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# Tririga: The Integrated Workplace Management System Explained

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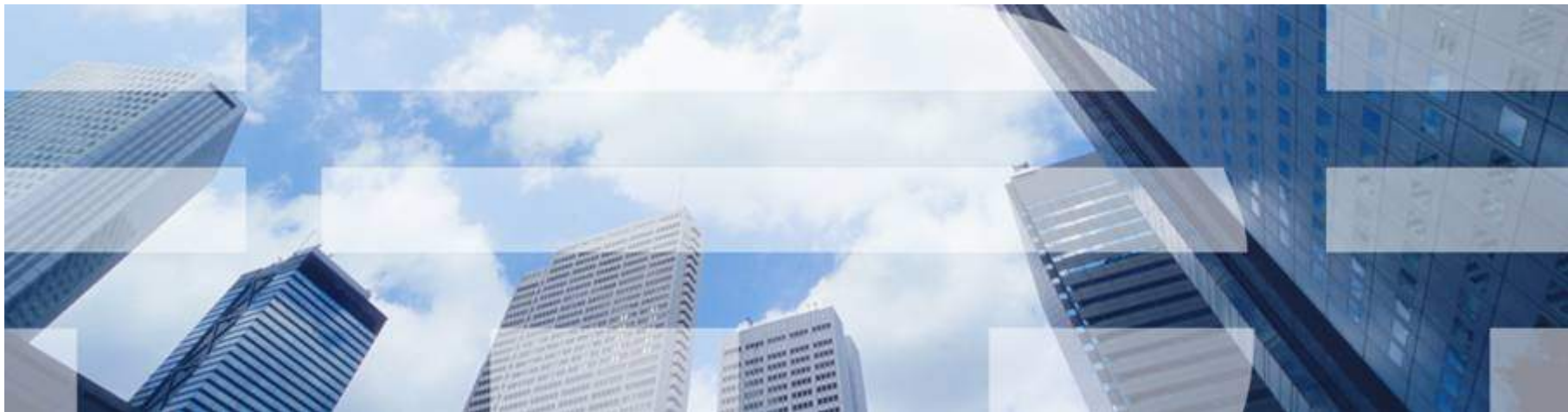
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Whitesmiths



# IBM Smarter Building Overview

- **Industry Leader in Provision of Solutions, including;**
  - Maximo for Facility Management (Leader in Gartner Magic Quadrant (EAM))
  - Tririga IWMS (Leader in Gartner Magic Quadrant (IWMS))
  - IIBM (New Solution Offering, released June 2011)
- **FM Customer Base WW**
  - 1,000+ FM Customers
  - Cross Industry
  - FMMUG 500+ Members
- **IBM Property**
  - 10million square metres of Real Estate
  - Energy Initiatives - \$370m cost reduction
  - 5.1b Kilowatt hours – total reduction
  - 3.4m Tons Carbon Reduction (20years)



## The need for progress is clear

2

Real estate is the second largest expense on the income statement for most companies.

3

In most organizations the real estate portfolio is on the balance sheet as the third most valuable or expensive single asset.

30 percent

Facilities investments and operating costs can be more than 30% of corporate annual spending.

2025

By 2025, buildings worldwide will become the top energy consumers.

42 percent

Worldwide, buildings consume 42% of all electricity – up to 50% of which is wasted.

