bringing our Real Estate and Facilities capabilities into MAS, sharing common infrastructure, to make it easier to utilize more capabilities.

A unified App Point licensing metric will be used, allowing you access to all capabilities.

Our intent is to make this available in 1H25.



powered with watsonx Environmental insights

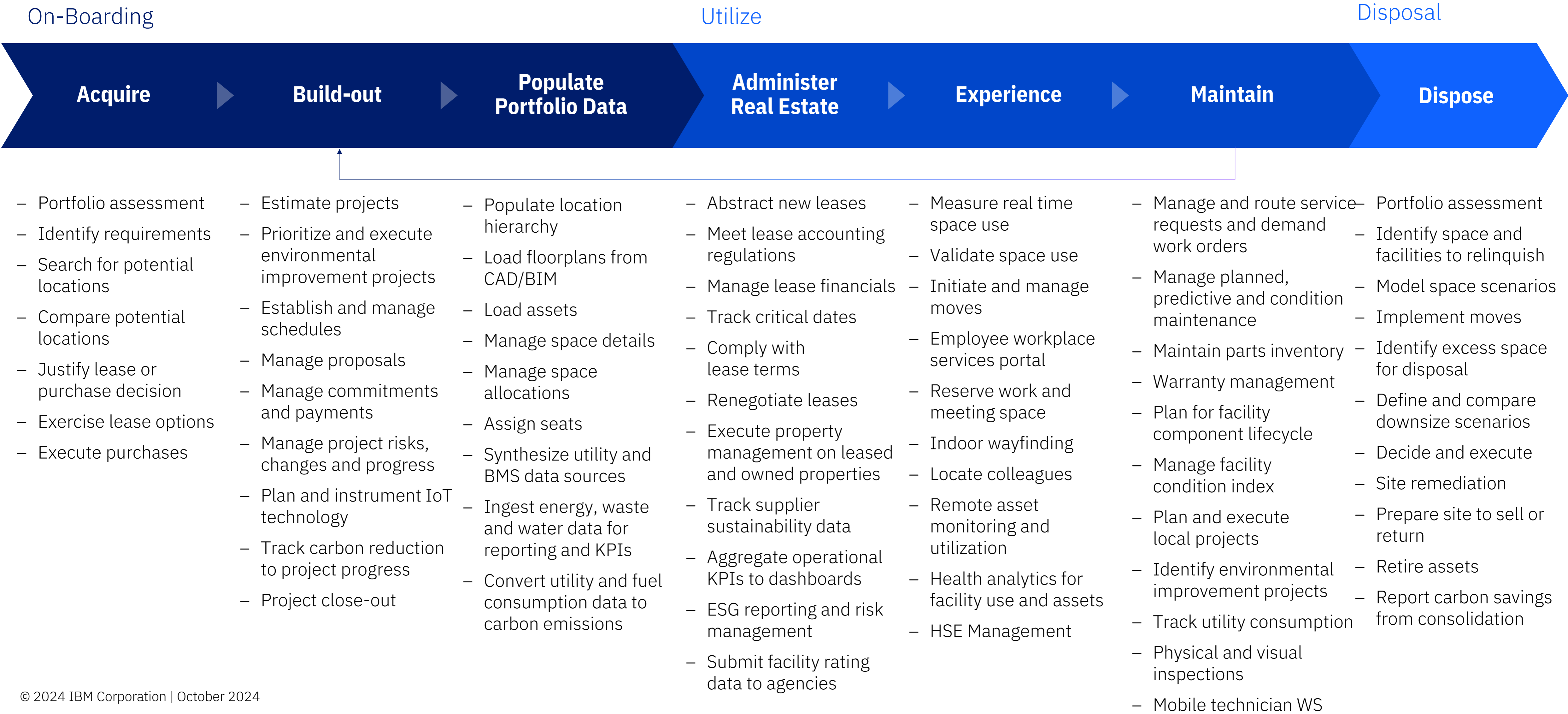
# Within the MAS catalog

The screenshot displays the IBM Maximo Application Suite Catalog. The top navigation bar includes the text 'IBM Maximo Application Suite' and icons for help, user profile, and a grid menu. A left-hand sidebar contains navigation options: 'Suite administration', 'Catalog' (highlighted), 'Usage', and 'Security'. The main content area is titled 'Catalog' and features a search bar. Below the search bar are tabs for 'Applications', 'Industry solutions', 'Add-ons', and 'Tools'. A descriptive text reads: 'Deploy and activate key Maximo applications for your enterprise users.' The catalog lists several applications:

- Manage** (IBM): Manage your asset lifecycle, workflow, and business processes and integrate with other enterprise applications. (26 modules + add-ons) [Let's go](#) →
- Real Estate and Facilities** (IBM): Manage real estate portfolios and facility assets throughout their lifecycle with space management, reservations, capital projects, facility condition assessment, lease management, operations and maintenance. (14 modules + add-ons) [Let's go](#) →
- Monitor** (IBM): Optimize operating performance by using AI-powered remote asset monitoring to obtain insights into failures.
- Health** (IBM): Manage the health of your assets to increase asset availability and improve replacement planning.
- Predict** (IBM): Predict and manage the likelihood of future failures by applying machine learning and data analytics.
- Visual Inspection** (IBM): Unleash the power of deep-learning AI to quickly identify production defects and monitor assets for potential disruptions.
- Assist** (IBM): Use artificial intelligence and augmented reality to enable technicians to troubleshoot and repair equipment problems more efficiently.



# Real estate and facilities lifecycle should be managed as an integrated system



# Maximo Real Estate and Facilities complements Manage for facility maintenance

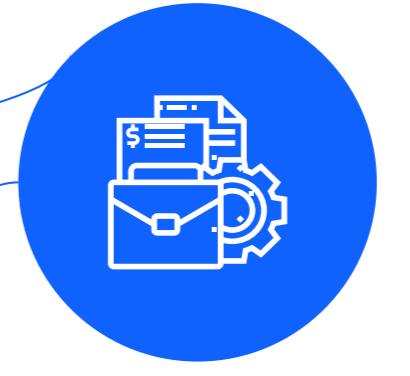
## Space Management and Reserve

Optimize space management and workplace experience with dynamic space planning and forecasting, real-time usage insights, and occupant services.



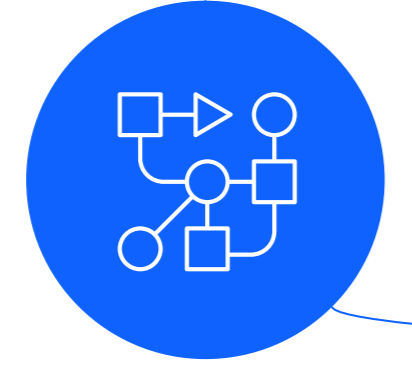
## Lease Accounting, Administration and Transactions

Integrate lease administration and accounting to optimize cost savings, meet contractual and regulatory requirements, and gain insights with AI.



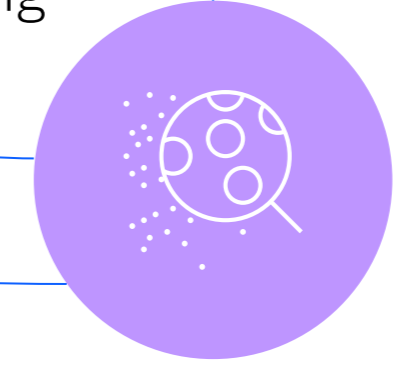
## Capital projects and facility condition assessment

Improve capital investment decision-making to build a credible budgetary framework, justify investment strategies, and effectively execute capital programs and projects.

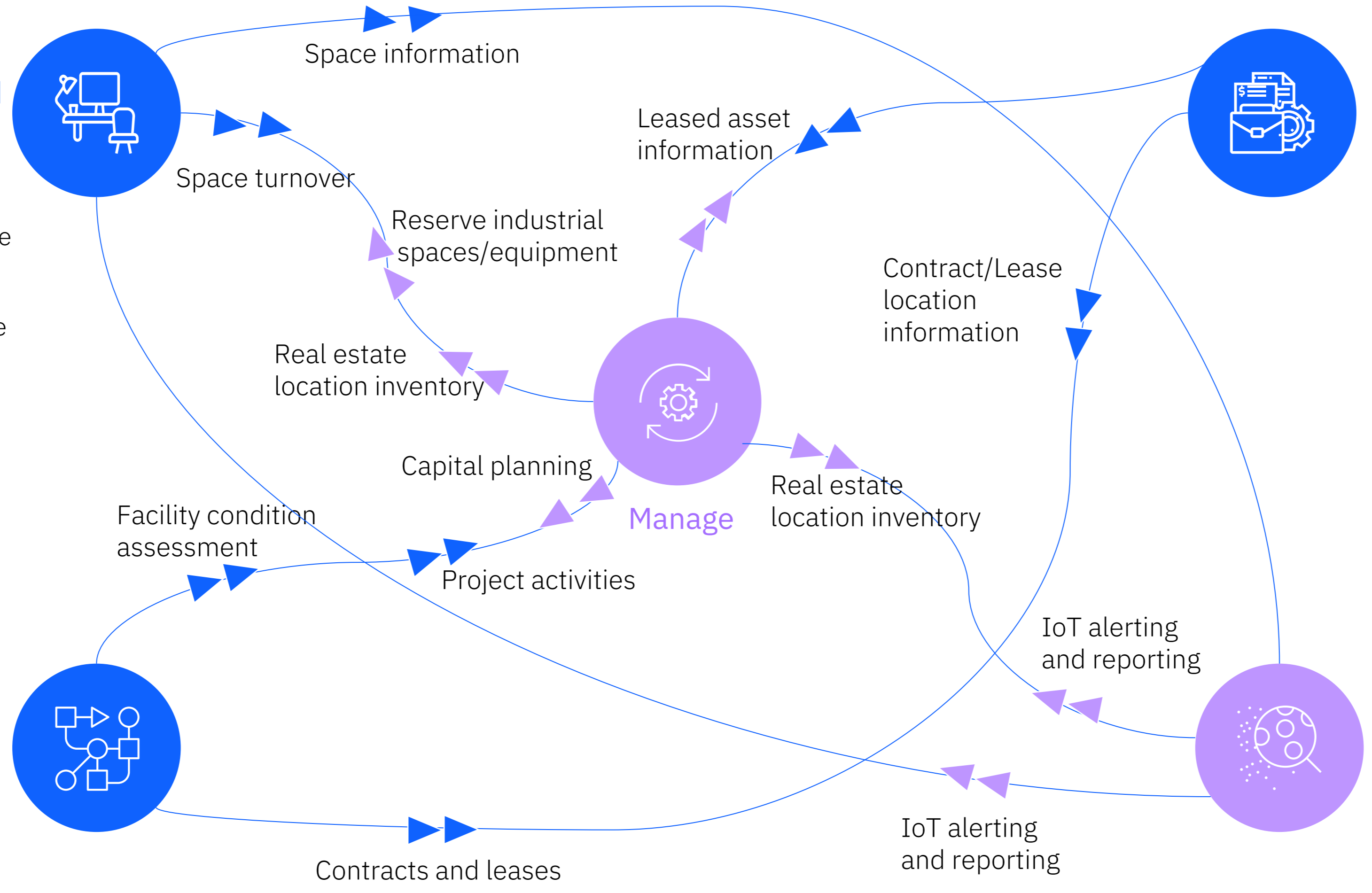
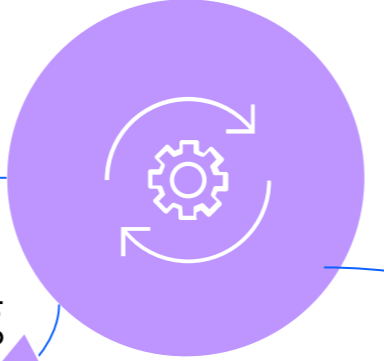


## Monitor with workplace analytics & energy and asset monitoring

Track space utilization with IoT sensors and Wi-Fi. Existing IoT sensors can be integrated for energy monitoring on facilities and assets.

