

# IBM asset lifecycle management



Optimize the whole life of your assets to maximize their value

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# Today's talk

Accelerate value  
across operations

## 1

Headwinds intensifying Corporate Real Estate challenges

- Changing technology factors
  - Shifting business conditions
- 

## 2

Optimize the whole lifecycle of your assets

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

## 3

Turning toward AI

- Setting up for AI+



# Macroeconomic headwinds are intensifying corporate real estate challenges

This shift is driven by several factors





# Data



# AI





# IT System Fragmentation



# Sustainability





# Portfolio Realignment



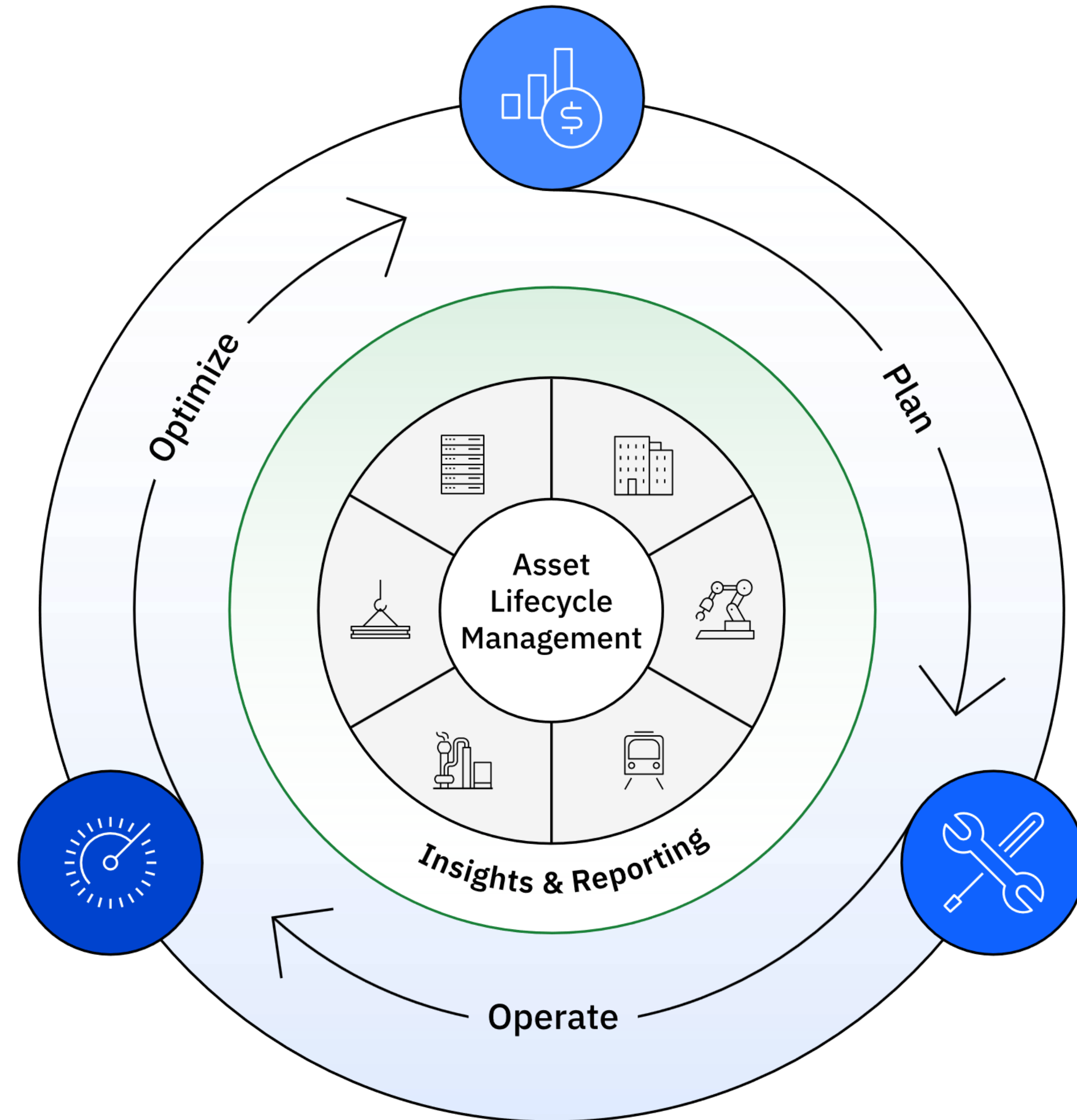


# AM + FM + CRE Convergence



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



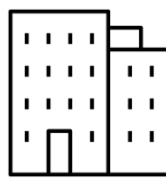


# Advance asset management with IBM asset lifecycle management solutions

 Extend the lifespan of **assets**.

 Reduce maintenance and **operations costs**.

 Manage **risk** associate with availability and sustainability

 Optimize **real estate portfolios** throughout their lifecycle





IBM is recognized as a leader across all segments

Verdantix Green Quadrant results



Enterprise  
Asset  
Management



Asset  
Performance  
Management



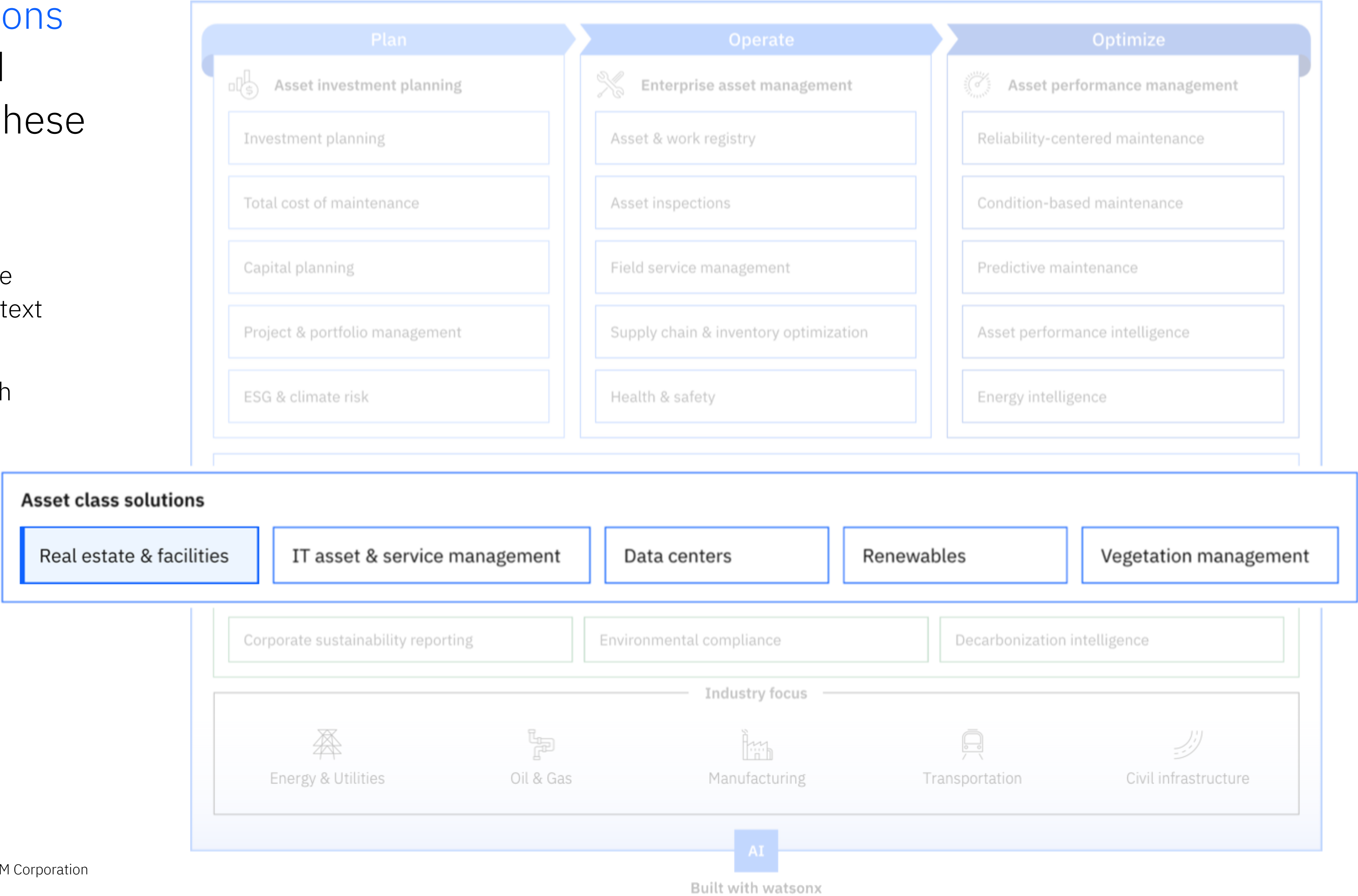
Connected Portfolio  
Intelligence  
Platforms (IWMS)