1

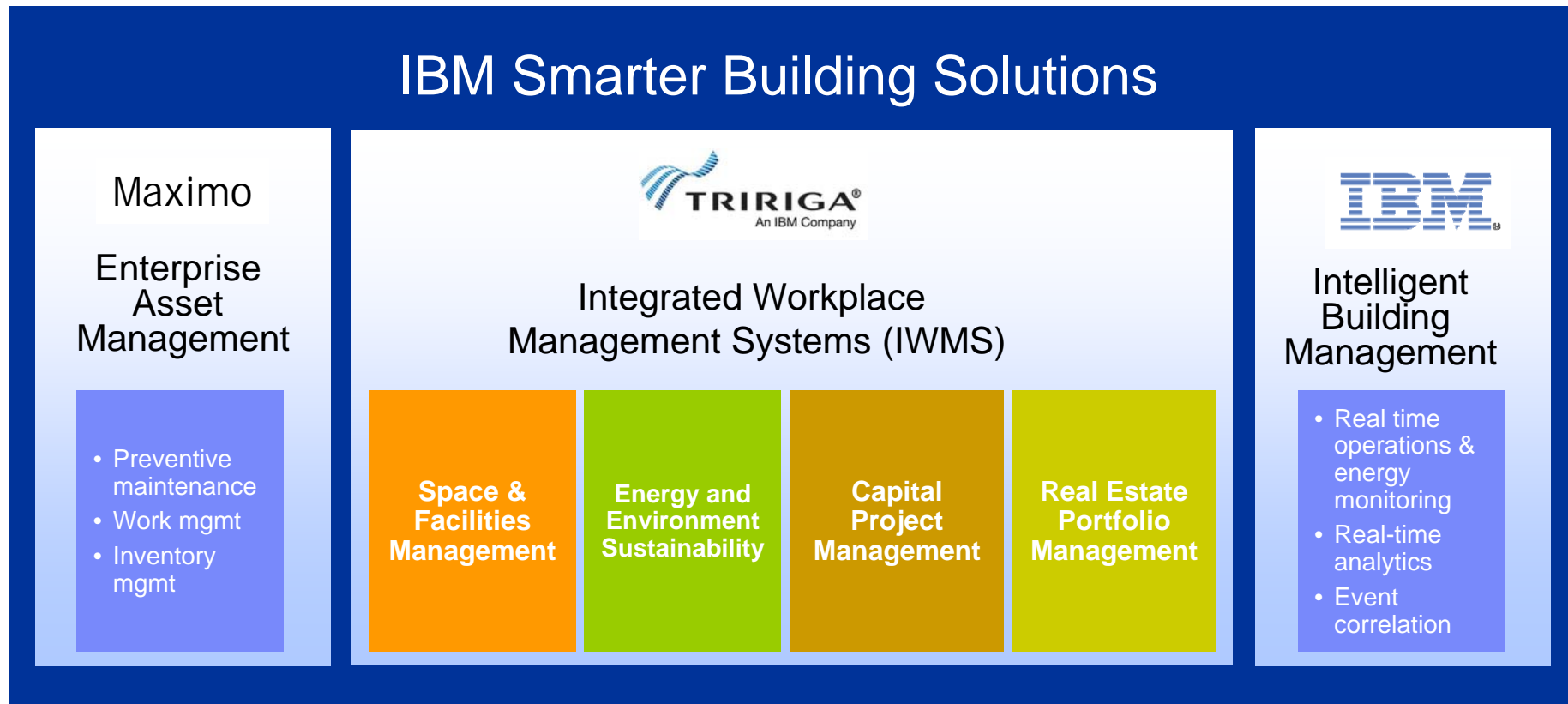
Buildings are the number 1 contributor to global CO2 emissions.





