Maximo Asset Management

An overview of what it is and how it can benefit your operations.
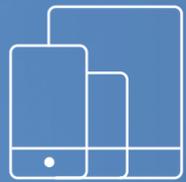
Watson IoT™

IBM®

What is Enterprise Asset Management?

Enterprise Asset Management (EAM) is the lifecycle management of the physical assets of an organization.

An asset can be such things as machines, equipment, tools, buildings, plants, vehicles or ships.
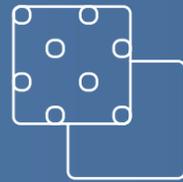
What can EAM do?

Collect and analyze data on all types of assets

Improve operations through better asset availability, reliability and utilization

Extend the useful life of all assets or equipment

Improve return on investment and defer new purchases

Unify processes across multiple sites

Top 5 EAM market trends

Internet of Things (IoT), SaaS, Analytics, Mobility, Blockchain

IoT

The number of connected devices is exploding and each is rife with data.

Big Data and advanced analytics

With more data comes improved insights.

– Descriptive analytics
– Predictive analytics
– Prescriptive analytics

Blockchain

Integration with blockchain enables stronger business networks.

SaaS

Enables faster upgrades and opens up the market to SMB's.

Mobility

Taking center stage as workforces must be able to access EAM from the field.

These trends pave the future of EAM

The IoT enables you to connect and secure devices, optimize operations with real-time data, enable new business models and engage in markets in a new way.

Transform

No matter what industry your assets support, we have targeted industry IoT solutions

Solve

Operations   Product development

Operations & product development come together for improved:

– Asset performance

– Health and safety

– Connected products

– Facilities management

– Predictive maintenance

Build

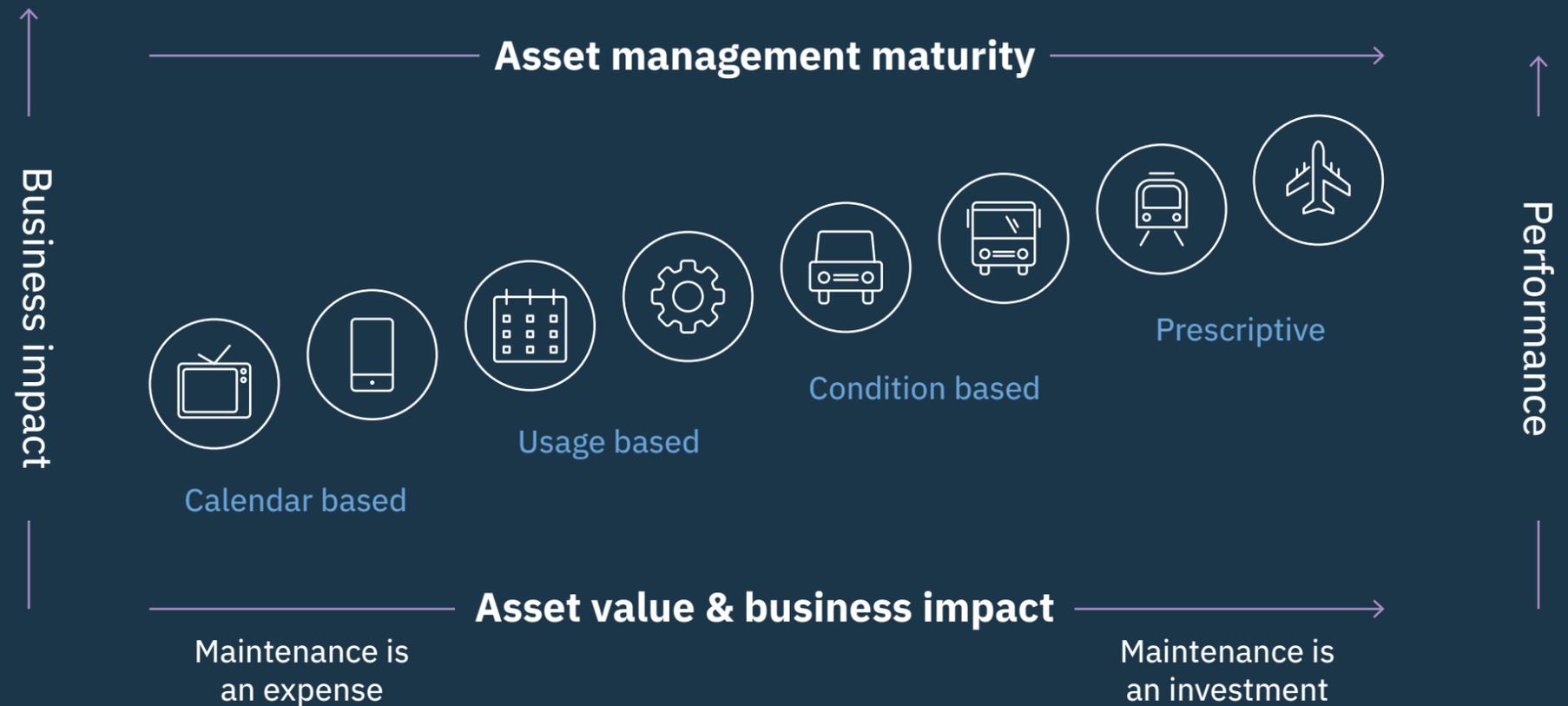A strong foundation with Watson IoT Platform