# Asset class solutions

provide extended capabilities that these classes require

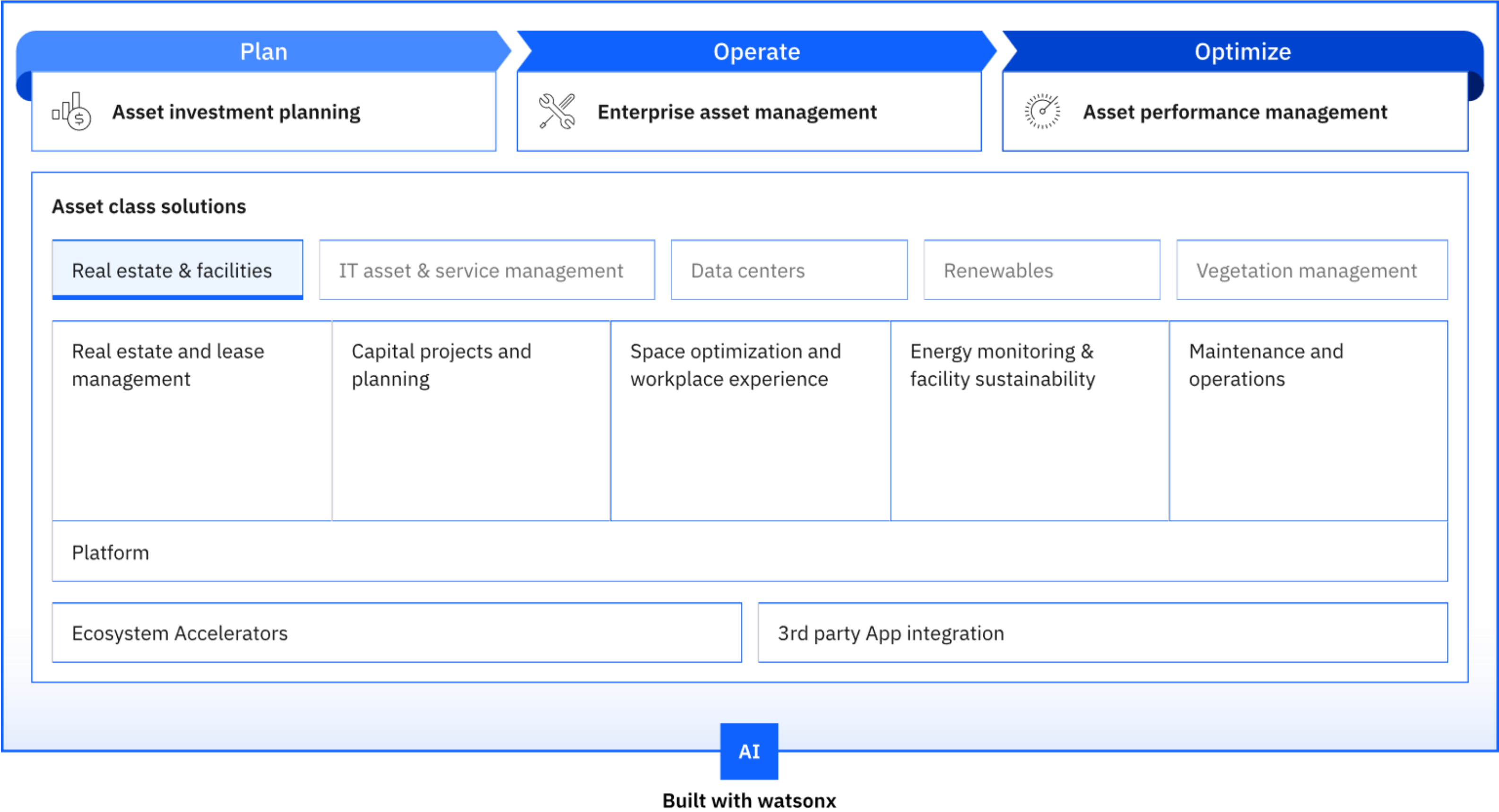
- Extended capabilities are complete within the context of that asset class
- Can also be blended with core ALM functions as applicable





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

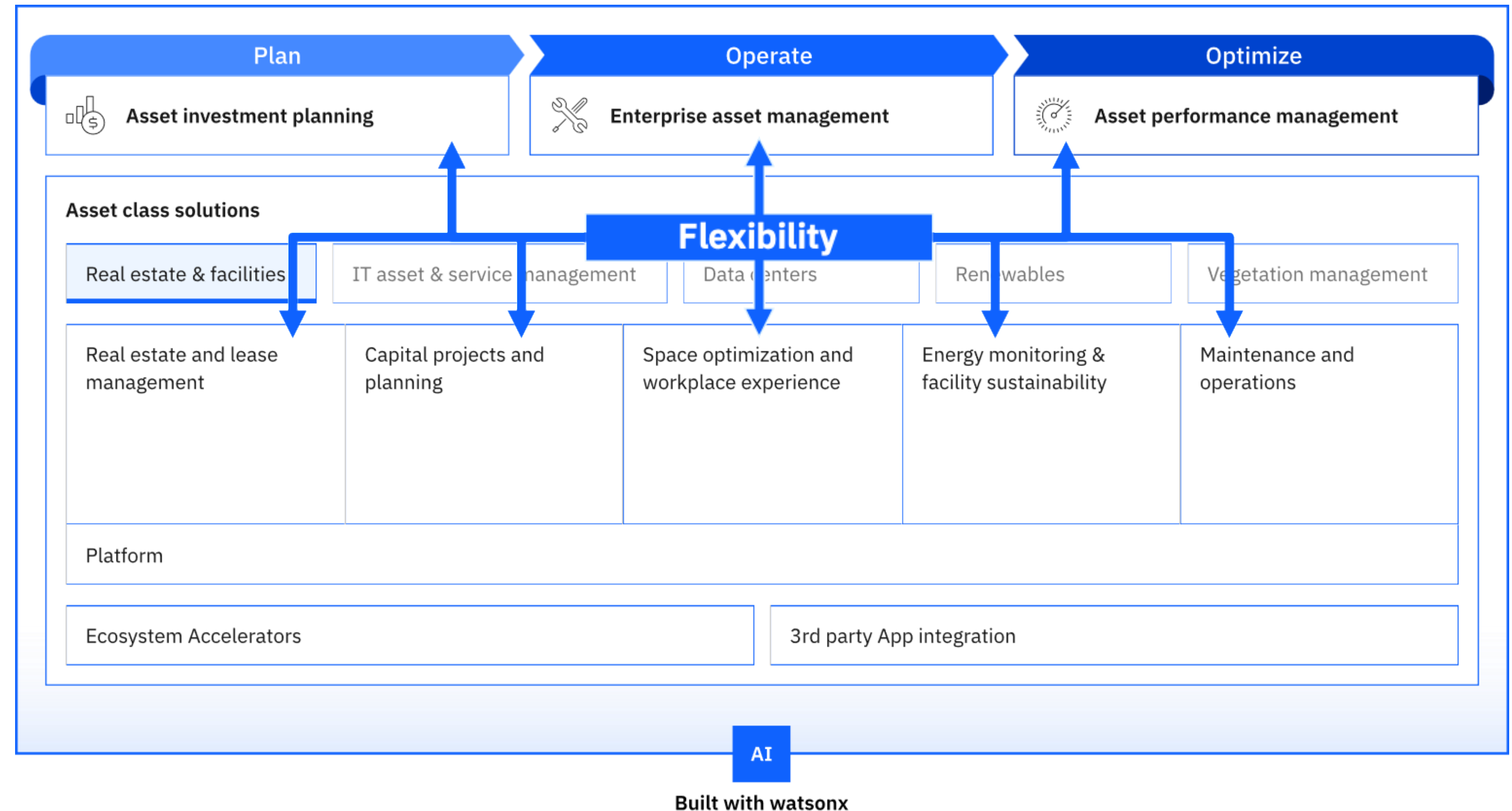
- Solution meets the unique needs of Corporate Real Estate
- Retains all the underlying infrastructure from the core ALM solution
- Configurable to variations in users’ processes