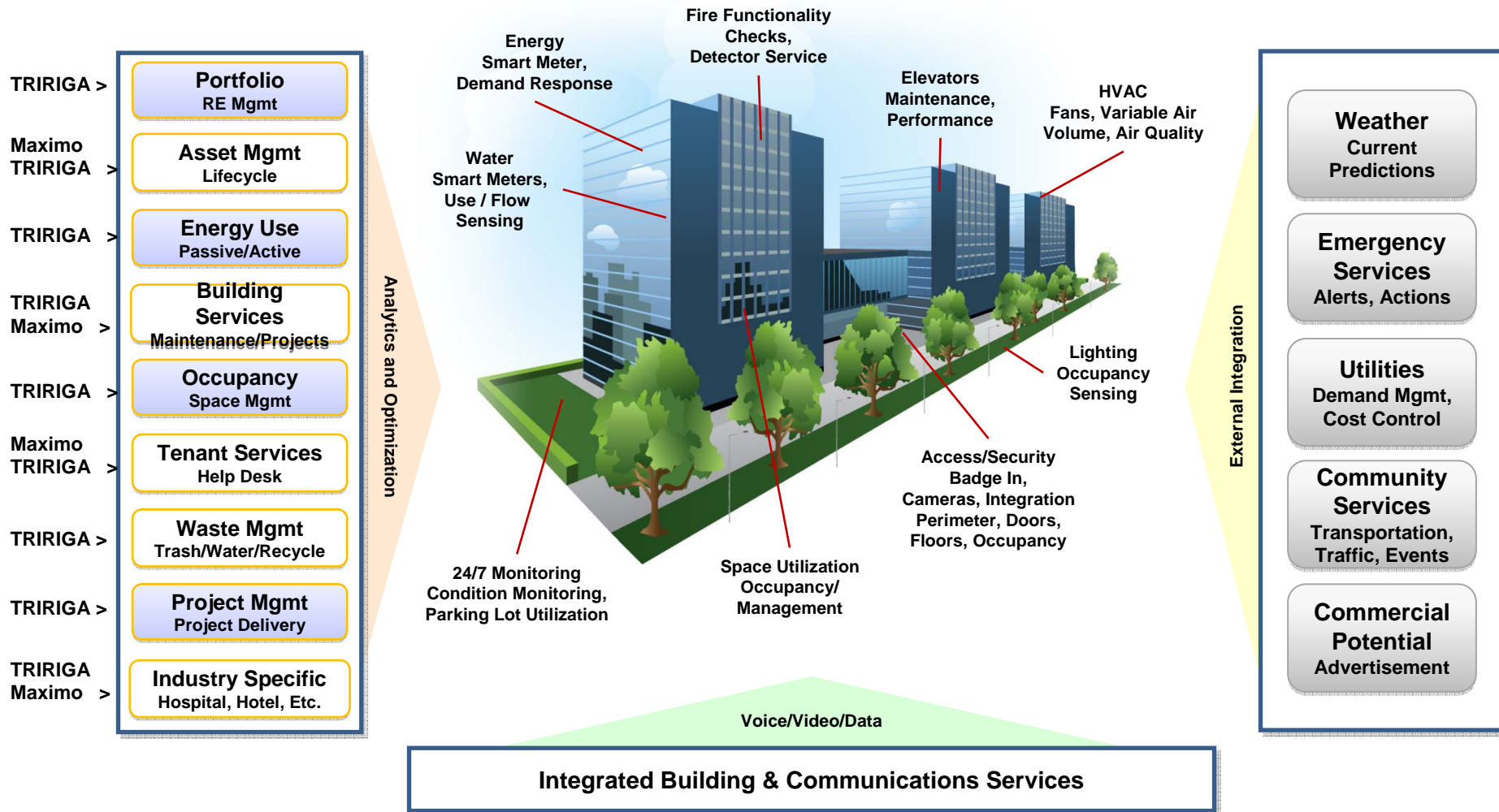
## TRIRIGA and Maximo combine facility, real estate and enterprise asset management

IBM combines leadership solutions in two markets - Enterprise Asset Management and Integrated Workplace Management Systems (IWMS) - to create comprehensive Smarter Building solutions.