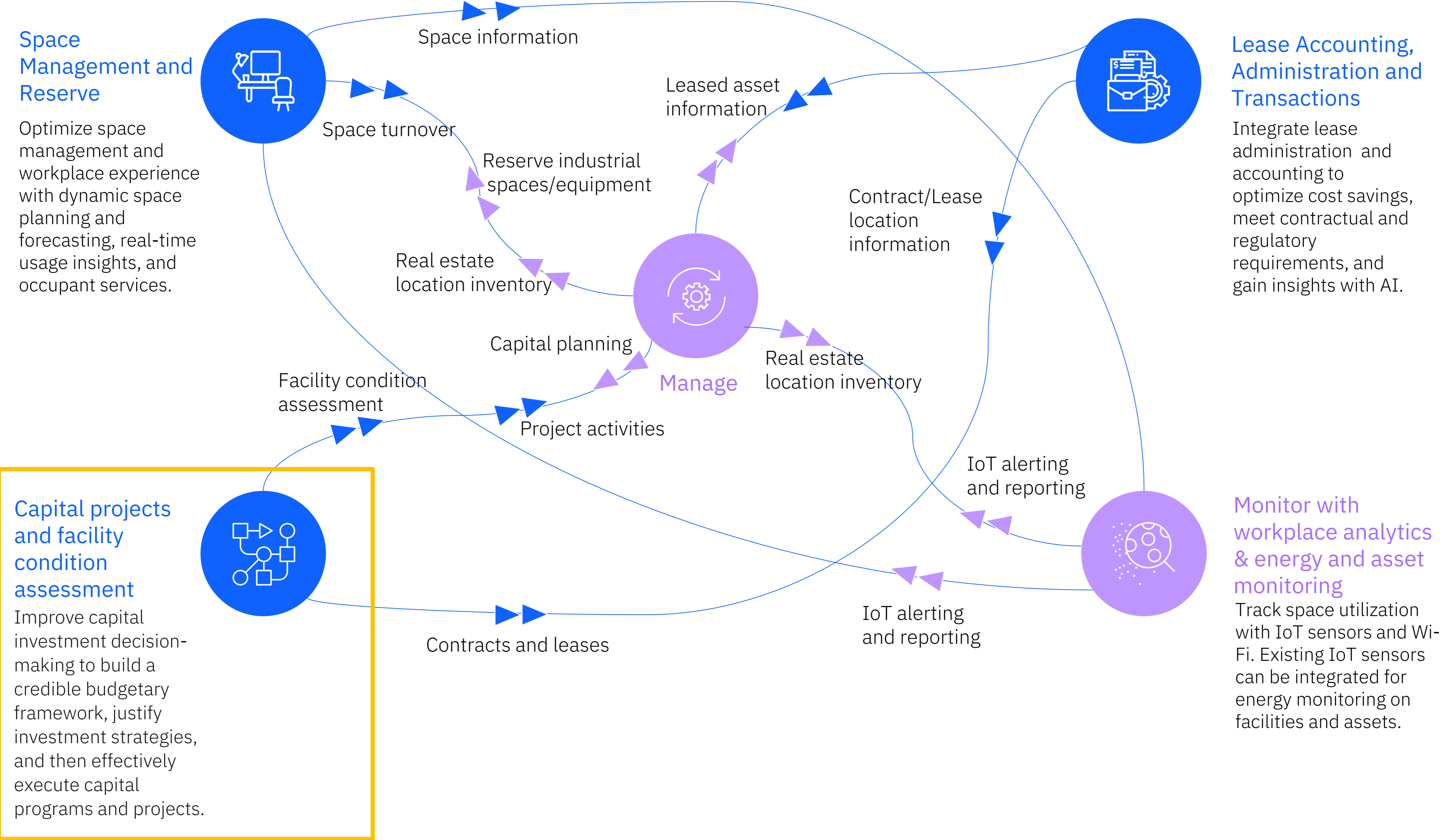


## Manage





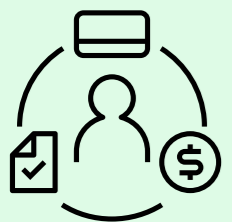
# Capital projects and facility condition assessment



# Real Estate and Facilities provides comprehensive Capital Planning and Project execution

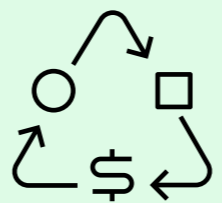
There are several tools and techniques utilized to improve capital planning for facilities

## Portfolio Management



### Portfolio Life Cycle Analysis

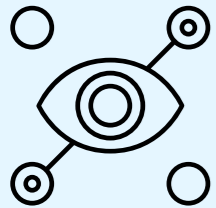
System of Record to capture building portfolio condition. Strategists make real estate portfolio decisions based on cost estimates to address structural deterioration and deficiencies in facility components.



### Asset Management Systems

Tracks the performance and condition of building systems and equipment, as well as scheduling and tracking maintenance activities. This prioritizes investments based on asset condition, optimized maintenance schedules, and avoiding unexpected breakdowns.

## Assessment



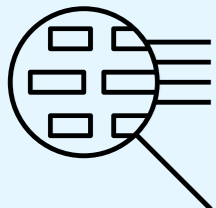
### Facility Condition Inspection

Systematic evaluation of a building's systems condition identifies deferred maintenance issues and improvements. Determine Facility Condition Index and classify per Uniformat code.



### Energy Audits

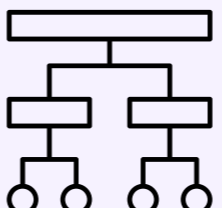
Identifies energy-saving opportunities in equipment and systems to reduce operating costs and improve sustainability.



### Risk Management

Identifies and evaluates potential risk liabilities and opportunities associated with a facility. Evaluate funding scenarios. Prioritize capital investments for the appropriate risk responses.

## Execution



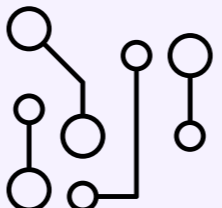
### Program and Funding Management

Manage large scale planning program to coordinate business objectives across multiple related projects. Aligns funding sources, ensuring they are applied to proper projects.



### Vendor Management

Manage RFIs, bids, and inquiries from vendors. Also, tasks, work orders, progress reports/payments, change orders, inventory updates, and documents throughout project execution



### Project Management

Manages scheduling, budgeting, and tracking of capital projects,. Ensure projects are completed on time and to budget, and that resources are allocated efficiently.



# Capital Project Management provides the inputs to Work Order & Asset Management

*Planning*

**Capital Project Management**  
Capital Projects  
Facility Condition Assessment  
Needs Inventory / Opportunities



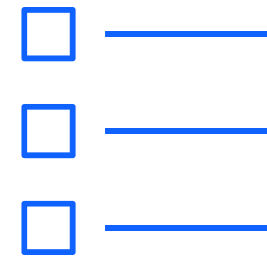
*Execution*

**Work Order & Asset Management**  
Work Orders  
Job Plans / Scheduling  
Inventory Management  
Preventive, Predictive Maintenance  
Asset Renewal / Replacement Strategies



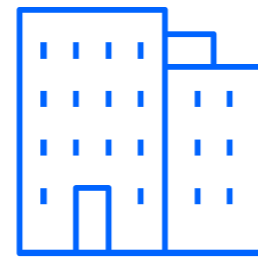


# Facility Condition Assessment provides a structured approach to understanding the state of a large real estate portfolio



## Establish assessment criteria and standards

- Full facility/system condition lifecycle tracking
- UNIFORMAT code For building/system baseline, renewal planning and calculation
- Apply inspection standards to build consistent analysis across portfolio



## Assess buildings and building systems

- Establish financial targets and benchmarks (FCI/SCI)
- Repair / replacement modeling including RSMeans integration
- Communicate facilities data into condition rating and total risk impact scores



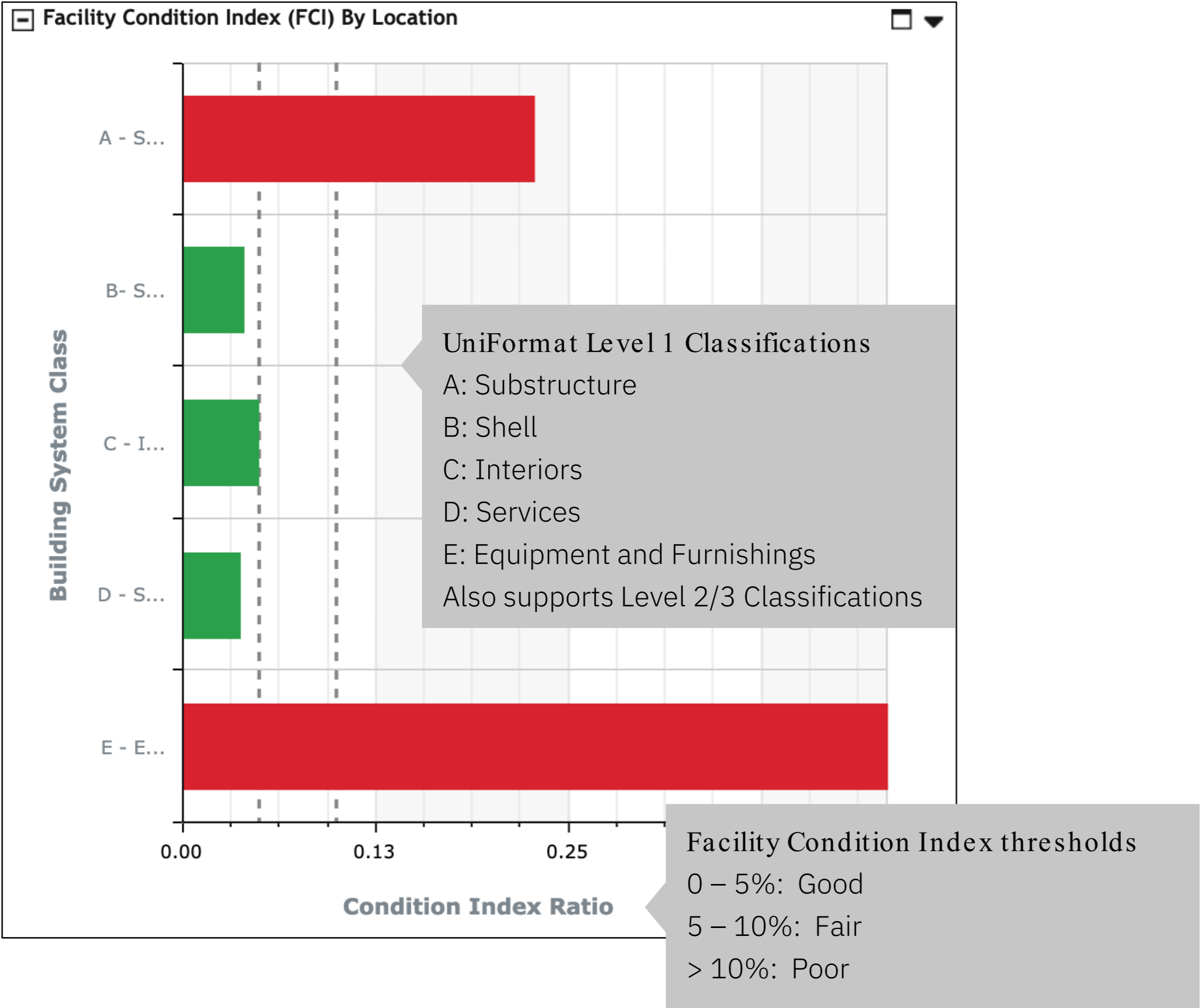
## Analyze and prioritize capital opportunities and projects

- Group improvement investments into projects
- Identify, analyze, and prioritize investment trade-offs
- Drive execution of maintenance and capital renewal projects
- Maintain completed projects and FCA history database