# Capabilities from asset class solutions can be used with any asset

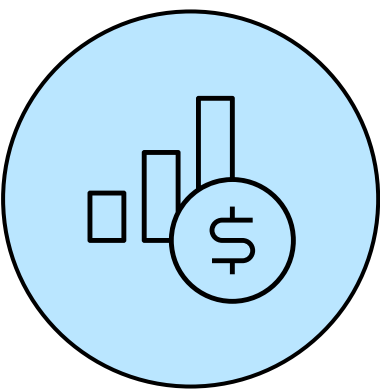
- This further extends MAS' reach as a complete enterprise solution
- Large enterprises may lease many types of assets that require lease management
- Capital project management can be applied universally to manage vendors, bids, payments and track progress
- The management of sub-divided space and its'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





# Plan

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.

IBM Maximo Application Suite Read-Only Demo Environment | Health and Predict

Asset investment optimizer / ST Project /

Compare investment strategies

Duration: 4Q 2024- 3Q 2034

Goal	Maintain risk	Reduce risk	Stay within budget
Duration	10 years	10 years	10 years
Target start year/ end year	4Q 2024 / 3Q 2034	4Q 2024 / 3Q 2034	4Q 2024 / 3Q 2034
Total cost	2,645,000	16,820,000	525,000 <span>Lowest</span>
CAPEX	2,515,000	16,015,000	500,000 <span>Lowest</span>
OPEX	130,000	805,000	25,000 <span>Lowest</span>
Average risk score for duration	8.9	4.9 <span>Lowest</span>	10.2
Total replacements	6	33	1

Export ↑

IBM Maximo: Asset Investment Optimizer

IBM Maximo Application Suite | Manage

Assets

Find navigation

Available Queries

Common Actions

- New Asset
- Change Status
- Move/Modify
- Swap Assets
- Create KPI
- Create Report
- Application
- Application

More Actions

- Define Maintenance
- Define Operation
- Add Assets to Category
- Add/Modify Line
- Open Drilldown
- Create
- Unit of Measure
- Zero Asset Costs

Drilldown

Select to show children. Select to hide children. Select to return location / asset.

Locations Assets

Location

NEEDHAM Needham Site

Asset in Location

System

PRIMARY

NEEDHAM:Needham Site

- 764750:Fort Collins Main Office
- BOILER:Boiler Room
- BR200:HVAC System- Main Office
- BR230:Boiler Room Emergency Generator
- BR300:Boiler Room Reciprocating Compressor
- BR400:Main Boiler- 50,000 Lb/Hr
- FLTGAR:Fleet Garages
- OFFICE:Office Building - Address Unit #2010 Oak St.
- PACKAGE:Packaging Department
- PLANT-P1:Materials Processing Plant #1

Show All Systems Show Path to Top View Work Details

Cancel

Locations

Hierarchy

Open

- Land Parcels (Location Category)
- Office Campus (Location Category)
- Offices (Location Category)
  - Asia Pacific (Location Category)
  - Central & Eastern Europe (Location Category)
  - Europe (Location Category)
  - Latin America (Location Category)
  - Middle East & Africa (Location Category)
  - North America (Location Category)
    - Atlanta Office (Building)
    - Calgary Education Center (Building)
    - Charlotte Eagle Center (Building)
    - Charlotte Faraday Center (Building)
    - Charlotte Green Center (Building)
    - Charlotte Stueben Center (Building)
    - Charlotte Watson Center (Building)
    - 00 - Parking Floor (Floor)
      - 01-AA03 (Space)
      - 01-AC07 (Space)
      - 01-AD02 (Space)
      - 01-AD03 (Space)
      - 01-AD05 (Space)
    - 01 - First Floor (Floor)

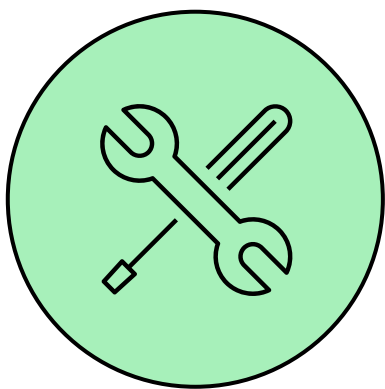
IBM Maximo Real Estate and Facilities: Location hierarchies