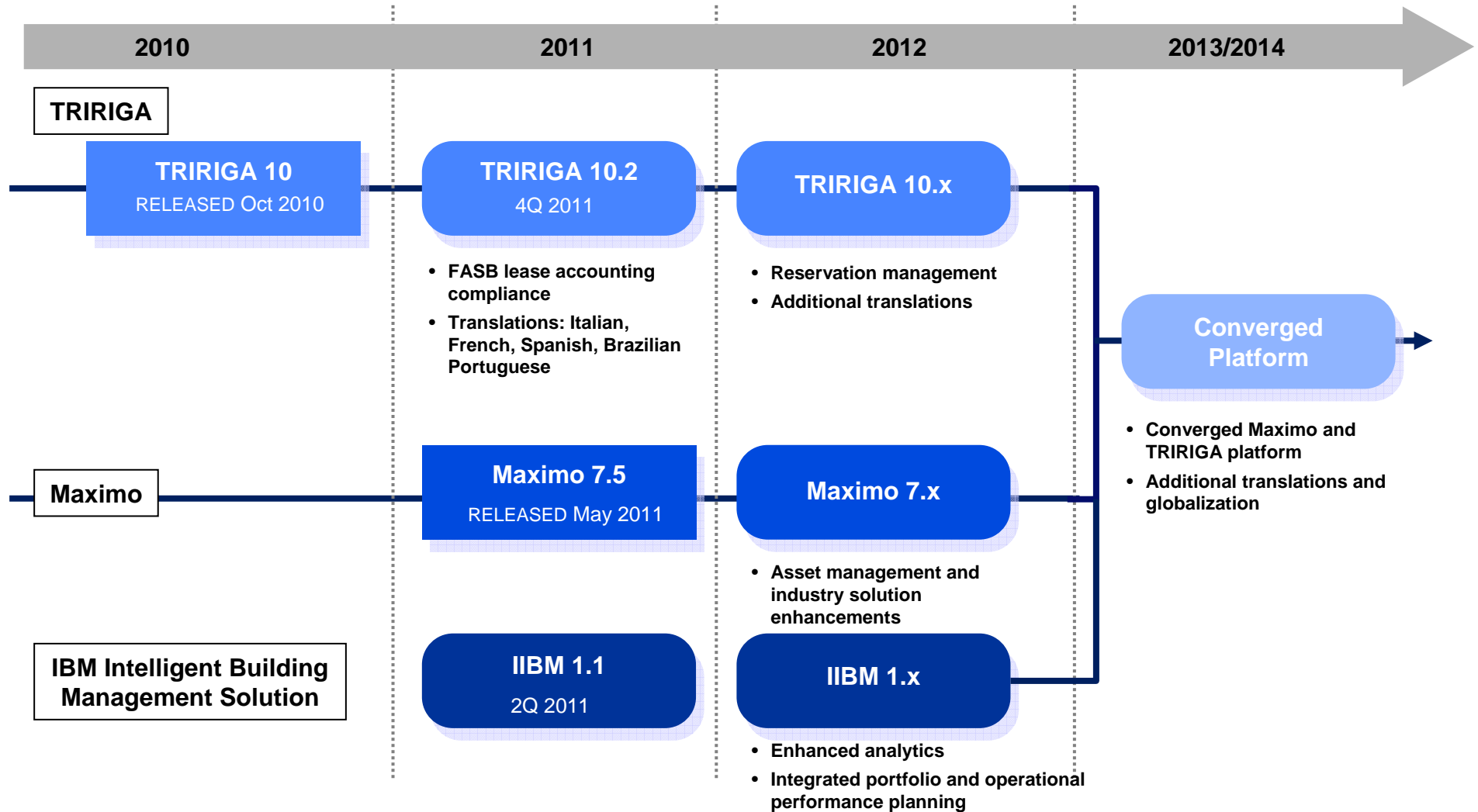


# TRIRIGA extends IBM Maximo success in IBM Smarter Planet initiatives with key functionality for Intelligent Buildings solutions



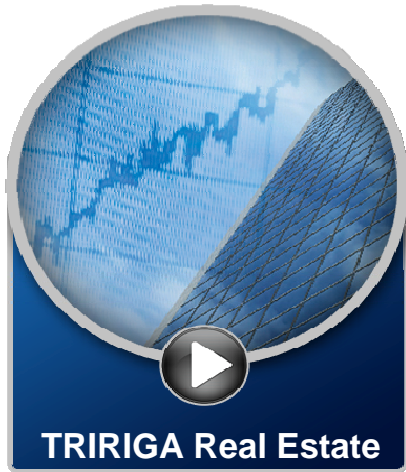


## Product roadmap for facilities, real estate, energy and environmental sustainability solutions




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TRIRIGA provides an enterprise software solution to help global organizations reduce operational costs of facilities, increase return on real estate assets and mitigate environmental regulatory risks.





# TRIRIGA Workplace Enterprise-Class Applications

TRIRIGA Real Estate	TRIRIGA Projects	TRIRIGA Facilities	TRIRIGA Operations	TRIRIGA Environmental
				