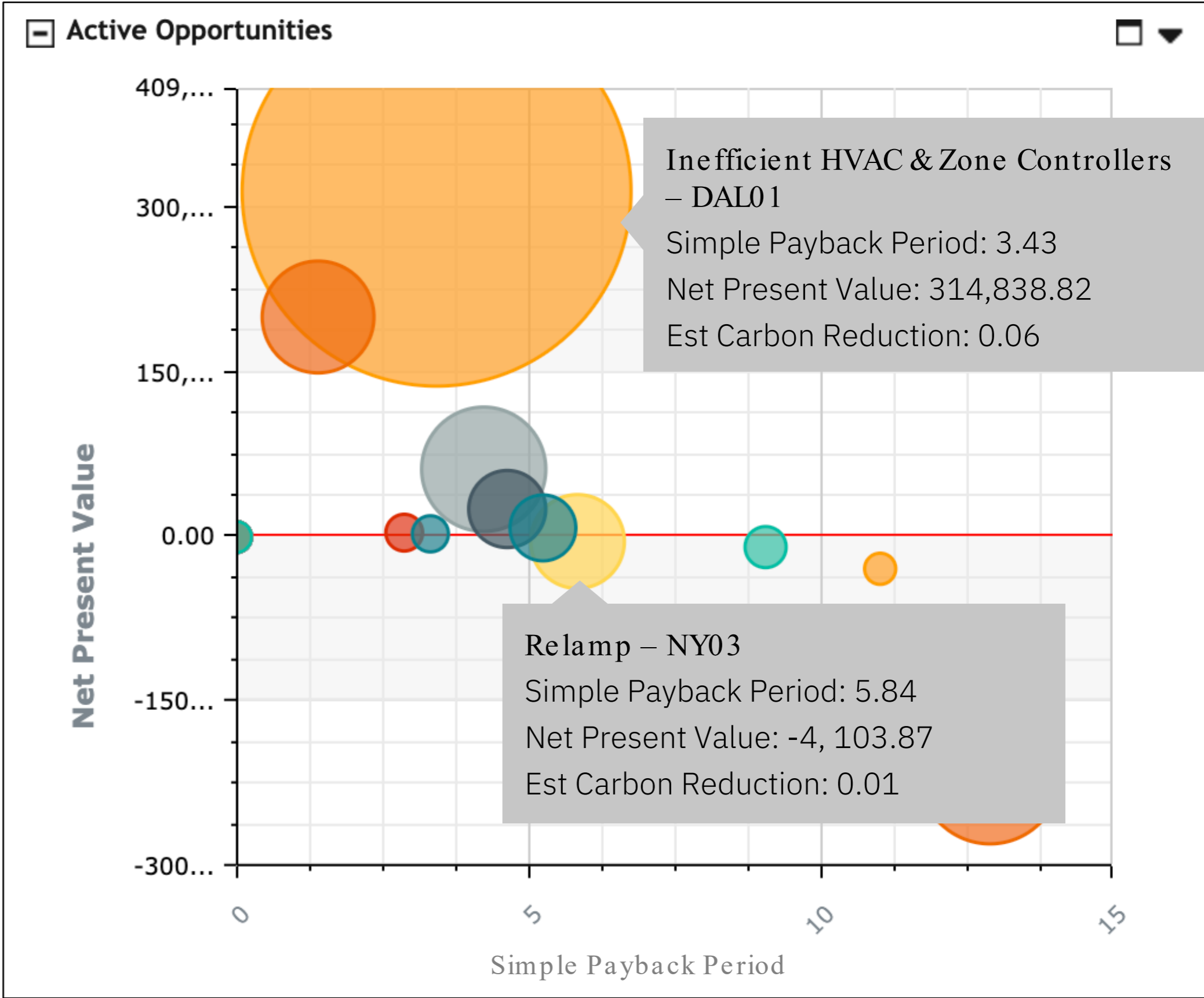


Reporting and analytics prioritize where funding is most urgent and impactful

Summarized portfolio by UniFormat classifications



Bubble chart helps strategists prioritize funding



# Comparative report for alternative funding scenarios

- Minimal funding without portfolio improvement
- Maintain average FCI
- Investment to improve to target FCI based on user criteria

IBM TRIRIGA

Funding Analysis Summary

Showing page 1 of 4

Go to page:

**Funding Analysis Summary**

Year	Component Renewal	Replacement Value (CRV)	Replacement / Backlog / Deterioration								
			Option 1 (Minimal Funding)		Option 2 (Maintain FCI)		Option 3 (Reduce FCI)		FCI Thresholds		
			Funding	FCI	Funding	FCI	Funding	FCI	Good	Fair	Poor
2019	\$0.00	\$174,017,600.62	\$0.00	0.1221	\$0.00	0.1221	\$0.00	0.1221	0.050	0.100	>1
2020	\$2,989,466.35	\$181,326,339.85	\$5,439,790.20	0.1104	\$3,321,494.82	0.1221	\$4,628,386.25	0.1149	0.050	0.100	>1
2021	\$22,019,376.23	\$188,942,046.12	\$5,668,261.38	0.1986	\$22,365,349.90	0.1221	\$24,796,128.75	0.1019	0.050	0.100	>1
2022	\$9,495,242.88	\$196,877,612.06	\$5,906,328.36	0.2198	\$9,855,747.43	0.1221	\$12,861,137.90	0.0863	0.050	0.100	>1
2023	\$9,786,497.06	\$205,146,471.77	\$6,154,394.15	0.2408	\$10,162,142.81	0.1221	\$13,032,939.46	0.0718	0.050	0.100	>1
2024	\$62,404.92	\$213,762,623.58	\$6,412,878.71	0.2147	\$453,827.79	0.1221	\$2,622,108.92	0.0609	0.050	0.100	>1
2025	\$11,298,581.70	\$222,740,653.77	\$6,682,219.61	0.2386	\$11,706,444.33	0.1221	\$12,958,448.83	0.0544	0.050	0.100	>1
2026	\$5,609,101.24	\$232,095,761.23	\$6,962,872.84	0.2364	\$6,034,094.11	0.1221	\$6,506,548.32	0.0513	0.050	0.100	>1
2027	\$8,934,059.43	\$241,843,783.20	\$7,255,313.50	0.2469	\$9,376,901.99	0.1221	\$9,373,195.54	0.0503	0.050	0.100	>1
2028	\$8,163,291.86	\$252,001,222.09	\$7,560,036.66	0.253	\$8,624,733.81	0.1221	\$8,412,599.46	0.05	0.050	0.100	>1
2029	\$261,401.85	\$262,585,273.42	\$7,877,558.20	0.2278	\$742,224.36	0.1221	\$465,311.53	0.05	0.050	0.100	>1
<b>TOTAL Funding</b>			\$65,919,653.61		\$82,642,961.37		\$95,656,804.96				
<b>TOTAL Change in Facility Value</b>			\$50,001,884.16		\$77,755,862.86		\$96,681,433.42				
<b>Return on Investment (%)</b>			-24.1472		-5.9135		1.0712				

Return on Investment % = ((Total Change in Facility Value - Total Funding) / Total Funding) \* 100

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Document Management: /TRIRIGA/Condition Assessment/Funding Analysis Summary (BIRT)

powered by IBM TRIRIGA

Minimized funding leads to further deterioration and negative ROI

Maintaining condition at current level still results in negative ROI

Optimal funding leads to improved FCI and positive ROI



Capital Projects allows program funding to be auditable through its lifespan

- Grand summary
- Budget vs. allocation graphics
- Yearly summary and breakdown

Program: 1000088 - Environmental Sustainability Projects

General | Schedule | **Financials** | Contacts | Notifications | Notes & Documents

(Optional): Summary of the Budget and Commitments for the Program Funding.

**General**

Funding Type: Capital

A. Total Program Budget (Sum of Fundi...	\$2,625,000.00	US Dollars
B. Funds Allocated to Parent Sub-Programs	\$0.00	US Dollars
C. Funds Allocated to Parent Projects	\$1,071,000.00	US Dollars
D. Total Funds Allocated (B+C)	\$1,071,000.00	US Dollars
E. Funds Available (A-D)	\$1,554,000.00	US Dollars
F. Total Pending Funding Requests	\$368,795.00	US Dollars
G. Total Available with Pending Funding...	\$1,185,205.00	US Dollars

**Program Funding Summary**

Show By: Fiscal Year

Fiscal Year

Restore Defaults | Save Settings | Apply Filters

Remove | Add Funding | Transfer Funds

Apply Filters | Clear Filters

<input type="checkbox"/>	Fiscal Year ↑	Funding Source	Total Program Funds	Total Funds Allocated	Total Funds Available	Transfer Amount	Original Funds fro...
<input type="checkbox"/>	2021	Charlotte Campus Renovation Funding	\$250,000.00	\$230,500.00	\$19,500.00	\$0.00	\$250,000.00
<input type="checkbox"/>	2022	Office of Energy Efficiency and Renewable Energy - Boiler Replacement Grant	\$30,000.00	\$30,000.00	\$0.00	\$0.00	\$30,000.00
<input type="checkbox"/>	2022	Charlotte Campus Renovation Funding	\$250,000.00	\$250,000.00	\$0.00	\$0.00	\$250,000.00
<input type="checkbox"/>	2022	Build Back Better Program Fund	\$20,000.00	\$20,000.00	\$0.00	\$0.00	\$20,000.00

Soliciting, selecting and tracking tenders and vendor bids is core to executing projects

## Vendor bid summaries

Procurement management at the tip of your fingers

- Summary reports on vendors
- Manage multiple bids
- Evaluate bids
- Review bid clarifications

## Comparative bid reports

		Initial Estimate	Ace Construction		Ace Construction Company		Artillery Property Services	
1000586.01	General Requirements	\$ 43,200	\$ 0	-43,200	\$ 16,200	-27,000	\$ 12,100	-31,100
1000586.04	Masonry	\$ 238,857	\$ 0	-238,857	\$ 310,060	71,203	\$ 323,400	84,543
1000586.06	Wood and Plastics	\$ 22,891	\$ 0	-22,890	\$ 22,890	0	\$ 21,450	-1,440
1000586.08	Doors and Windows	\$ 40,685	\$ 0	-40,685	\$ 65,090	24,405	\$ 62,679	21,994
1000586.09.100	Metal Support Assemblies	\$ 62,400	\$ 0	-62,400	\$ 62,400	0	\$ 5,701	-56,699
1000586.09.200	Plaster and Gypsum Board	\$ 6,702	\$ 0	-6,701	\$ 67,090	60,389	\$ 6,701	0
1000586.09.300	Terrazzo	\$ 15,467	\$ 0	-15,466	\$ 12,667	-2,799	\$ 16,340	874
	Tile	\$ 14,243	\$ 0	-14,242	\$ 11,465	-2,777	\$ 14,290	48
1000586.09.600	Flooring	\$ 108,486	\$ 0	-108,486	\$ 101,438	-7,048	\$ 112,440	3,954
1000586.09.700	Wall Finishes	\$ 5,940	\$ 0	-5,940	\$ 2,660	-3,280	\$ 6,250	310
1000586.09.900	Paints and Coatings	\$ 28,838	\$ 0	-28,838	\$ 28,831	-7	\$ 27,990	-848
1000586.13.850	Detection and Alarm	\$ 19,400	\$ 0	-19,400	\$ 12,670	-6,730	\$ 22,345	2,945
1000586.15.300	Fire Protection Piping	\$ 92,138	\$ 0	-92,137	\$ 101,234	9,097	\$ 96,340	4,203
1000586.15.700	HVAC Equipment	\$ 12,542	\$ 0	-12,542	\$ 16,678	4,136	\$ 11,554	-988
1000586.15.900	HVAC Instrumentation and Controls	\$ 76,800	\$ 0	-76,800	\$ 79,767	2,967	\$ 62,440	-14,360
1000586.16.050	Basic Electrical Materials and Methods	\$ 372,960	\$ 0	-372,960	\$ 368,090	-4,870	\$ 310,200	-62,760
1000586.16.100	Wiring Methods	\$ 41,600	\$ 0	-41,600	\$ 40,908	-692	\$ 44,600	3,000
1000586.16.200	Electrical Power	\$ 13,853	\$ 0	-13,853	\$ 13,853	0	\$ 12,290	-1,563
1000586.16.300	Transmission and Distribution	\$ 77,489	\$ 0	-77,488	\$ 77,198	-290	\$ 71,988	-5,500
<b>Grand Total</b>		\$ 1,294,491	\$ 0	-1,294,490	\$ 1,411,189	116,699	\$ 1,241,098	-53,392