IBM Maximo: Asset hierarchies



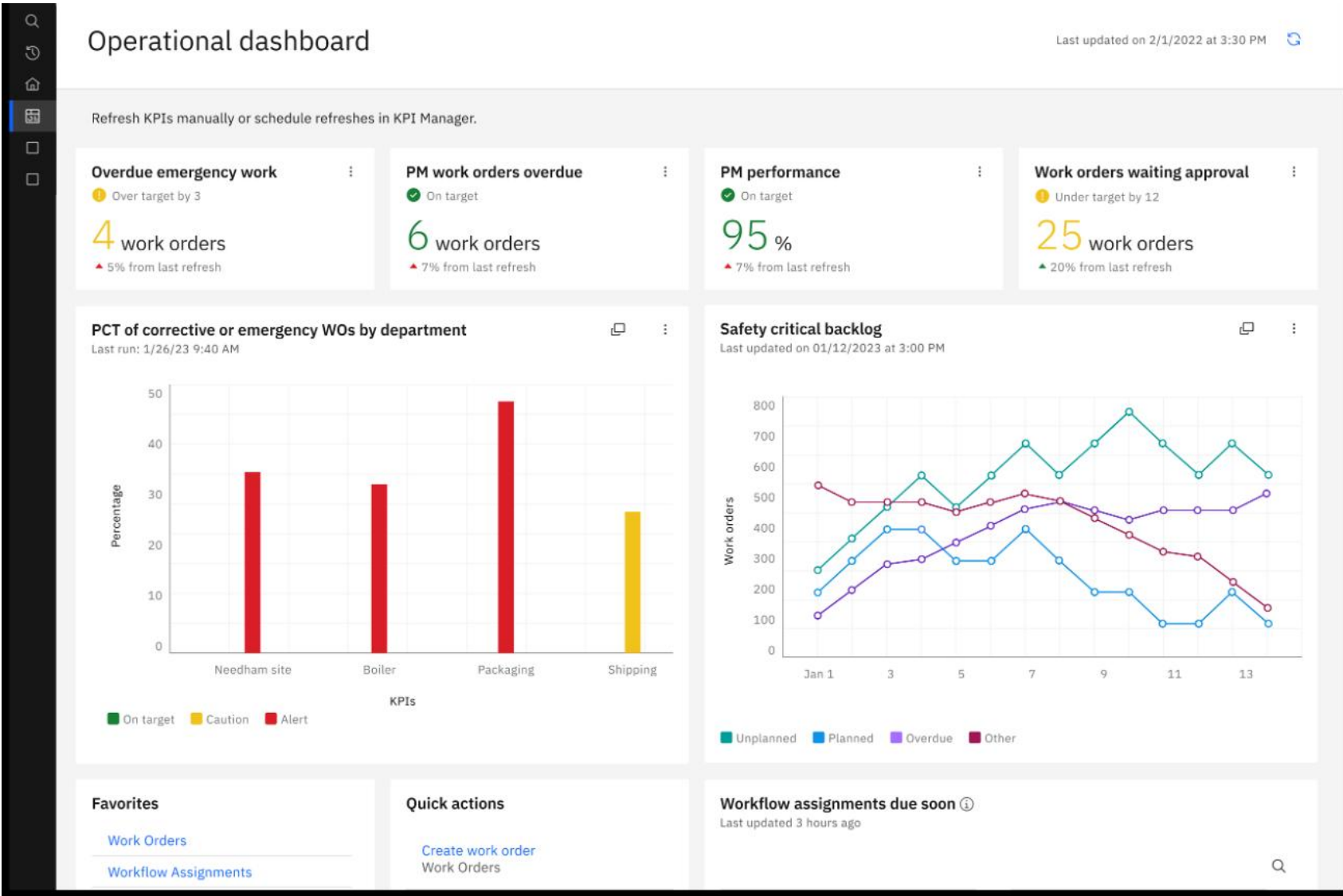
# Operate

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



## How we do it:

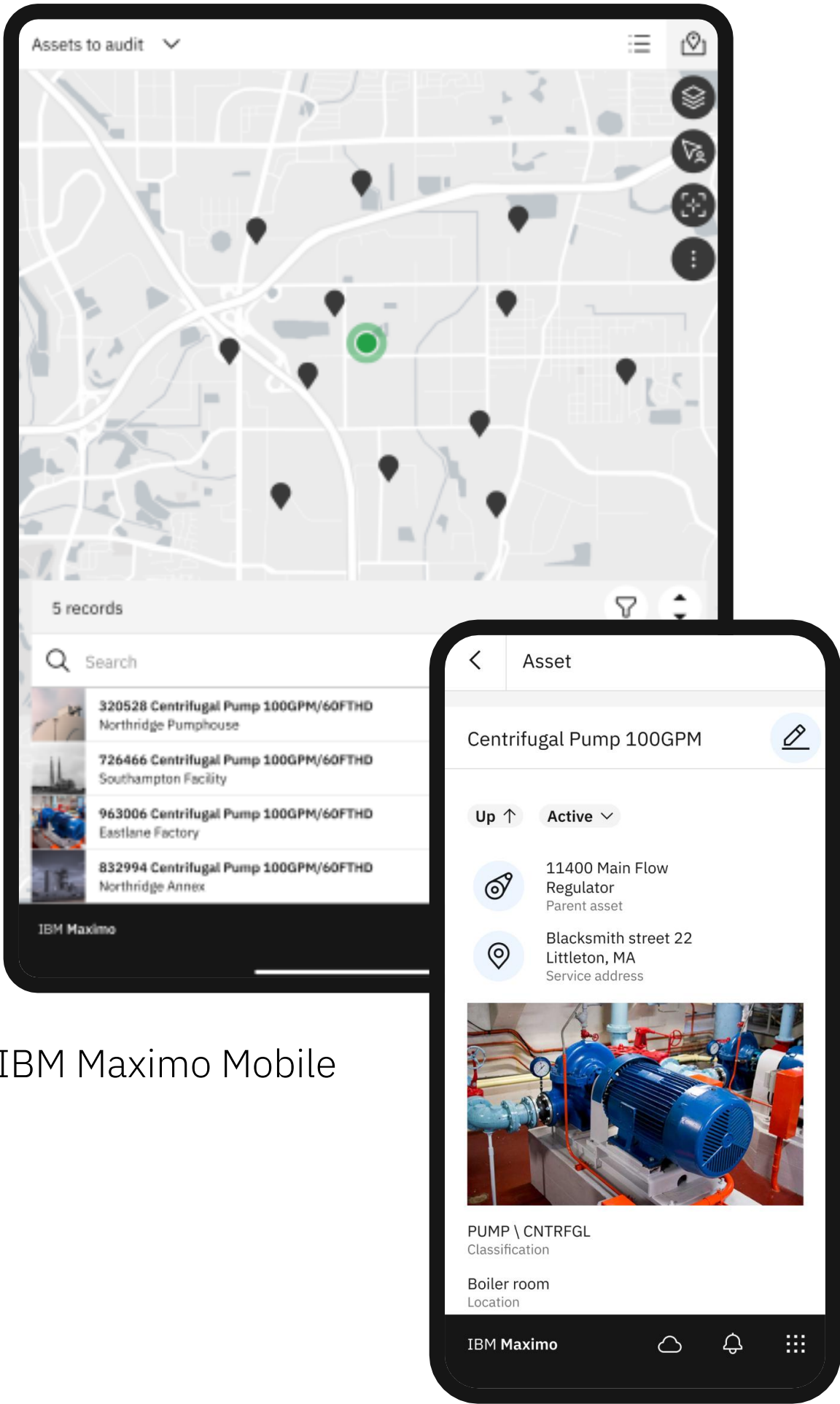
- Integrated EAM and mobile software deliver essential IoT data to operations and asset management professionals, both on- or offline.
- Connect the workforce with real-time operational insights and AI assistance to improve productivity.
- Automate facility, asset and product quality inspections with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



IBM Maximo: Operational dashboard

Work Order	Asset	Site	Status	Status Date	Target Start	Target Finish	Actual Start	Actual Finish
W7225	PM-6072	BEDFORD	COMP	7/18/24 12:00:00	1/28/24 12:00:00	2/23/24 12:00:00	2/3/24 12:00:00	3/10/24 12:00:00
W9983	PM-6072	BEDFORD	COMP	7/18/24 12:00:00	3/31/24 12:00:00	4/28/24 12:00:00	4/7/24 12:00:00	5/8/24 12:00:00
W2445	PM-6072	BEDFORD	COMP	7/18/24 12:00:00	4/1/24 12:00:00	4/14/24 12:00:00	4/10/24 12:00:00	4/29/24 12:00:00
W9480	PM-6072	BEDFORD	COMP	7/18/24 12:00:00	3/10/24 12:00:00	3/21/24 12:00:00	3/18/24 12:00:00	4/4/24 12:00:00
W5637	PM-6072	BEDFORD	COMP	7/18/24 12:00:00	3/18/24 12:00:00	3/21/24 12:00:00	3/21/24 12:00:00	4/3/24 12:00:00
W3291	PM-6072	BEDFORD	COMP	7/18/24 12:00:00	1/19/24 12:00:00	2/14/24 12:00:00	1/30/24 12:00:00	3/1/24 12:00:00
W9327	PM-6072	BEDFORD	COMP	7/18/24 12:00:00	3/17/24 12:00:00	4/6/24 12:00:00	3/22/24 12:00:00	4/14/24 12:00:00
W7760	PM-6072	BEDFORD	COMP	7/23/24 12:00:00	2/20/24 12:00:00	3/17/24 12:00:00	2/25/24 12:00:00	3/23/24 12:00:00
W8505	PM-6072	BEDFORD	COMP	7/23/24 12:00:00	3/22/24 12:00:00	4/7/24 12:00:00	3/24/24 12:00:00	4/21/24 12:00:00
W2882	PM-6072	BEDFORD	COMP	7/23/24 12:00:00	3/22/24 12:00:00	3/23/24 12:00:00	4/4/24 12:00:00	4/16/24 12:00:00