Move to advanced stages of asset maintenance with IoT

The more mature your asset maintenance strategy is, the more value it will show to the business.

As you move towards condition-based and prescriptive maintenance, you put your IoT data to work.

Business impact

Asset management maturity

Performance

Calendar based

Usage based

Condition based

Prescriptive

Asset value & business impact

Maintenance is an expense

Maintenance is an investment

What is IBM Maximo Asset Management?

The world's leading EAM solution, used by the largest asset intensive organizations in the world.

"To enable a rapid, cost effective deployment, International Power required an asset and maintenance management product that could meet the business objectives of improved effectiveness and cost control and was supported in all the territories of the world."

Andrew Dickinson
IT Director
International Power

Who uses Maximo?

9 of the 18 busiest airports

Hartsfield-Jackson Atlanta International Airport
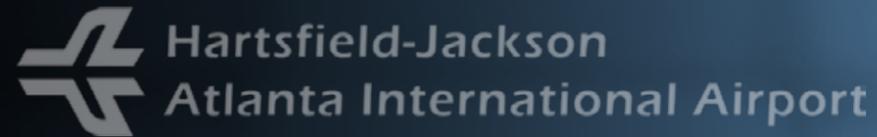
9 of the 18 largest diversified utility companies

TEPCO

7 of the 10 major aerospace & defense companies

BOEING

5 of the 15 busiest shipping ports

Port of Antwerp

10 of the 20 largest oil & gas companies

Canadian Natural

16 of the 24 largest automotive companies

GM

10 of the 13 largest pharmaceuticals companies

Johnson & Johnson

Top 10 benefits of Maximo

Increase efficiency and improve the ability to achieve business goals by:

1. Reducing unplanned downtime
2. Minimizing asset failures
3. Maximizing use of resources
4. Increasing asset reliability
5. Reducing inventory costs
6. Improving capital budget planning
7. Improving safety & risk management
8. Adhering to regulatory compliance
9. Extending the life of assets
10. Providing one version of the truth

ROI and value

Risk and compliance management
– Regulatory compliance
– Health safety & environment