Dashboards help project managers monitor status across all projects

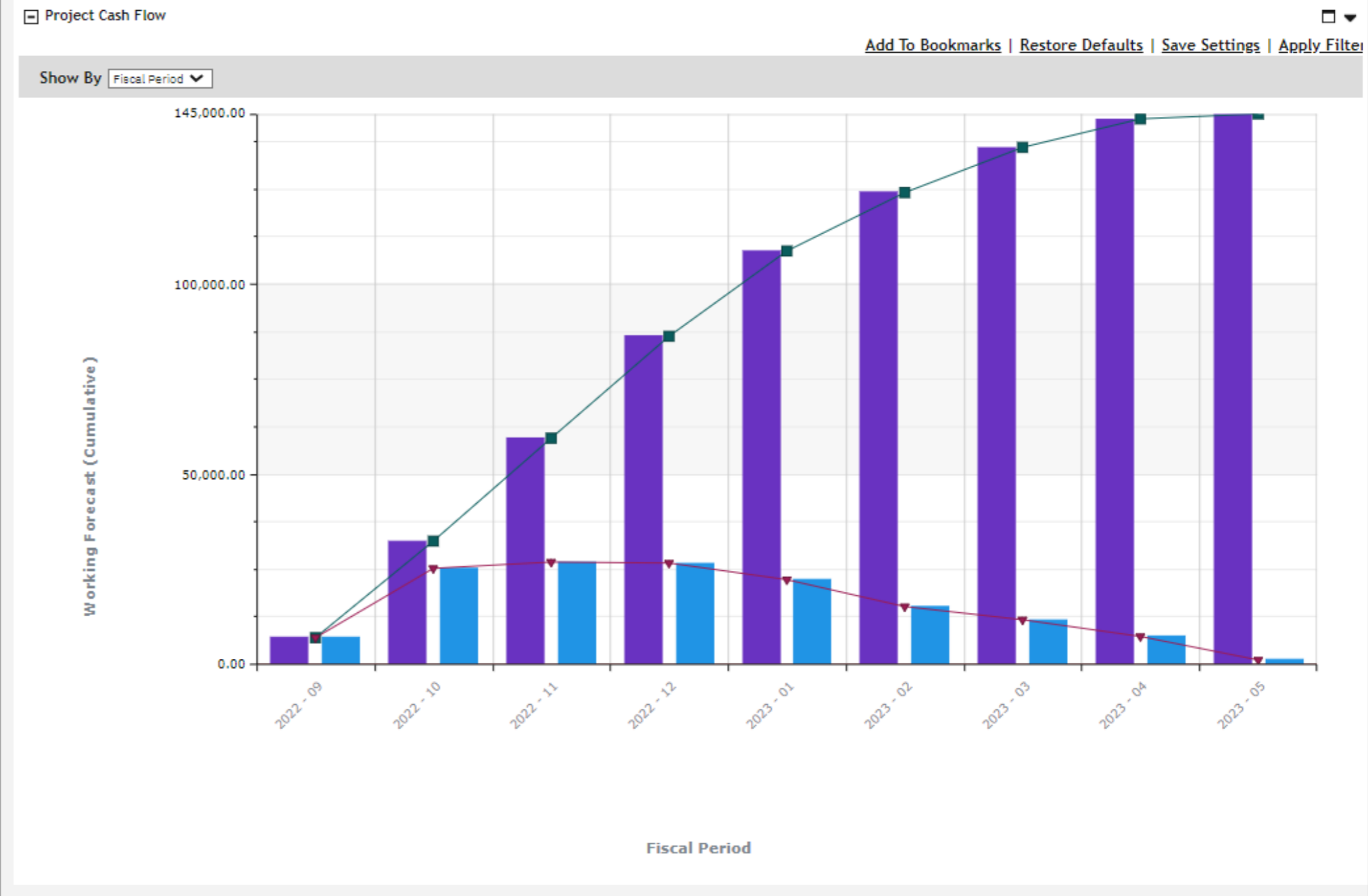
### Project and budget details

Recent Project: 1000697-Charlotte Watson Center AHU Replacement

Personalize | Open In New Window | My Bookmarks

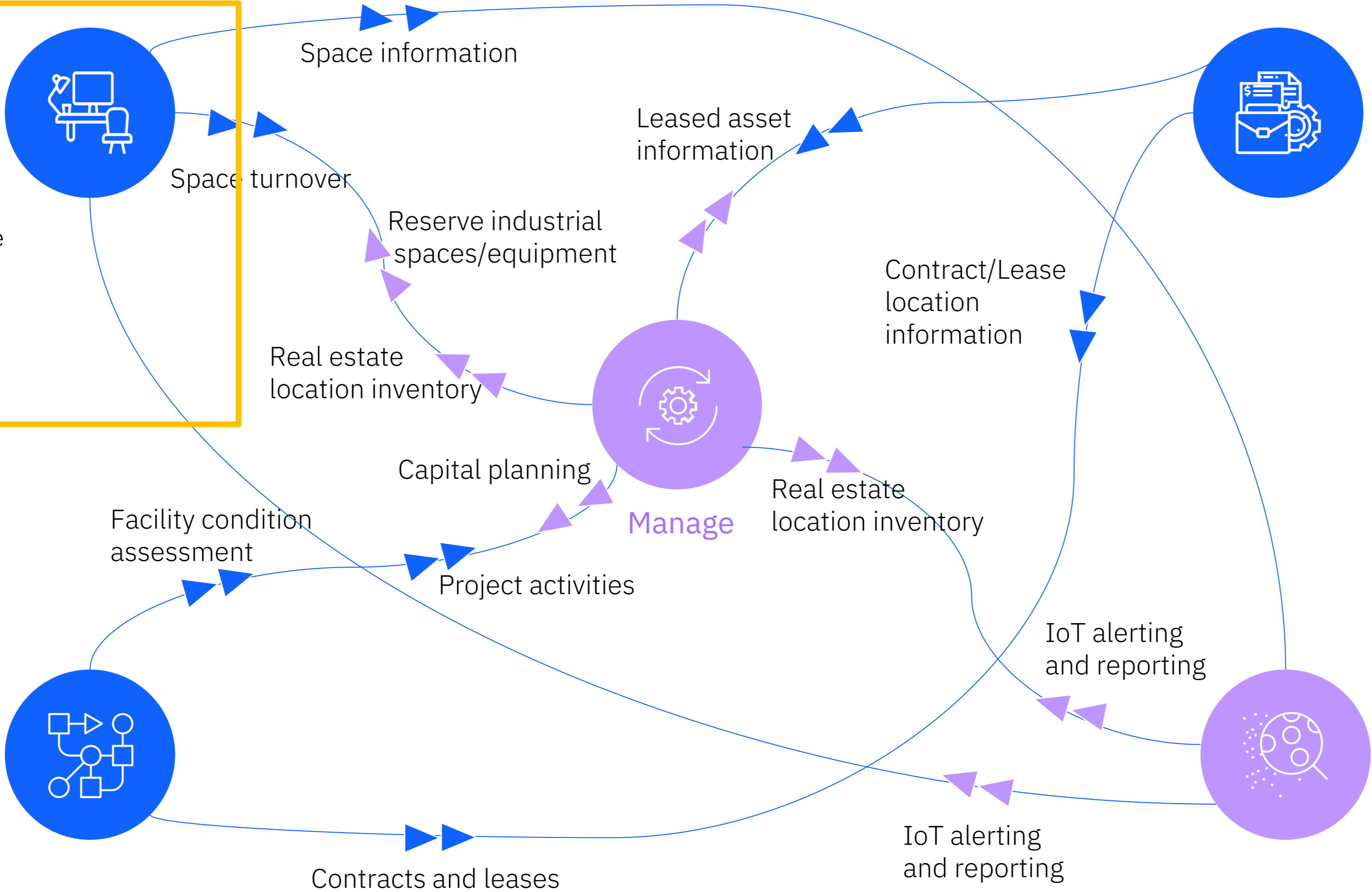
Name	Budget	Forecast	Variance For...	RAG	Currency
ATL01 - Cooling Tower Replacement	\$94,400.00	\$92,500.00	-\$1,900	Under Budget	US Dollars
DAL02 - 3000 Executive Parkway - Relampi...	\$63,000.00	\$65,700.00	\$2,700	Over Budget	US Dollars
ORD06 - HVAC Re-Commissioning	\$47,600.00	\$39,100.00	-\$8,500	Under Budget	US Dollars
CLT001 - Renovation Project	\$1,562,795....	\$1,506,158....	-\$56,637	Under Budget	US Dollars
PHL08 - 203 N 34th St - Store Build Out	\$242,819.13	\$242,515.00	-\$304	Under Budget	US Dollars
LAS01 - Remodel	\$1,022,243....	\$900,404.75	-\$121,839	Under Budget	US Dollars
UK Training Rollout Initiative	£195,600.00	£190,000.00	-\$5,600	Under Budget	United Kingdom Pounds
Clinic Renovation	\$175,700.00	\$156,200.00	-\$19,500	Under Budget	US Dollars
SLC01 - 4321 S 1720 W - New Construction	\$4,410,840....	\$4,410,840....	\$0	On Budget	US Dollars
LAS04 - 2120 Sunrise - New Construction	\$4,877,340....	\$4,461,840....	-\$415,500	Under Budget	US Dollars
RDU01 - 3421 Six Forks Rd - New Construc...	\$4,653,432....	\$4,431,840....	-\$221,592	Under Budget	US Dollars
CWC1001 - Office Retro Fit	\$1,355,679....	\$1,319,866....	-\$35,813	Under Budget	US Dollars
Charlotte Watson Center - Replace Agi					

Manage project cash flows



# Space Management and Reserve

**Space Management and Reserve**  
Optimize space management and workplace experience with dynamic space planning and forecasting, real-time usage insights, and occupant services.



## Lease Accounting, Administration and Transactions

Integrate lease administration and accounting to optimize cost savings, meet contractual and regulatory requirements, and gain insights with AI.

## Monitor with workplace analytics & energy and asset monitoring

Track space utilization with IoT sensors and Wi-Fi. Existing IoT sensors can be integrated for energy monitoring on facilities and assets.

## Capital projects and facility condition assessment

Improve capital investment decision-making to build a credible budgetary framework, justify investment strategies, and then effectively execute capital programs and projects.



# Enabling space management and the occupant experience

**Space Planners** need strategic, administrative and oversight capabilities to manage and tune how space is to be used efficiently



- CAD and BIM integration
- Dynamic space planning
- Space forecasting
- Stacking



- Space allocations and chargebacks
- Move management
- Space audits
- Occupancy monitoring
- Space utilization
- Floor / building level utilization

**Space Users** expect to access facilities and space seamlessly, to add productivity to their day rather than impeding work tasks



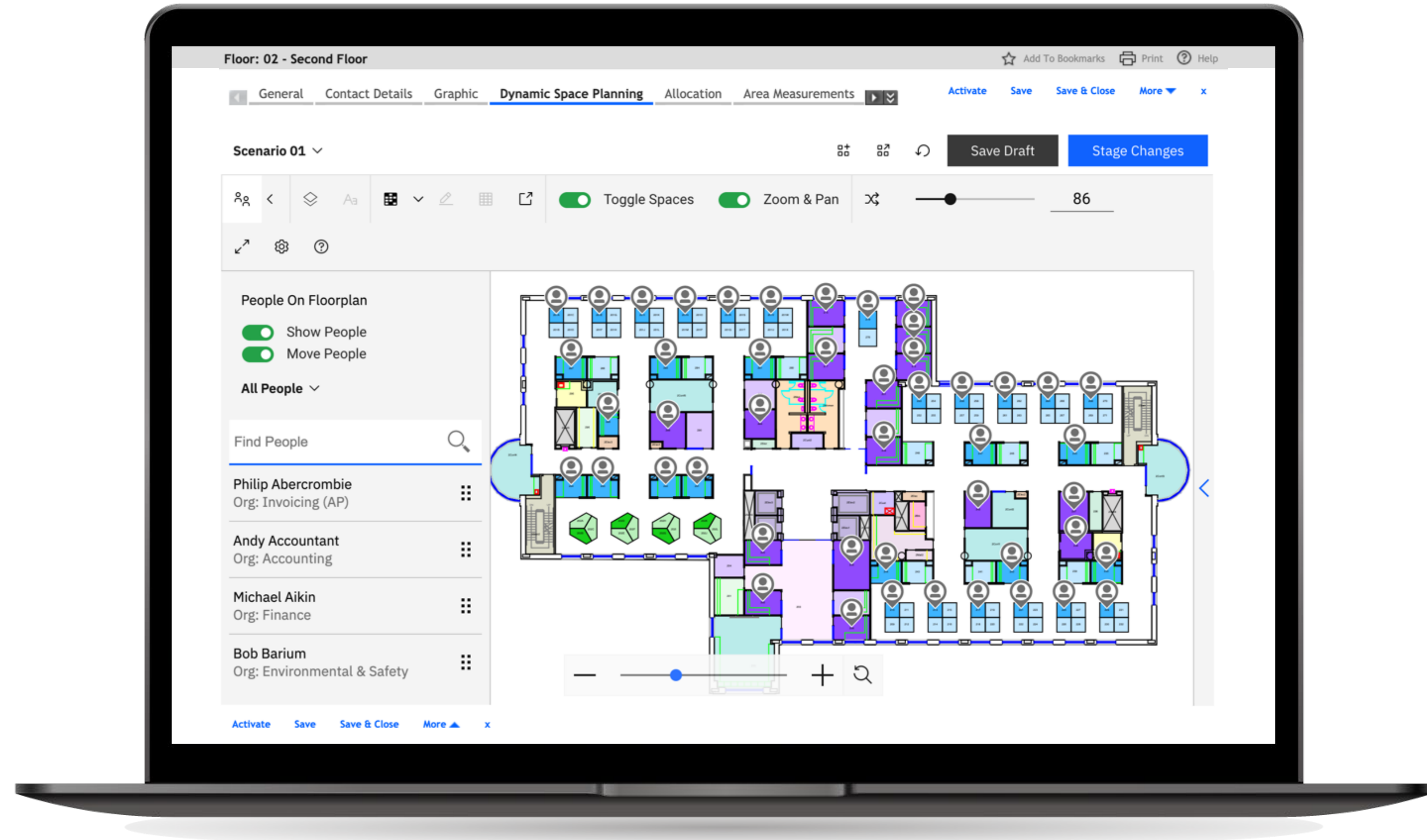
- Personal desk and meeting reservations
- Outlook integration
- Move requests
- Locate colleagues