IBM Maximo Assistant, powered by watsonx

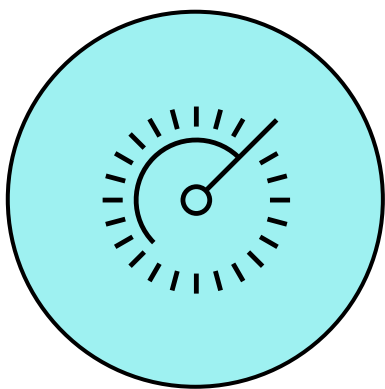


IBM Maximo Mobile



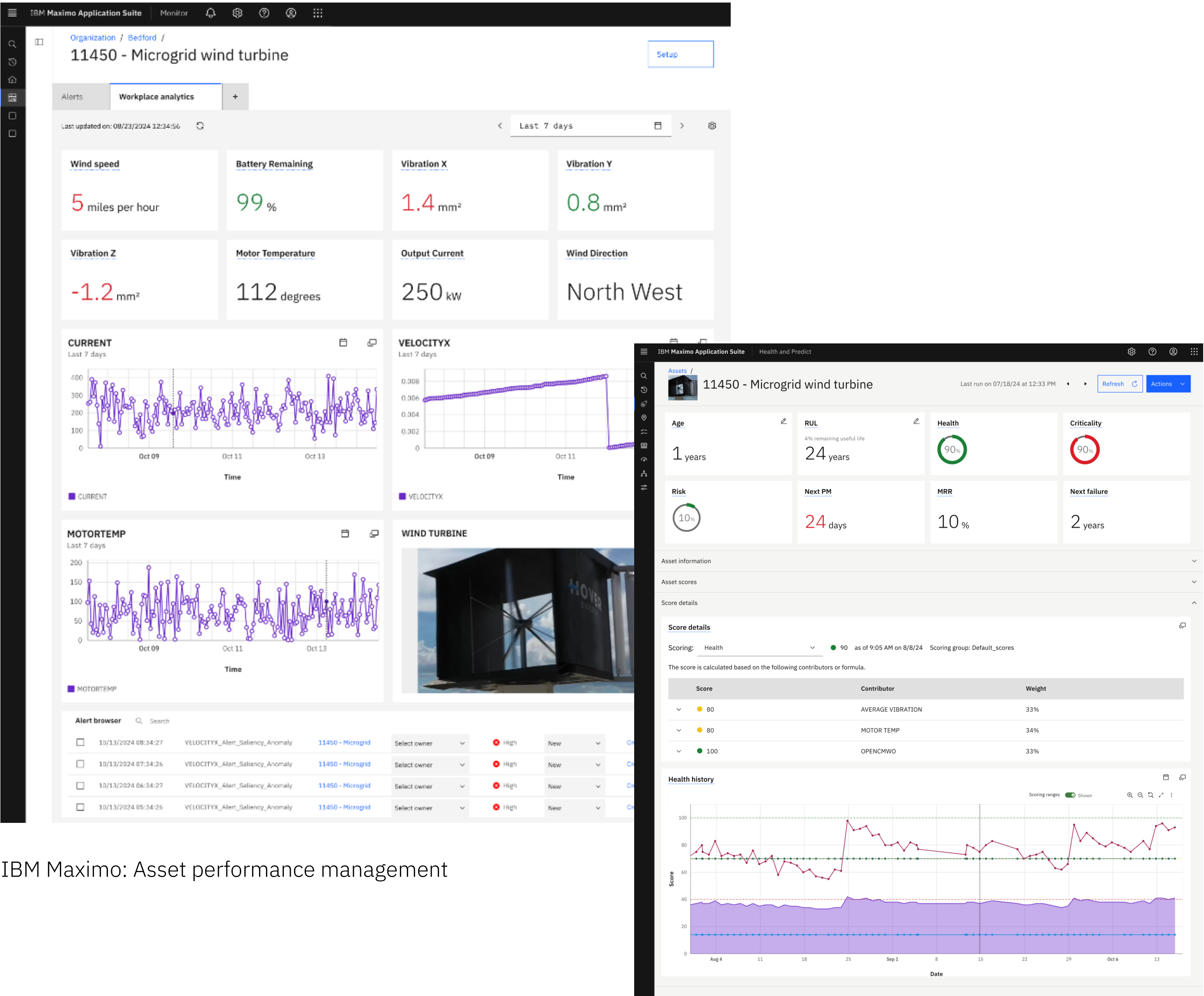
# Optimize

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.



IBM Maximo: Asset performance management



# 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

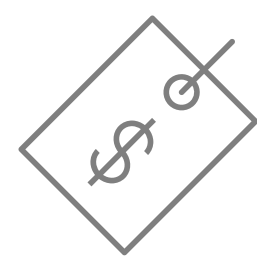
## Simple to buy...



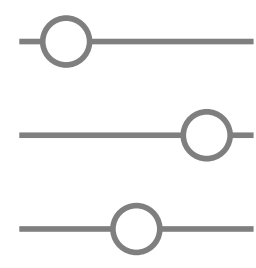
A single contract



Enables more authorized users to utilize software

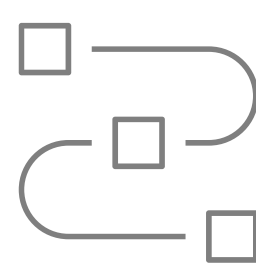


Simplified Pricing



Option to term license

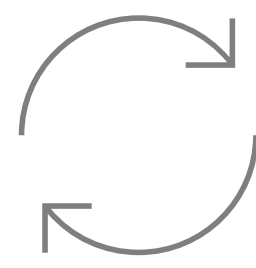
## Simple to deploy/use ...



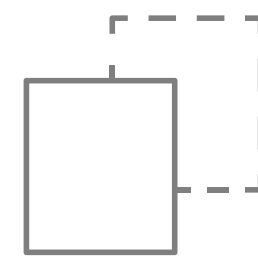
Simple installation & deployment



Built in usage Reporting



Continuous Platform updates



Seamless add-ons

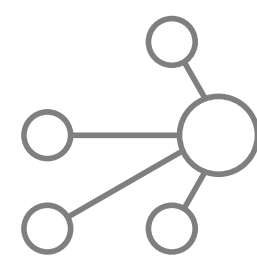
## Simple to manage...