Operational excellence
– Best practices
– Reliability

Business agility
– Process standardization
– Ability to adapt

Business alignment
– Investment accuracy
– Supporting strategic goals

System consolidation
– One version of the truth
– Cost and complexity
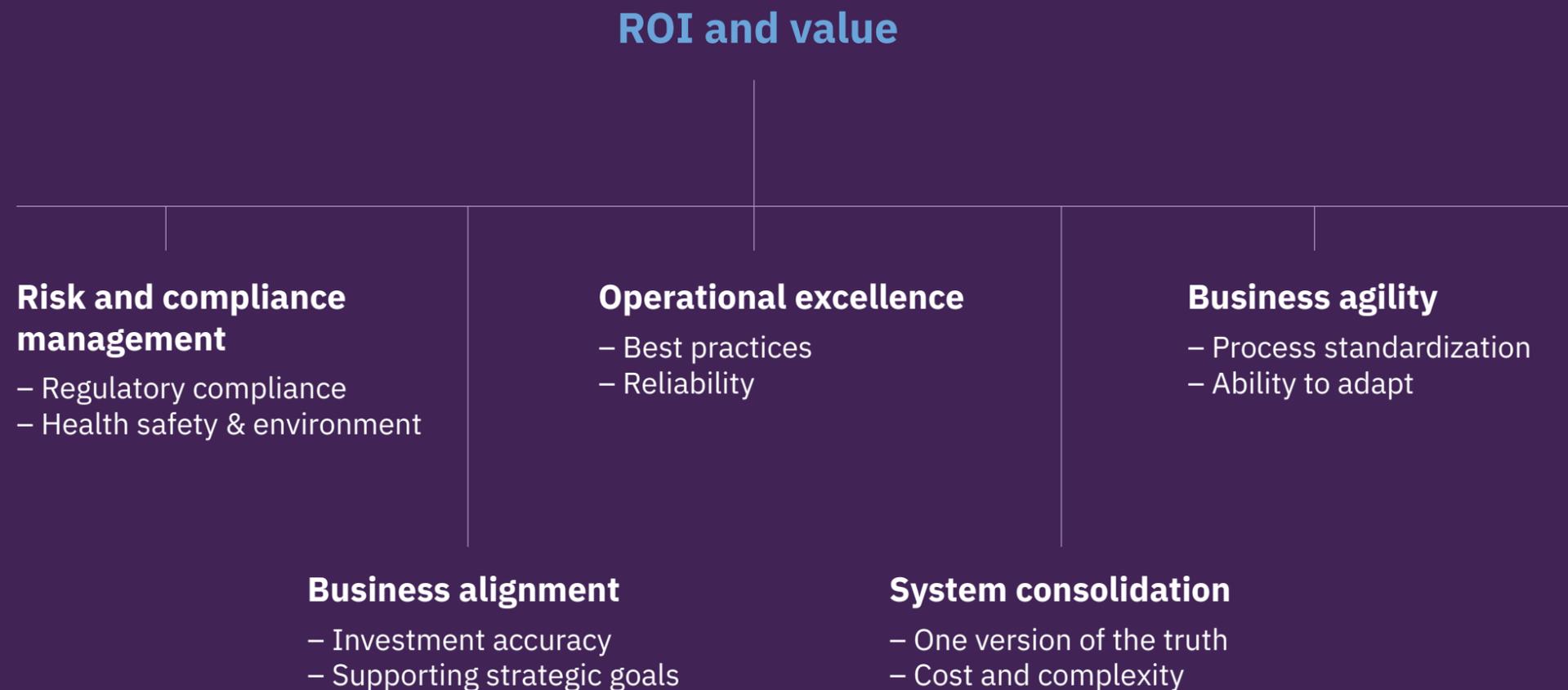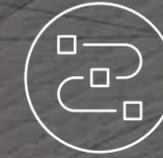
Integrated capabilities of Maximo

Work management
– Job plans for recurring tasks
– Predictive maintenance
– Manage labor, skills, qualifications
– Mobile enablement for better point
  of failure data collection

Asset management
– Location/Function, work, and cost history
– Roll-up costs
– Asset modeling
– Improved asset safety

Supply chain
– Manage inventory across storerooms
  and sites for better visibility
– Eliminate costly off-contract buying
– Improved monitoring of vendor performance
– Fully manage receipts, inspections
  and vendor payments

Planning and scheduling
– Ensures assignment of the right
  person, with the right skills
– Drag-and-drop team assignments
  accelerates schedule optimization

Health Safety Environment
– Standardize HS&E practices
– Operators log risk assessment, incident
  management, Investigation and correction
– Planning for hazard identification, risk
  assessment, and risk control

Analytics
– Descriptive, predictive and
  prescriptive analytics
– Built on industry-leading Cognos
  business intelligence software
– Available & customizable by user type

Maximo benefits all functional departments

Executives
have visibility and control across the organization through common systems enabling better business decisions.

Purchasing managers
can see costs and orders enterprise-wide for price comparisons, discounting, standardization and order tracking.

Contract Managers
can see asset related contracts; negotiate vendor T&Cs and monitor supplier performance.

Financial Managers
can see the entire inventory and analyze return on assets for financial reporting.

Compliance Manager
can see asset detail to ensure regulatory compliance and mitigate risk.

Operations Managers
can see asset conditions in sufficient detail to improve asset utilization & performance.

IT Managers
can see how to streamline inventory and resources across the organization.

Reliability Engineers
can see asset health and make better repair replace decisions.

Planners and Schedulers
can see availability of their workforce and use graphical tools to make assignments.