- Indoor maps and wayfinding
- Scan-to-claim desk
- Mobile apps
- Interactive kiosks and room panels

# Dynamic space planning helps planners adapt quickly to changing guidelines

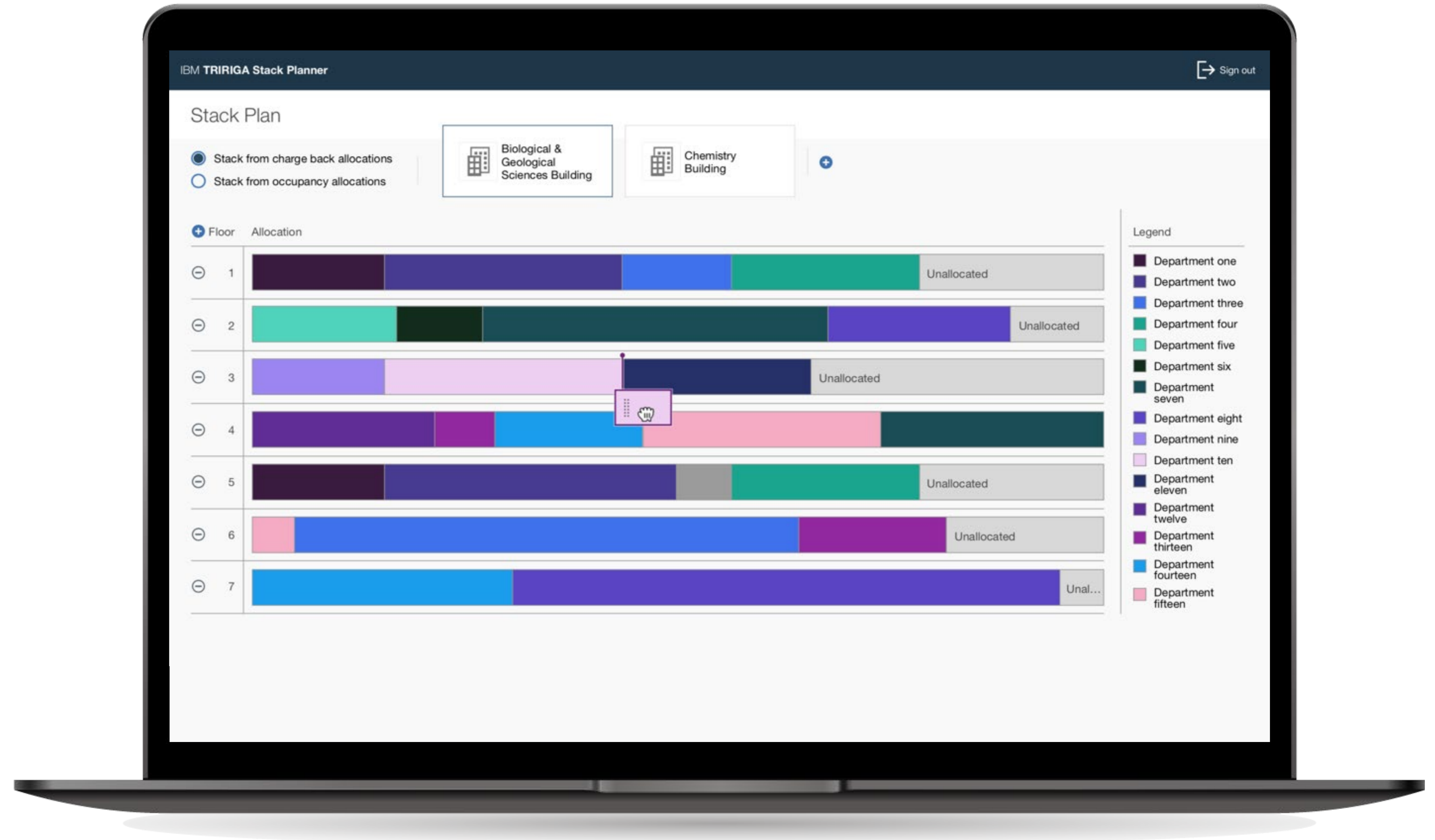
- Create scenarios to **graphically analyze** floors for social distancing
- Update space classifications
- Rearrange seat assignments
- Rearrange organizational allocations
- Designate spaces as reservable or dedicated
- Update active portfolio details directly from **“what if” scenarios**





Space Planners need tools for making the right space available to the right people

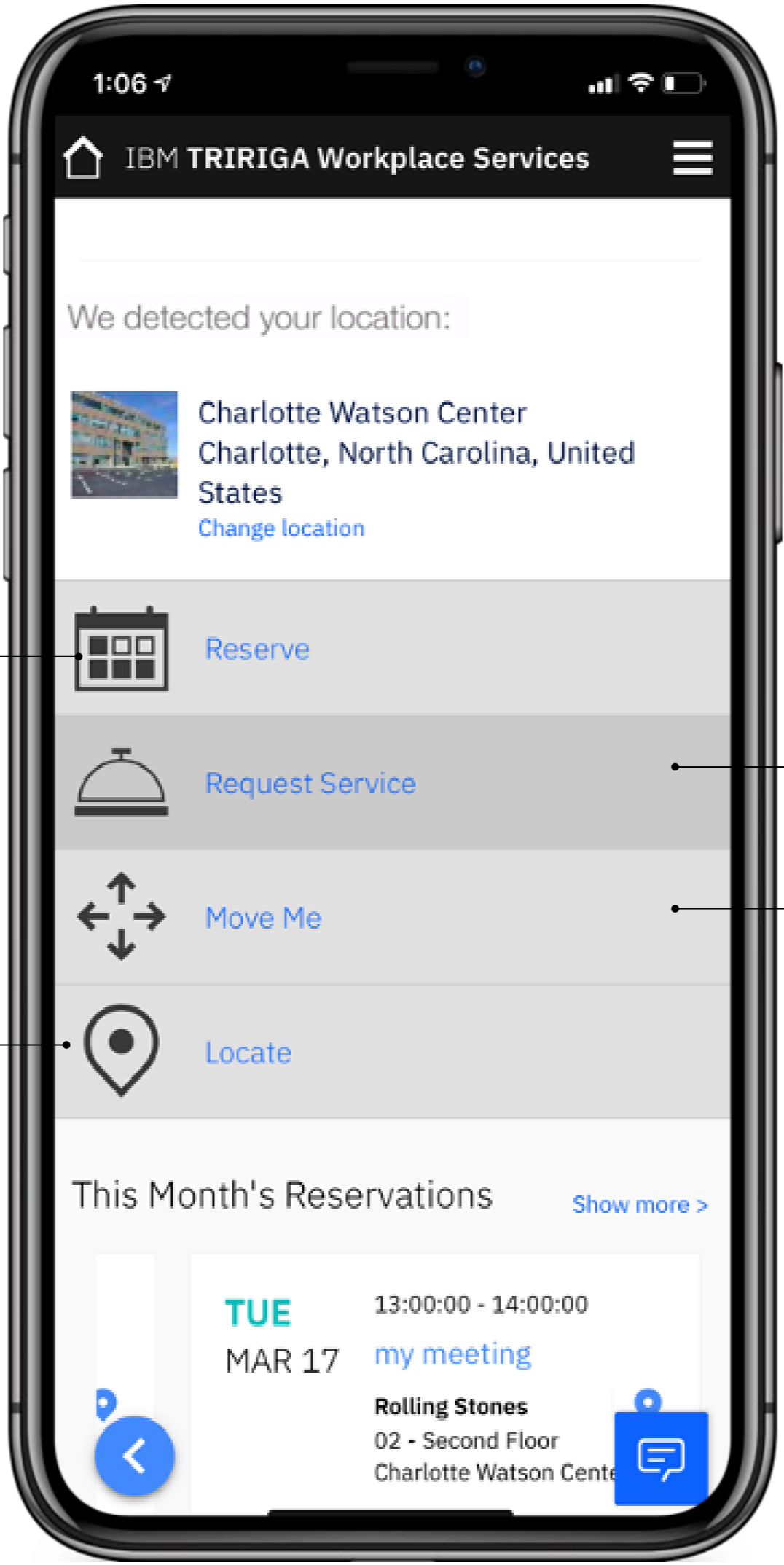
The perceptive Stacking app enables Space Planners to [quickly re-stack space plans](#) to enable optimal workspace configurations



# Occupants can self manage through a single app

[Reserve](#) app enables employees to reserve individual work and team meeting space

[Locate](#) app enables users to find colleagues and rooms



[Service Request](#) app enables easy work request submission

[Move Me](#) app allows employees to self-select their assigned work location

Desktop/tablet designs for the portal and apps provide a **responsive design** for power users on larger screens



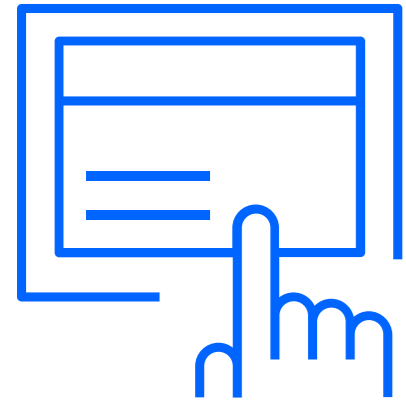
# Wayfinding and navigation with search for rooms and people

- Solution that provides wayfinding [within Locate App](#) and an all-new kiosk experience for visitors
- The solution includes [ArcGIS Indoors](#), a set of powerful tools from Esri, to convert and enrich static floorplans into hosted interactive maps integrated with up-to-date space data directly from TRIRIGA.





Room panel interface enables on-the-spot booking of meeting rooms



## Meeting Room Panel

- Fast and responsive booking
- Visual display of current room status
- Enables user check-in
- Integration with Exchange enables seamless resource scheduling





# Monitor with workplace analytics & energy and asset monitoring

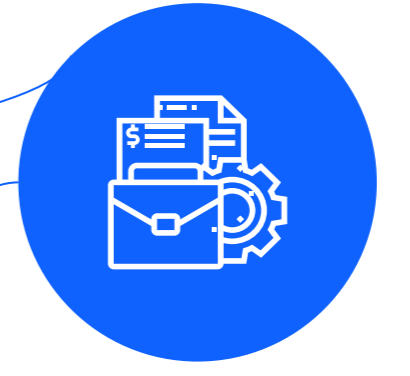
## Space Management and Reserve

Optimize space management and workplace experience with dynamic space planning and forecasting, real-time usage insights, and occupant services.



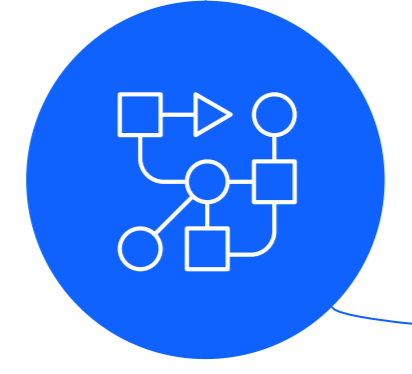
## Lease Accounting, Administration and Transactions

Integrate lease administration and accounting to optimize cost savings, meet contractual and regulatory requirements, and gain insights with AI.



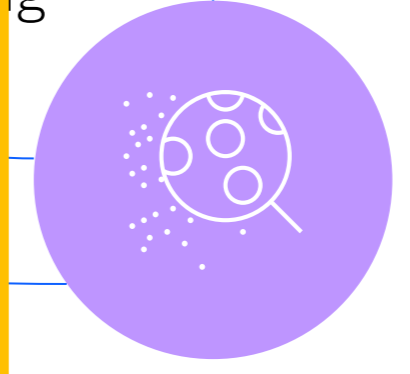
## Capital projects and facility condition assessment

Improve capital investment decision-making to build a credible budgetary framework, justify investment strategies, and then effectively execute capital programs and projects.