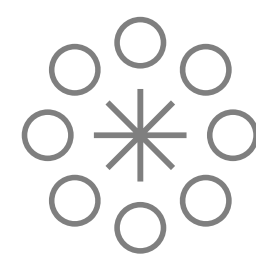
I can easily run it myself



Option to have IBM run it for me

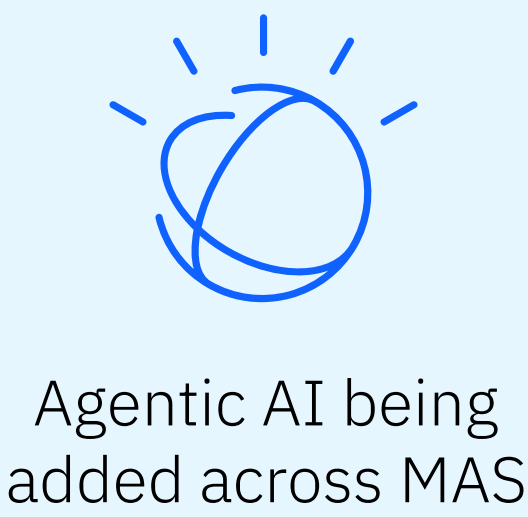


Modernized technology stack



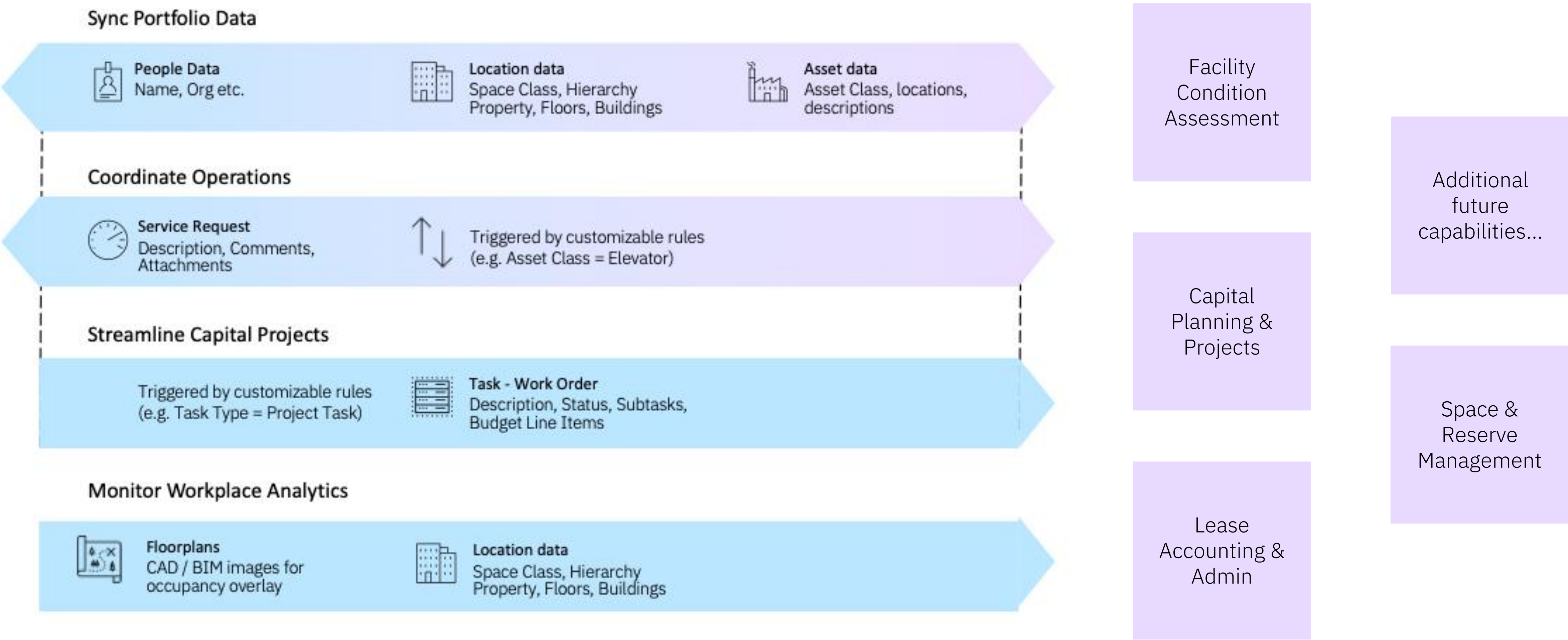
Software that runs anywhere (hybrid)

## Industry leading capabilities...





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





# 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

## 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)**



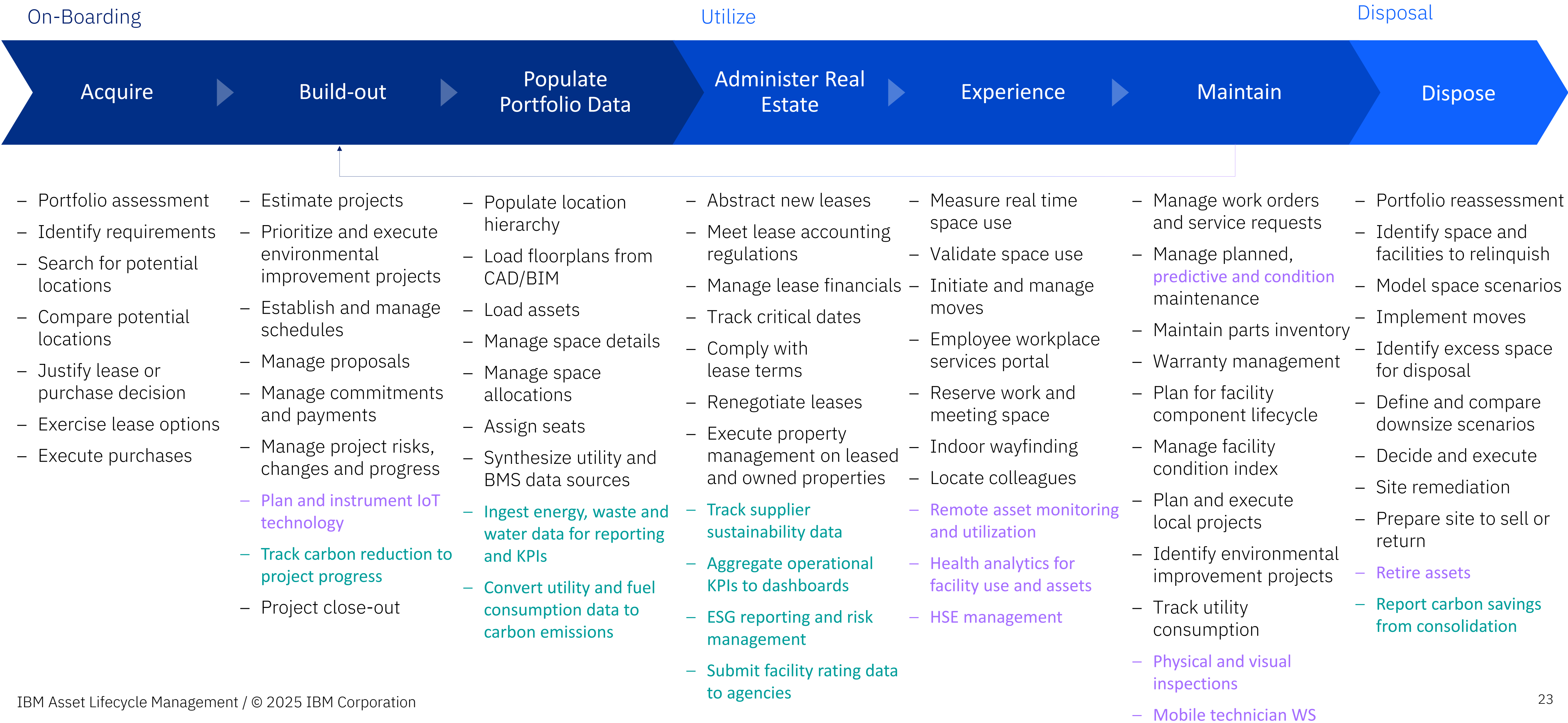
# TRIRIGA manages real estate throughout its lifecycle