Maintenance Managers
can see job plans enabled by availability of information to increase asset capacity.

Field Technicians
can see work assigned to them and capture critical data about assets in a mobile device.

What industries depend on Maximo?

Maximo Asset Management meets the needs of various industries and their types of assets.

Manufacturing
– Plants and production lines
– Warehouses

Buildings
– Commercial offices
– Government buildings
– Schools and college campuses
– Hospitals

Transportation
– Roads, bridges, vehicles
– Rails, trains
– Airports, aircraft

Water
– Wells and dams
– Treatment plants
– Pipes and valves

Energy
– Transmission and distribution networks
– Power plants
– Drilling platforms and wells
– Refineries

And more...

Real examples: Addressing challenges to drive ROI

Insight into how companies in the transportation industry use Maximo:

A power generation utility **5 percent reduction** in planned overhauls and **eliminated 5 percent of forced outages saving USD 4.6 million annually**

A large OEM **reduced overhaul process time** from 56 days to 21 days

A rail maintenance service company **reduced costs 20 percent** by optimizing material purchases

A consumer products company with a medium size fleet **increased warranty recovery 50 percent**

A major US railroad **saved USD 5 million** by better tracking labor to specific work

A large passenger railroad was able to **identify USD 18 million in excess or obsolete inventory**

A fleet management company **saved USD 9.5 million** by meeting 100 percent availability with less

A railroad **saved USD 1.8 million** impacting areas such as financing, insurance, handling and overhead

Maximo is the market leader and has been for years

ARC Advisory Group

IBM Maximo has the leading overall market share in the 2016 Global Study published June 2017.

"Maximo solutions for EAM are well proven with deep functionality and specific vertical industry solutions. This has helped continue its leadership for over a decade."

Ralph Rio
Research Director
ARC Advisory Group

IBM Maximo is the leader in 21 of 34 categories.

IBM Maximo has been the market leader in the last ten ARC Global Studies published.

Maximo is the market leader and has been for years

![Gartner]

Gartner has recognized IBM as a leader in the Magic Quadrant since 1996.

Gartner has recognized IBM as a leader in The Magic Quadrant for Enterprise Asset Management Software.

Magic Quadrant for Enterprise Asset Management Software, Kristian Steenstrup, Nicole Foust, November 9, 2017.

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Link to complete Magic Quadrant https://www.gartner.com/doc/reprints?id=1-4KKGOY9&ct=171115&st=sb

CHALLENGERS | LEADERS

Infor

IBM

Mainsaver
eMaint
Oracle

SAP

ABB (Asset suite)

IFS

Scheider Electric

ABB (Ellipse)

Ramco Systems

ABILITY TO EXECUTE

NICHE PLAYERS | VISIONARIES

COMPLETENESS OF VISION   As of August 2017   © Gartner, Inc

IBM Maximo:
Investments and innovation

IBM Maximo new user experience

IBM Maximo Asset Health Insights
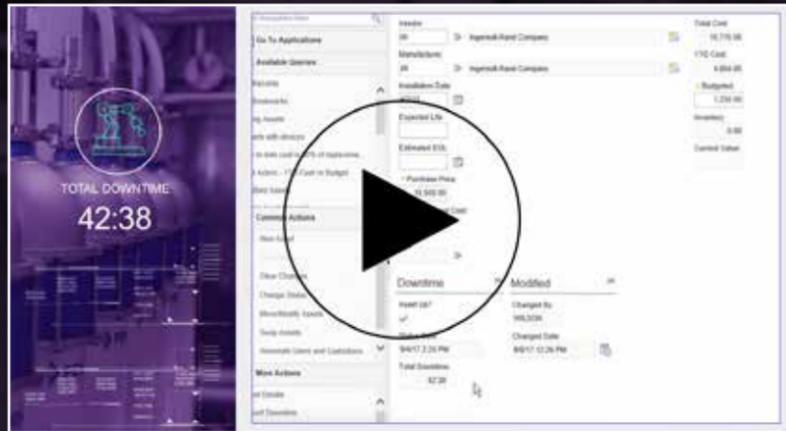Manage health of critical assets

Augmented Reality
Lab services offering for asset management

Beta Maximo for Blockchain
Transparency in contracts and supply chains

IBM Maximo Anywhere
Mobile asset management

Try the demo today

Maximo demo for Enterprise Asset Management