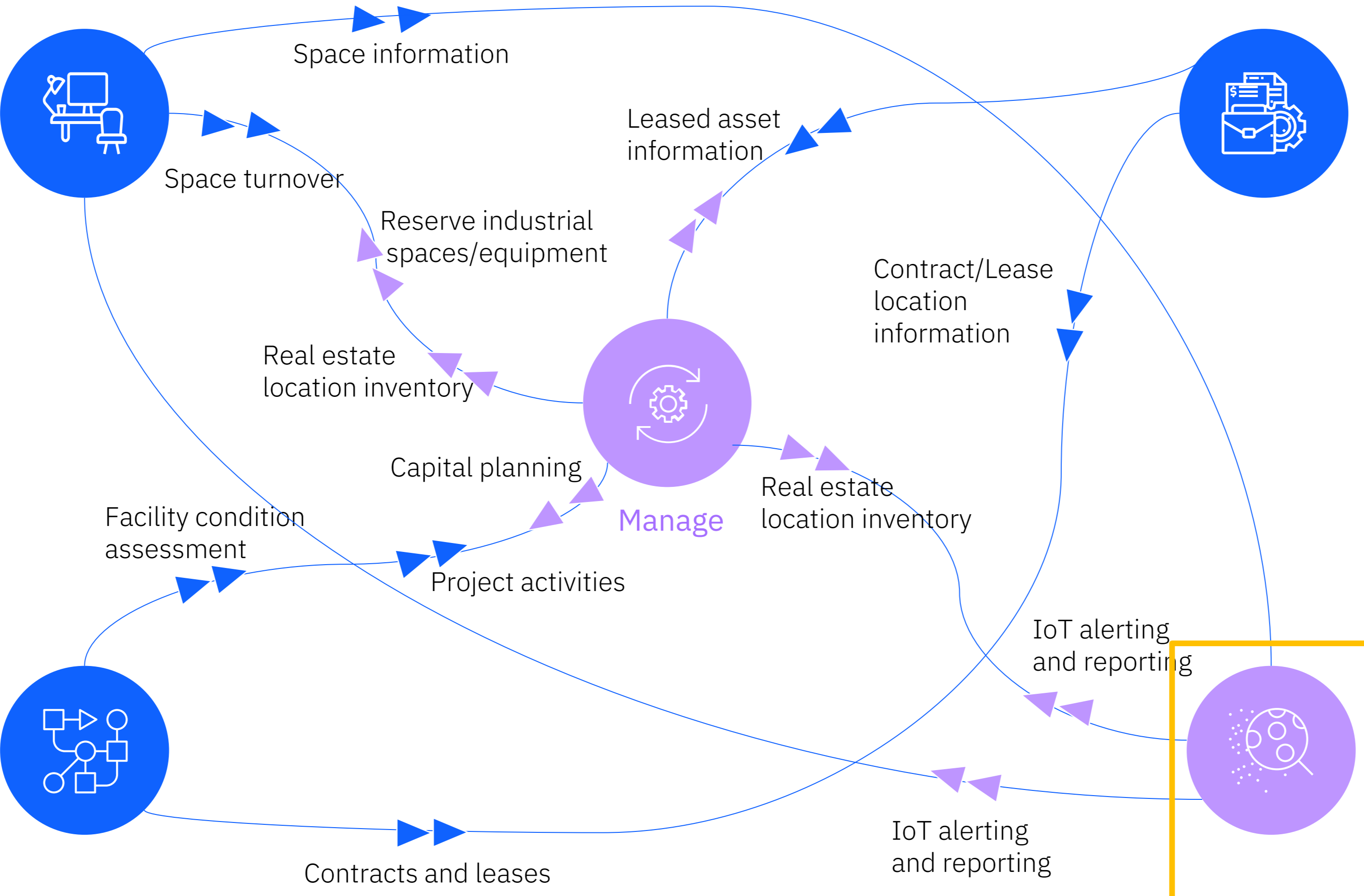
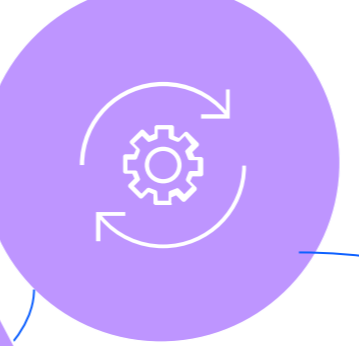


## Monitor with workplace analytics & energy and asset monitoring

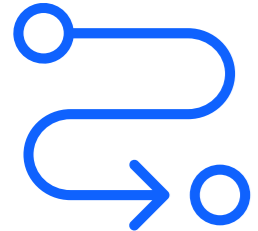
Track space utilization with IoT sensors and Wi-Fi. Existing IoT sensors can be integrated for energy monitoring on facilities and assets.



## Manage

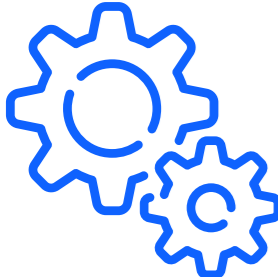


# Monitoring with AI-based anomaly detection at enterprise-scale



## Solution

- Enterprise scale monitoring
- AI-based anomaly detection



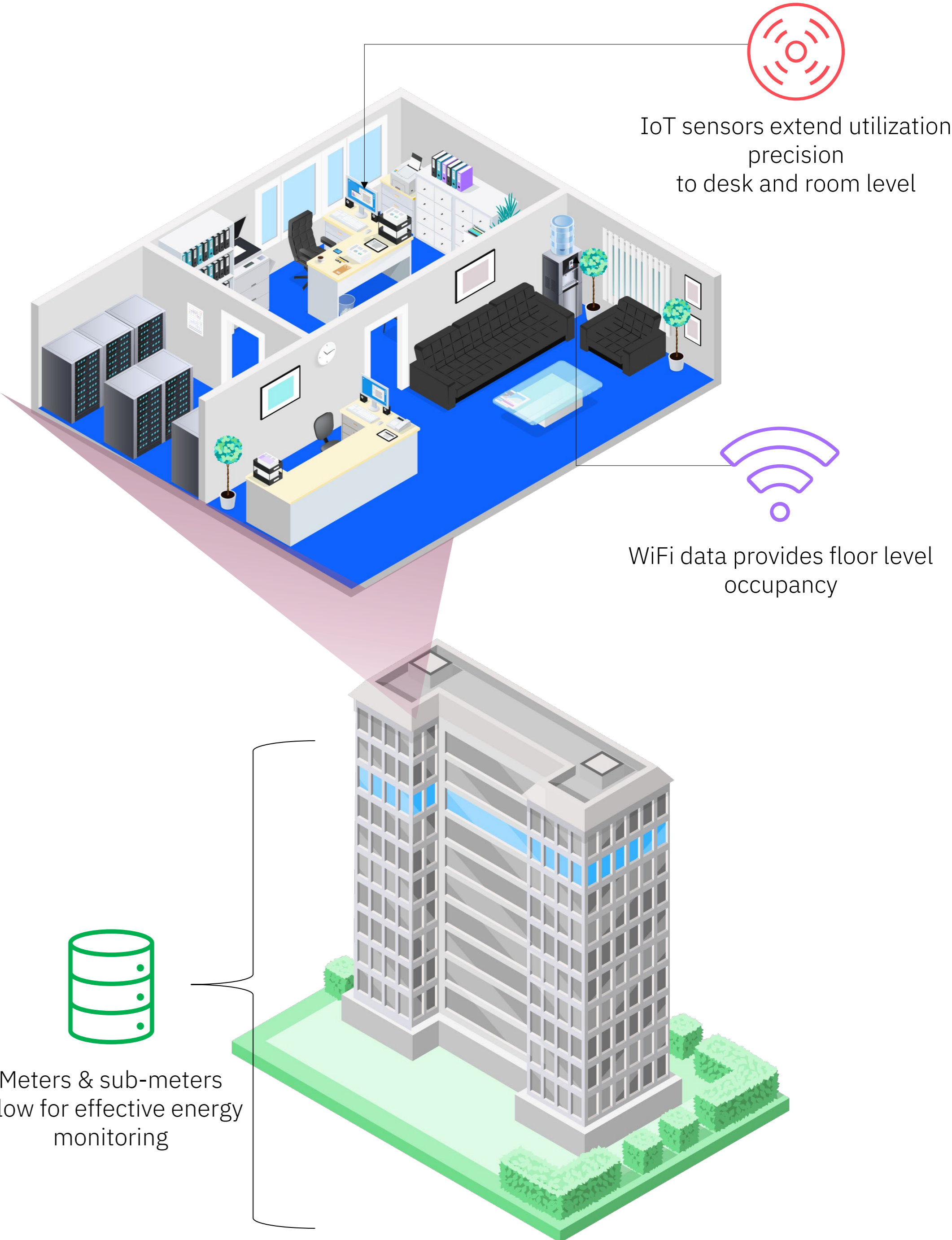
## Capabilities

- Ingest data from Scada, IoT, BMS, OT and WiFi sources
- Easily configurable dashboard: no-code widgets
- Enterprise-wide view of operation
- Shared asset hierarchy
- Feed data to condition-based maintenance
- Generation of service requests



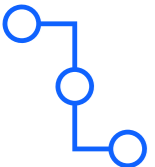
## Business Value

- Reduce unplanned downtime
- Shorten duration of outages
- Increase production output
- Decrease wasted time investigating false-positive alerts

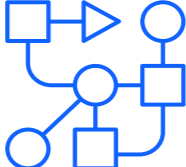




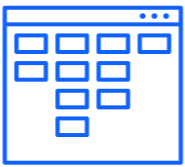
# Optimize facility operations & utilization through insightful Workplace Analytics



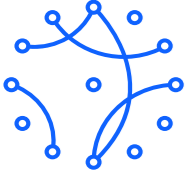
Automatically pulls in the facilities location hierarchy



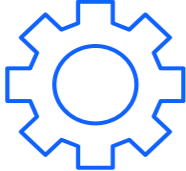
Collect and monitor any IoT data, BMS and WiFi data



Pre-built dashboards for space utilization



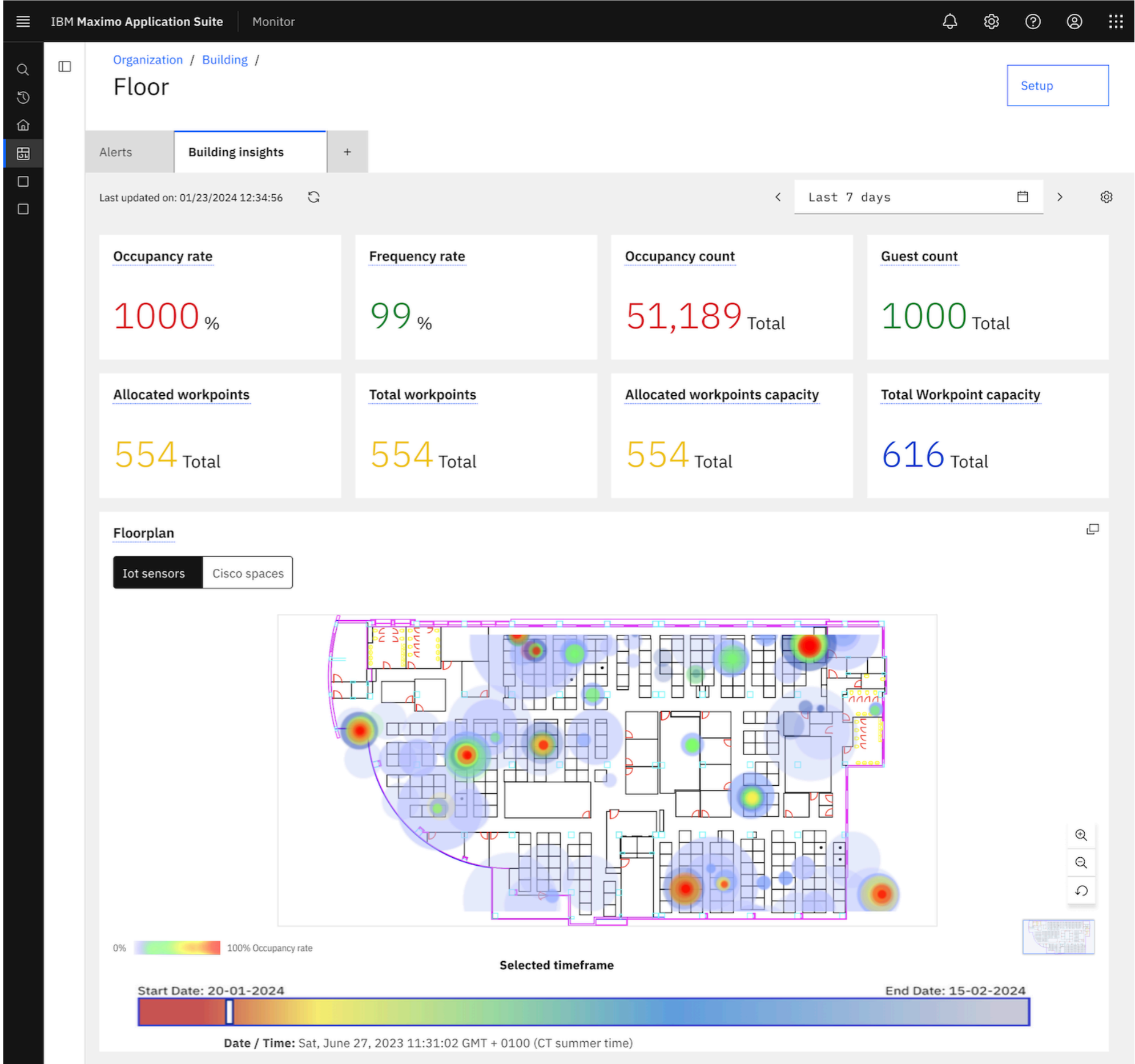
Connector library to integrate building meter & power data for leading BMS providers