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

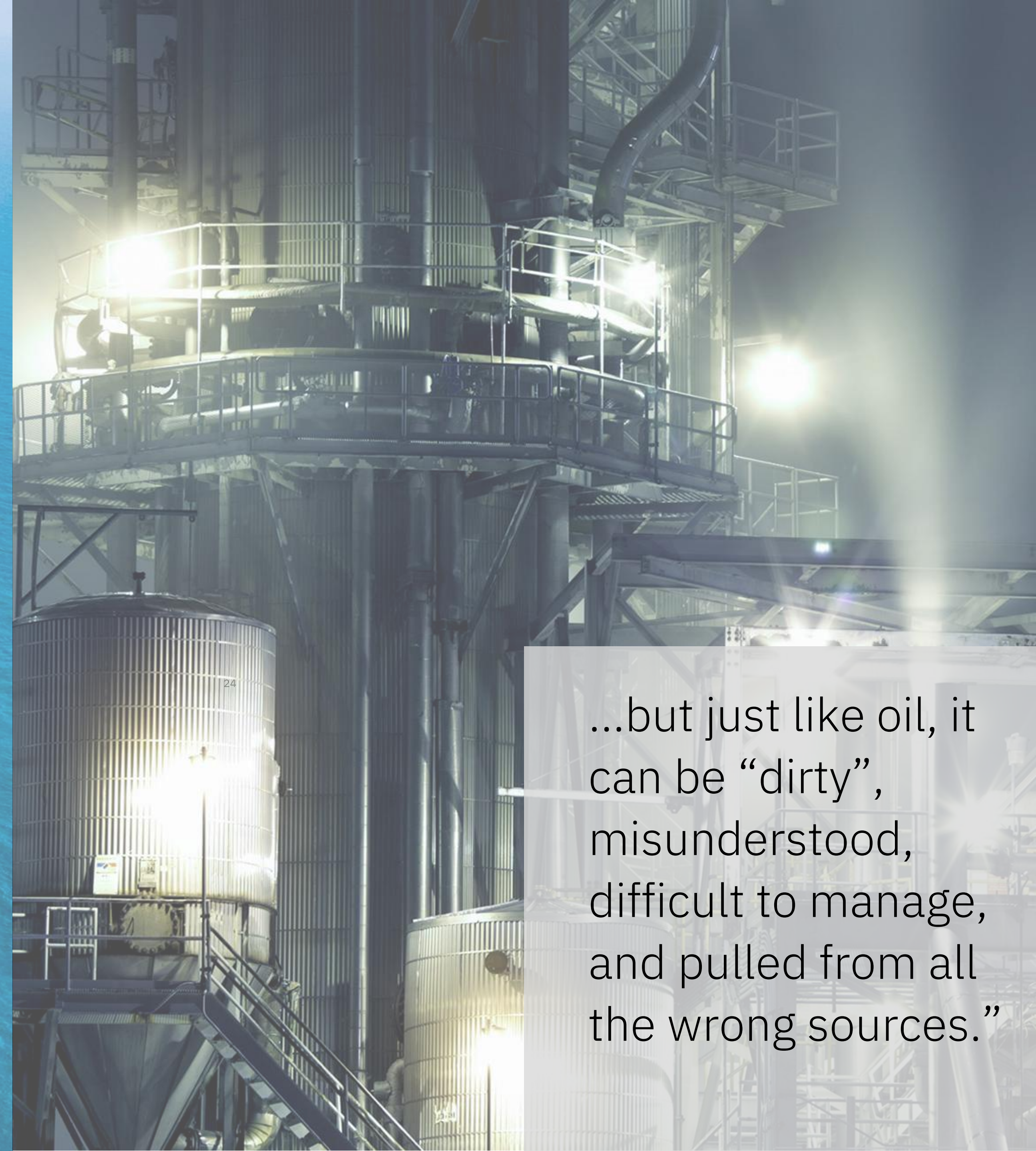


# Transitioning to ALM introduces new possibilities to extend sustainability, maintenance and asset management capabilities





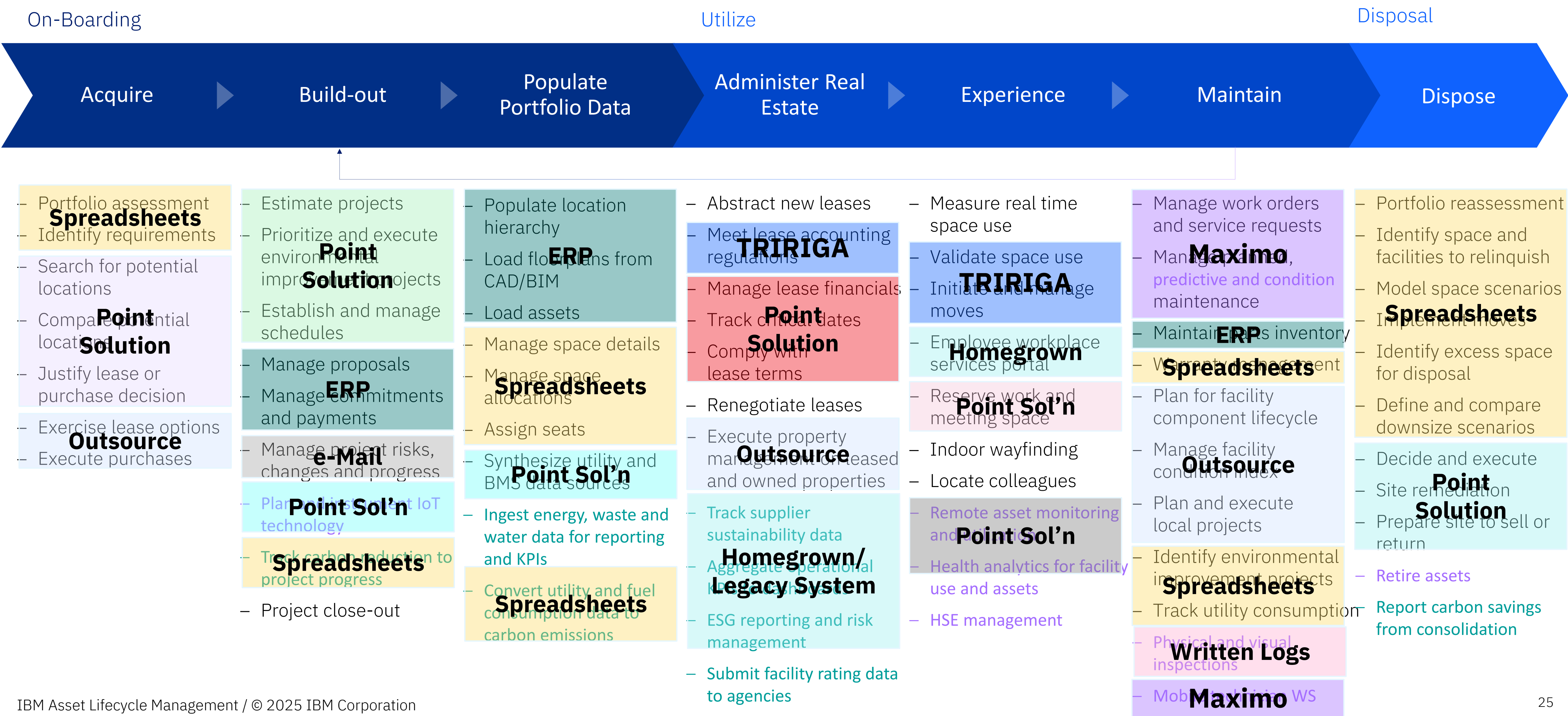
It's become clichéd  
to say that data is  
the new oil...



...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

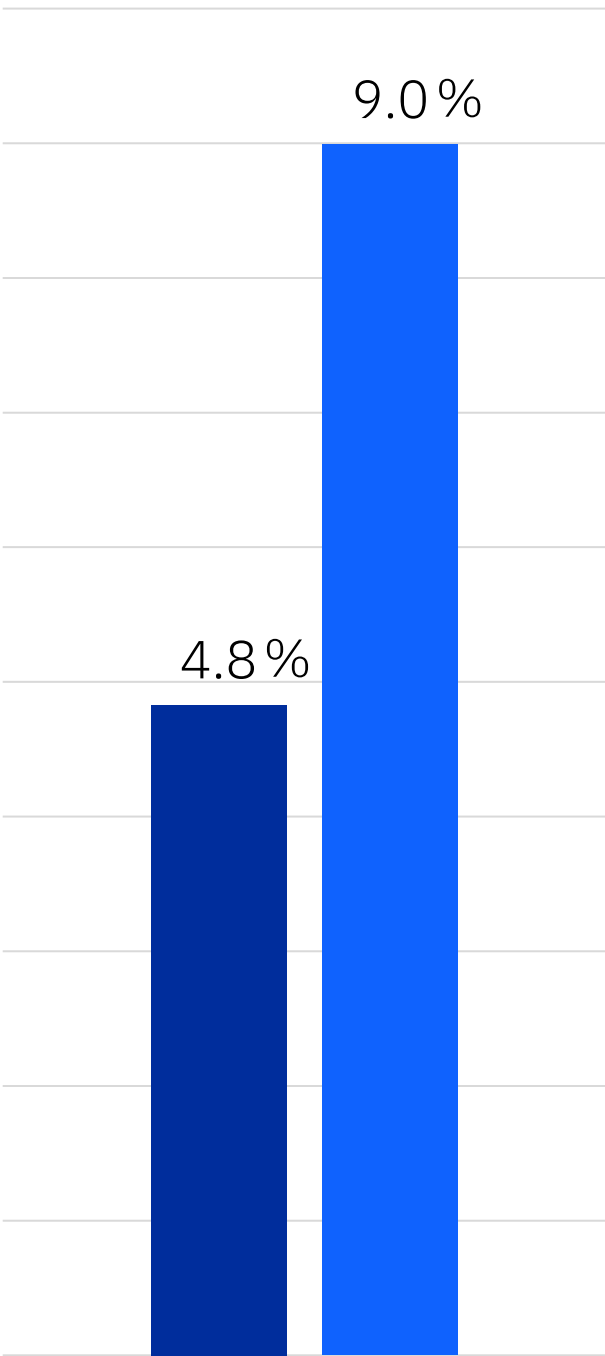




Accessible systems  
with reliable,  
representational  
data are foundational  
to trustworthy AI

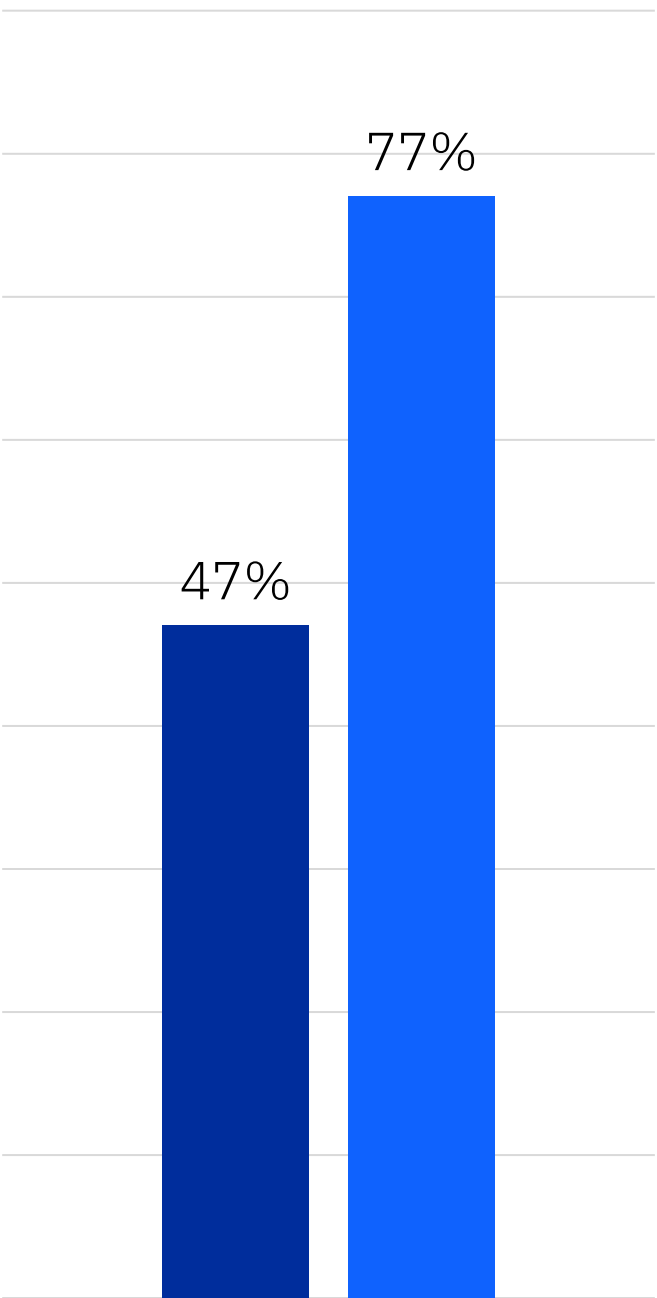
Analysis reveals that these  
attributes drive higher-than-  
average ROI and enable more  
effective AI projects ...

AI Return on Investment



ROI realized from  
overall enterprise  
AI capabilities

AI effectiveness



Effectiveness  
of AI projects

- All others
- "Data wealth" outperformers



# 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

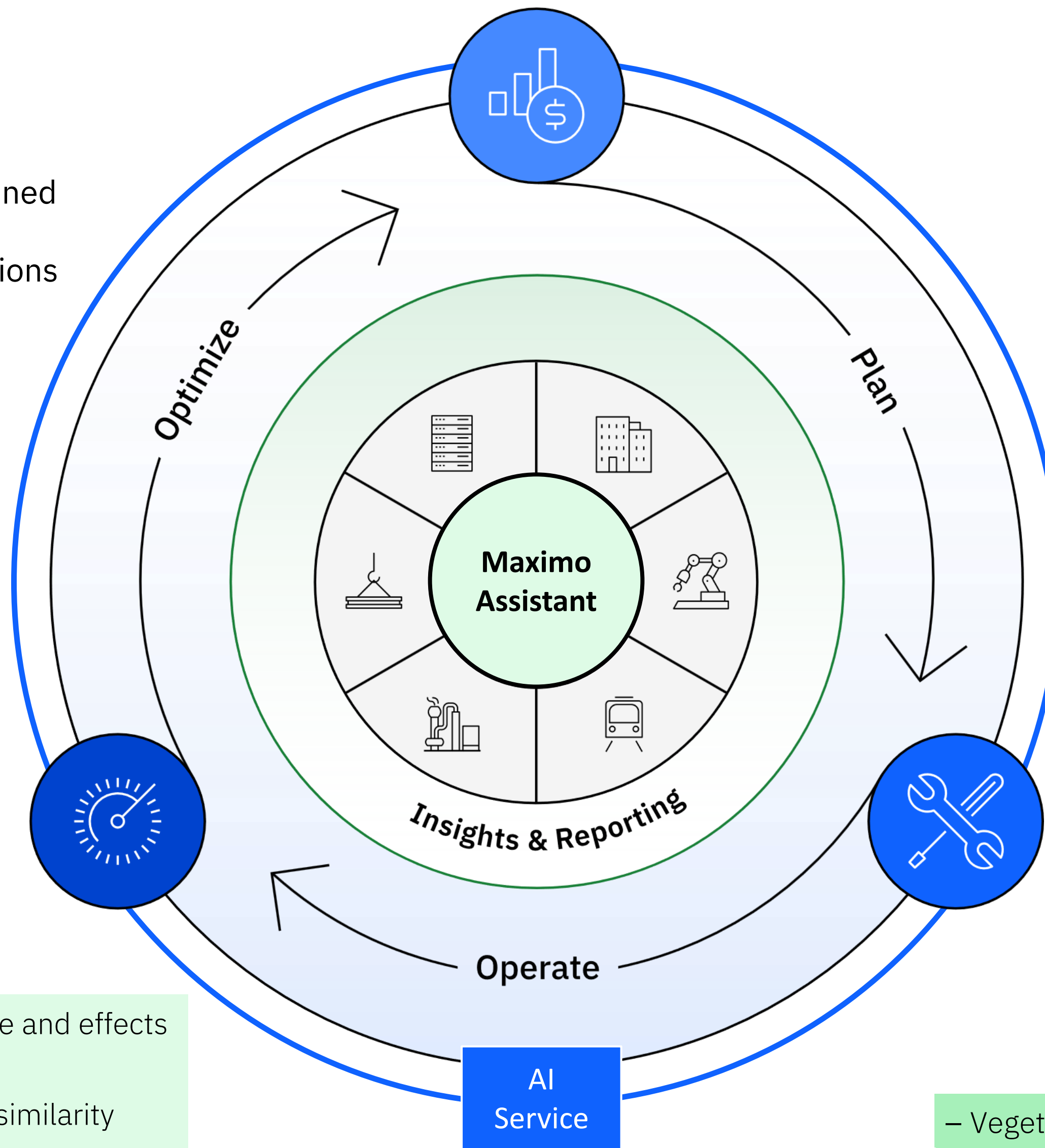
## Benefits

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

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

- ◆ Anomaly detection
  - Performance intelligence
  - Energy intelligence
- Outage / failure prediction
- Condition-based maintenance
- ◆ Lease discovery

- ◆ Failure mode and effects analysis
- ◆ Work order similarity
- ◆ Form field classification
  - Computer vision inspection insights



**Plan:** Streamlined planning, reporting, disclosure and risk assessment

- Scenario planning and forecasting
- ◆ Scope 3 emissions spend categorization
- ◆ ESG disclosure / compliance drafting
- ◆ Investment planning

- Vegetation insights
- ◆ Asset alerts agents

**Operate:** Faster decision-making, improved system accessibility, less training time

Available now

Coming next

◆ Generative AI



# 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 eco-friendly 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  
ready?