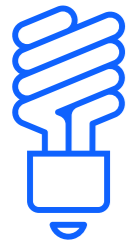
Build your own visualizations & KPIs for displaying building IoT data



Make informed decisions on office layouts, desk allocations and optimize space usage



# Energy Monitoring through data collector interfaces



- Quickly understand energy performance of buildings across the portfolio
- Data contextualized with occupancy data to improve operational efficiencies
- Edge data collector allows for fast and easy data acquisition from HVAC and power meters
- Vast library of pre-configured device connectors to cut down rollout time
- Ensure device data is uniform and comparable regardless of the source

Examples of device OEMs supported in the data collector library



# Combine IoT, BMS and external data sources in a single dashboard

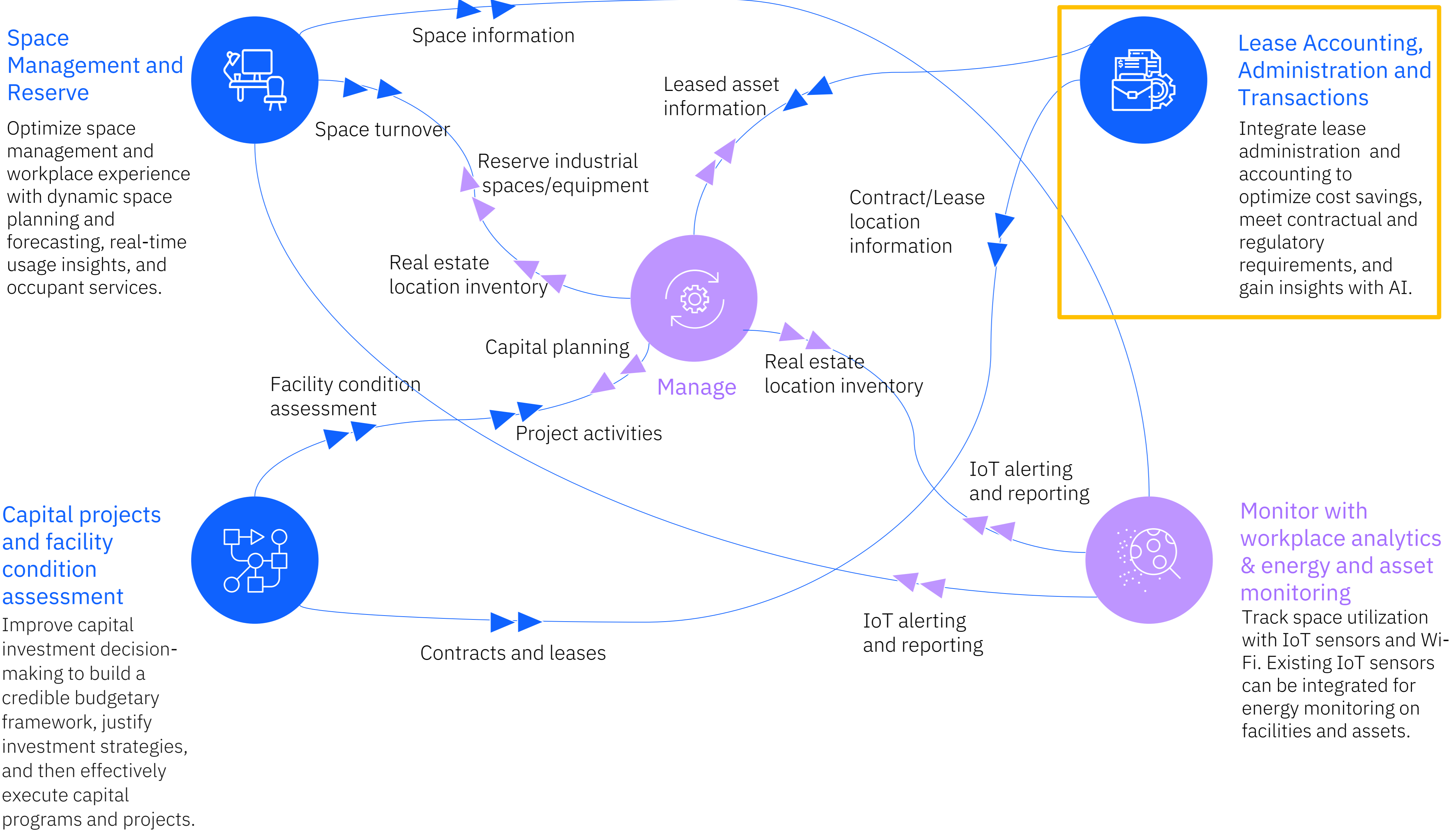
The dashboard provides a comprehensive overview of the Charlotte Watson Center's operational status. Key metrics include:

- Occupancy Count:** Daily Max of 33, Daily Average of 3.952.
- Occupancy Rate:** Daily Max of 4.24%, Daily Average of 0.509%.
- Local Weather Conditions:** Humidity at 98, Temperature at 32.6, Pressure at 1,017.6, and Precipitation at 0.
- Frequency Rate:** Daily Max of 100%, Daily Average of 93.75%.
- Room Summary:** 861 Total Count and 1,490 Total Capacity.
- Workpoint Summary:** 660 Total Count and 778 Total Capacity.
- Building Timezone:** (GMT -5) Eastern Time (US, Canada) [US/Eastern].

The floor summary table provides a detailed breakdown of occupancy across different floors:

Name	Occupancy Rate	Occupancy Count	Duration hrs/day	Frequency Rate
01 - First Floor	2.19	5	24	100
04 - Fourth Floor	0	0	0	0

# Lease accounting, administration and transactions





# Delivers a complete solution for compliance and real estate portfolio performance

Helps Lease Management executives [comply with and administer standards](#) including IFRS 16, ASC 842, GASB 87, GASB 96

Helps Real Estate executives' [chart and transform the future](#) course for institutions with the confidence of their stakeholders



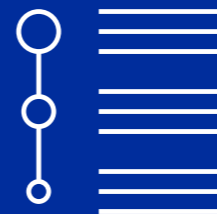
## Contract Management

- Contract Abstraction & Creation
- Contract Maintenance
- Lease Administration
  - Payment Processing
  - OPEX Management
  - Lease Contract Review
  - Payment Adjustments
  - Critical dates
  - Alerts and Notifications



## Lease Accounting

- Supports the provisions, accounting treatment & disclosure reporting requirements
- Activations & subsequent accounting:
  - Adoption & Look Back
  - Lease Term
  - Lease Liability & ROUA
  - Lease Receivable & DIOR
  - Interest Expense & Amortization
  - Lease Revenue
  - Roll Forward Reports & Audit Support
  - Disclosure Reports



## Portfolio Management

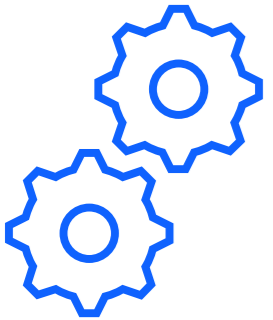
- Portfolio planning for Real Estate strategic plans and goals
- Transaction Management
  - Create implementation plans with financial targets
  - Create action plans
  - Create transaction plans with market data, contacts, project tasks and CTQ dates
  - Create action requests



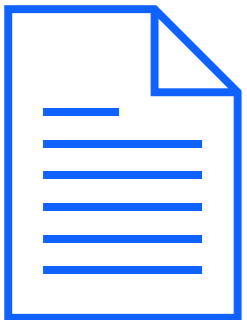
## Strategic Real Estate Management

- Sustainability, energy and environmental management
- Facilities maintenance
- Capital projects
- Facilities and space optimization

# Uncover lease information using GenAI



Leverage natural language to discover information related to the leases managed in TRIRIGA



Query unstructured source documents to uncover lease details not normally abstracted during the lease abstraction process



Save time and money leveraging Gen AI to assist with lease abstraction activities

**Search Leases**

Select a Lease

Lease Agreement dated 09\_18... ▾

**Sample Questions**

- How is the commencement date determined?
- What is the square footage of the rental?
- Provide a list of the annual rate per square foot and the monthly base rent for all periods starting from CD

**Lease File:** Lease Agreement dated 09\_18\_2012.pdf

**Comr**

**Lease Type:** Lease

**Landlord:** ██████████ LLC

**Tenant:** ██████████ Inc.

**Assignor:** Not assigned

Enter your question

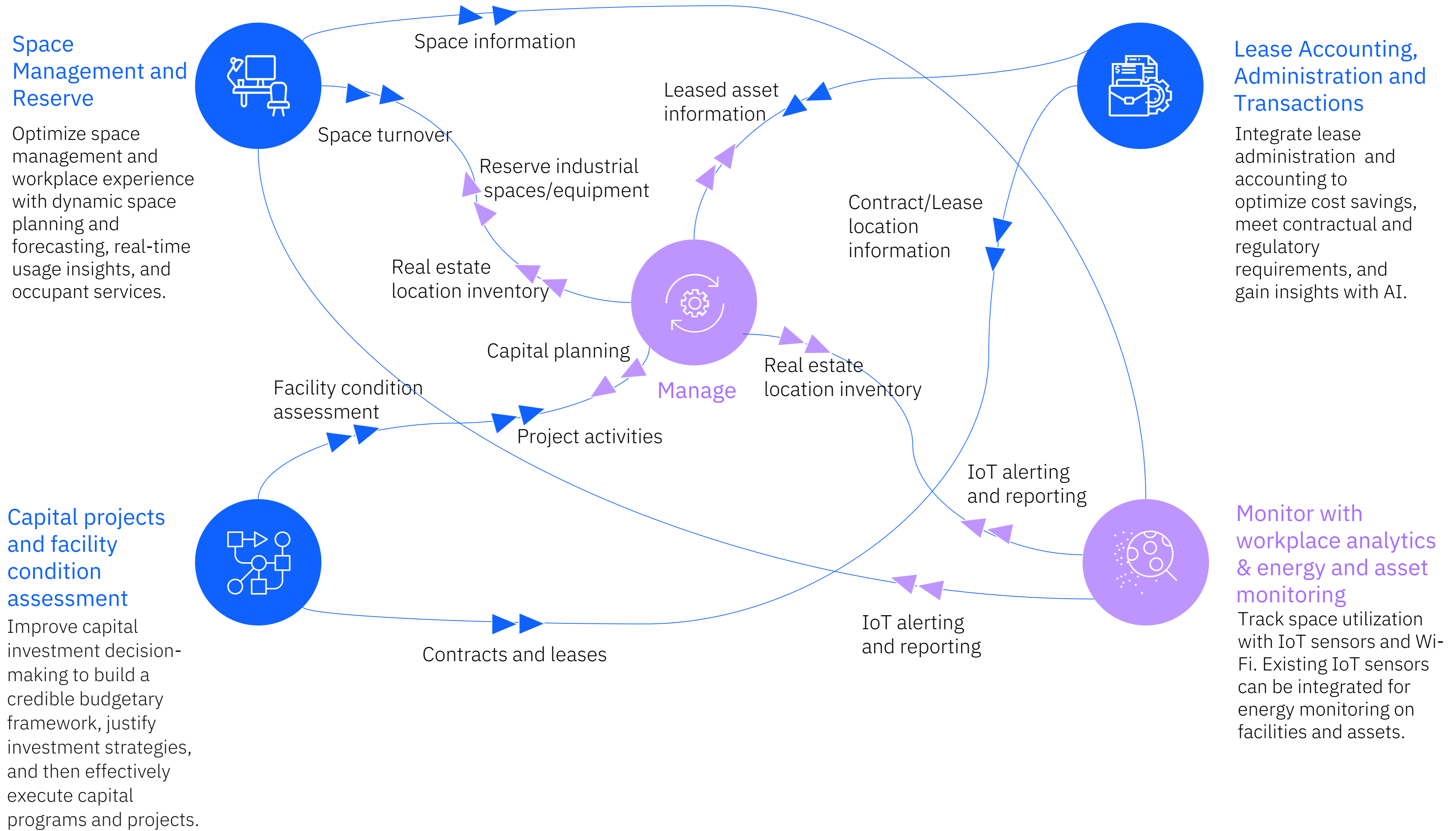
Can the tenant have early access to the premise?

**Summary** Context

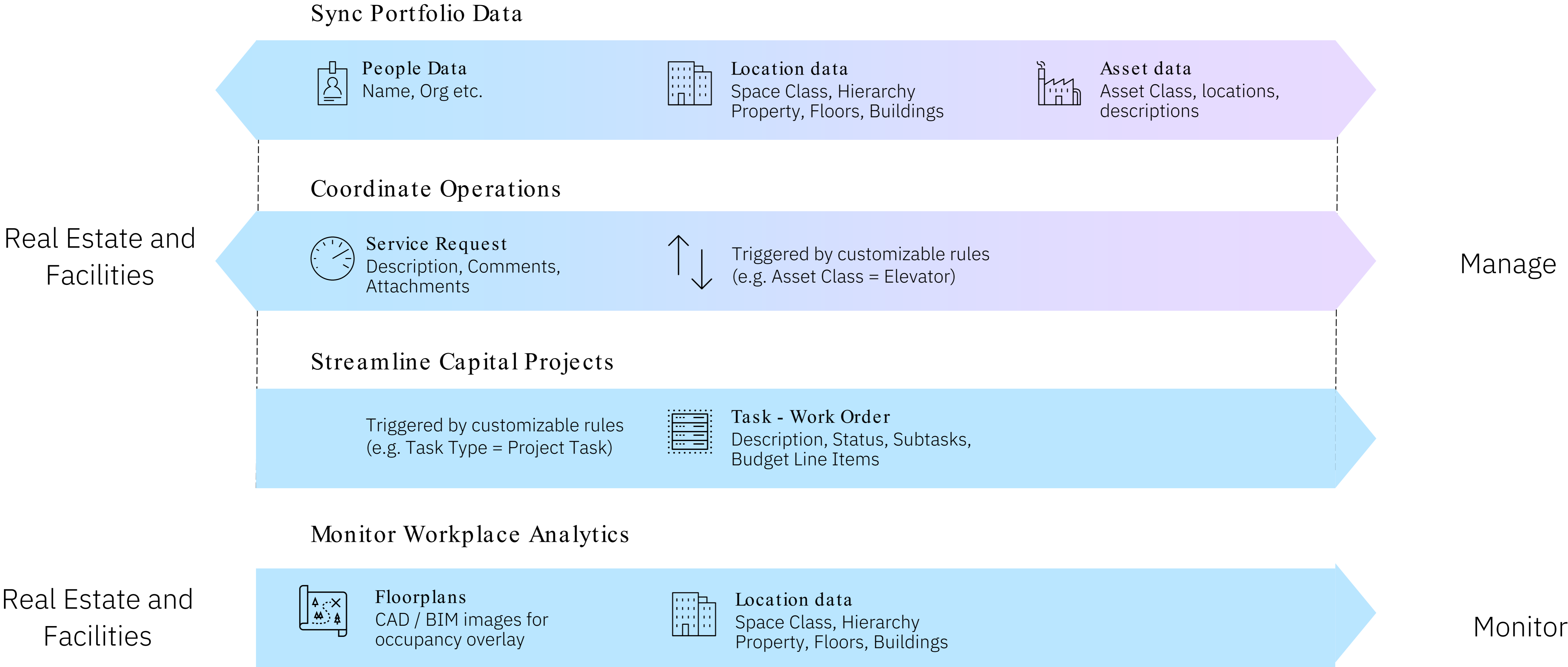
Yes, the tenant can have early access to the premises, but it is s  
evidence of compliance with insurance obligations, and the ea  
for paying for any other Building services requested during the  
dated 09\_18\_2012.pdf", page\_numbers: [7, 7, 7])



# Interfaces



# Data exchange between suite components to enable common use cases





# Maximo Real Estate and Facilities complements Manage for facility maintenance

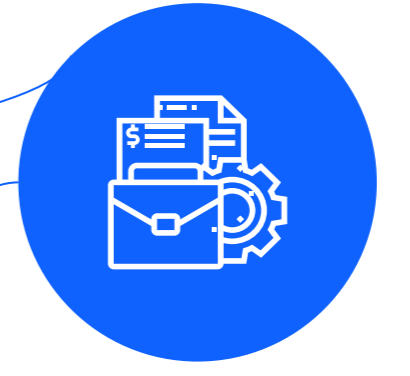
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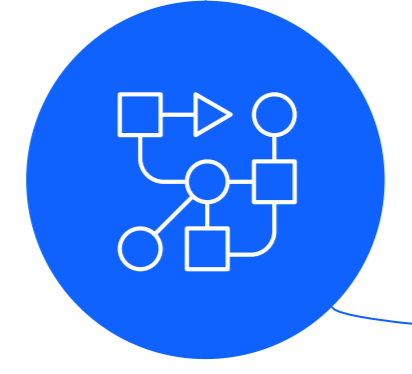
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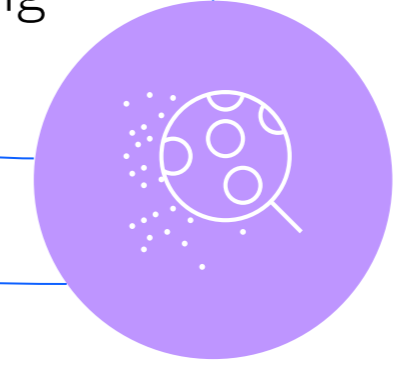
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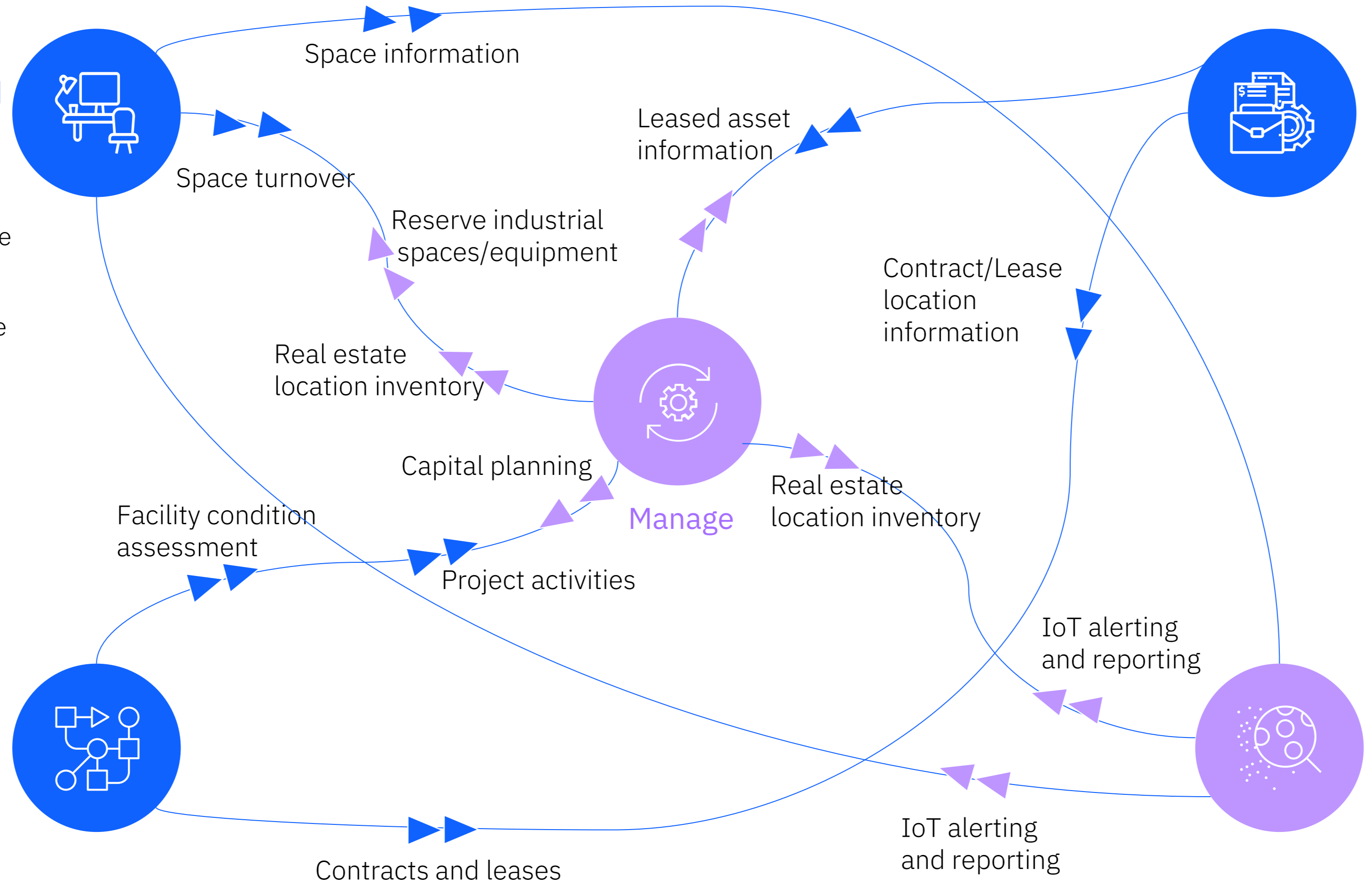
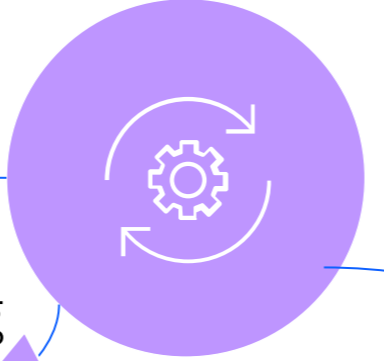


## Monitor with workplace analytics & energy and asset monitoring

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## Manage



Our clients realize significant business value across their real estate portfolio through our integrated solution.

### Capital project and facility condition assessment

Reduction of annual capex at steady state.

7.8% ↓

### Lease accounting, administration, and transactions

Reduction in Accounting Close Cycle Time.

63%+ ↓

### Space management and reserve

Increase in employee productivity through access to integrated workspace reservation system.

7.1% ↑

### Real estate lifecycle reporting

Reduction in report turnaround time.

85%+ ↓

### Operations and maintenance

More productive technicians

26%+ ↑

### Facility sustainability

Reduction in energy consumption.

12% ↓



# Client case study: IBM Global Real Estate

600+ locations worldwide  
50% office  
50% specialty - data center, R&D, production  
and manufacturing

20%

Legacy apps retired in 2023, with another 30%  
in 2024

12%

Time savings per maintenance technician per  
year

20%

Time savings per person per year in duplicating  
and reconciling capital project approvals

25%

Improvement in small lease renewal cycle time

“Tech is the agent of change. We need to be  
agents of transformation....”

– IBM Executive





## Call to Action

1. Come to the IBM booth to learn more!
2. Join us for the TRIRIGA roundtable to give us your feedback and review some of our designs for the new solution
3. Tell your colleagues in real estate and facilities management about what's coming next year and the value your organization could realize from adopting additional capabilities





# Thank you

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Not all offerings are available in every country in which IBM operates.

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