<ul style="list-style-type: none"> <li>Portfolio Planning</li> <li>Site Selection</li> <li>Transaction Management</li> <li>Lease Administration</li> <li>Lease Accounting</li> <li>AR Tenant Tracking</li> <li>Payment Processing</li> <li>Client Requests</li> </ul>	<ul style="list-style-type: none"> <li>Program Management</li> <li>Fund Management</li> <li>Scope Management</li> <li>Cost Management</li> <li>Schedule Management</li> <li>Resource Management</li> <li>Quality Management</li> <li>Vendor Engagement</li> <li>Procurement</li> </ul>	<ul style="list-style-type: none"> <li>Space Management</li> <li>Space Chargeback</li> <li>Space Requests</li> <li>Strategic Planning</li> <li>Move Management</li> <li>Reservation Management</li> <li>Personnel Provisioning</li> <li>CAD Management</li> </ul>	<ul style="list-style-type: none"> <li>Contact Center</li> <li>Service Management</li> <li>Warranty Management</li> <li>Preventive Maintenance</li> <li>Facility Assessment</li> <li>Security/Key Management</li> <li>Inventory Management</li> <li>Capital Planning</li> <li>Resource Planning</li> </ul>	<ul style="list-style-type: none"> <li>CO2 Emission Tracking</li> <li>Utility Tracking</li> <li>Waste Disposal</li> <li>Water Consumption</li> <li>Green Opportunities Tracking</li> <li>LEED/BREEM Certification</li> <li>Energy Star Integration</li> </ul>

<h2>TRIRIGA Core Components</h2>	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 links operational workplace functions

**Real Estate**

Lease Responsibilities  
to SLA (Call Center)



**Operations**

**Integrated Workplace Management**

Cascade down objectives  
Analyze plan performance  
Evaluate against goals



Work Tasks  
Tied to Projects



Space Utilization Metrics to RE  
- Space Allocations

Acquired Assets &  
Warranty passed to  
Operations

**Facilities**

CAD Drawings available to  
construction Projects,  
consistent methodology



**Projects**

## One System, One Truth

# TRIRIGA Workplace Solution

One Technology Platform, One Common User Experience

## Role/Process-based Navigation

Simple-to-Use Interface  
Adapts to User Needs

Reminders  
Quick Links

My Bookmarks



## Performance Management and Reporting

Pre-built Metrics  
Crystal Reports

Time-trends  
CAD Reports

My Reports



## Award-winning Applications

Real Estate  
Projects

Facility  
Operations

Sustainability



## Single Technology Platform

Enterprise-class Database  
Document Repository

Web-based Configuration  
Upgrade Management



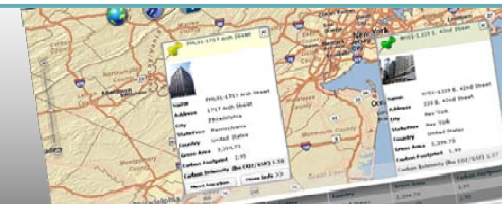
## Interoperability

TRIRIGA Business Connect  
TRIRIGA Off-line

TRIRIGA Data Connect  
ESRI GIS Server

AutoCAD  
MicroStation

RS Means  
**Maximo**



## Customers validate TRIRIGA's value proposition



One of the largest and most admired companies in the world improves financial performance with TRIRIGA.

**Goals:** Implement TRIRIGA to centralize global real estate and services operations for a portfolio of more than 340 million square feet at a corporate level.

**Results:** Improved operational processes and performance management resulted in reported real estate cost savings of \$925 million within first four years.



The world's leading manufacturer of mobile devices improves facility utilization with TRIRIGA.

**Goals:** Implement TRIRIGA to transform an ad-hoc workplace organization to a centralized performance-driven workplace organization.

**Results:** Increased space utilization reduced a global real estate portfolio of 17 million square feet by more than 17% and annual occupancy costs by €500M.



One of North America's leading providers of renewable energy improves operational performance with TRIRIGA.

**Goals:** Implement TRIRIGA to replace eleven disparate systems into a single "One Hydro" view of more than 189,000 locations and more than 266,000 agreements.

**Results:** Standardized processes across province reduced project cycle time and service delivery costs to improve operational performance.

# TRIRIGA leads commercial market



Partial TRIRIGA customer list

# TRIRIGA Real Estate improves lease cash flow and reduces occupancy costs

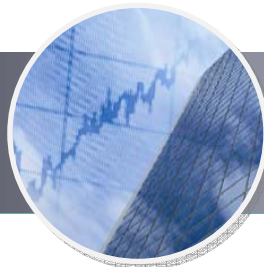
## TRIRIGA Real Estate - Business Value

### Operational Performance



- Improve RE transaction cycle time
- Streamline lease accounting and FAS 13 compliance
- Reduce vacancy rates

### Financial Performance



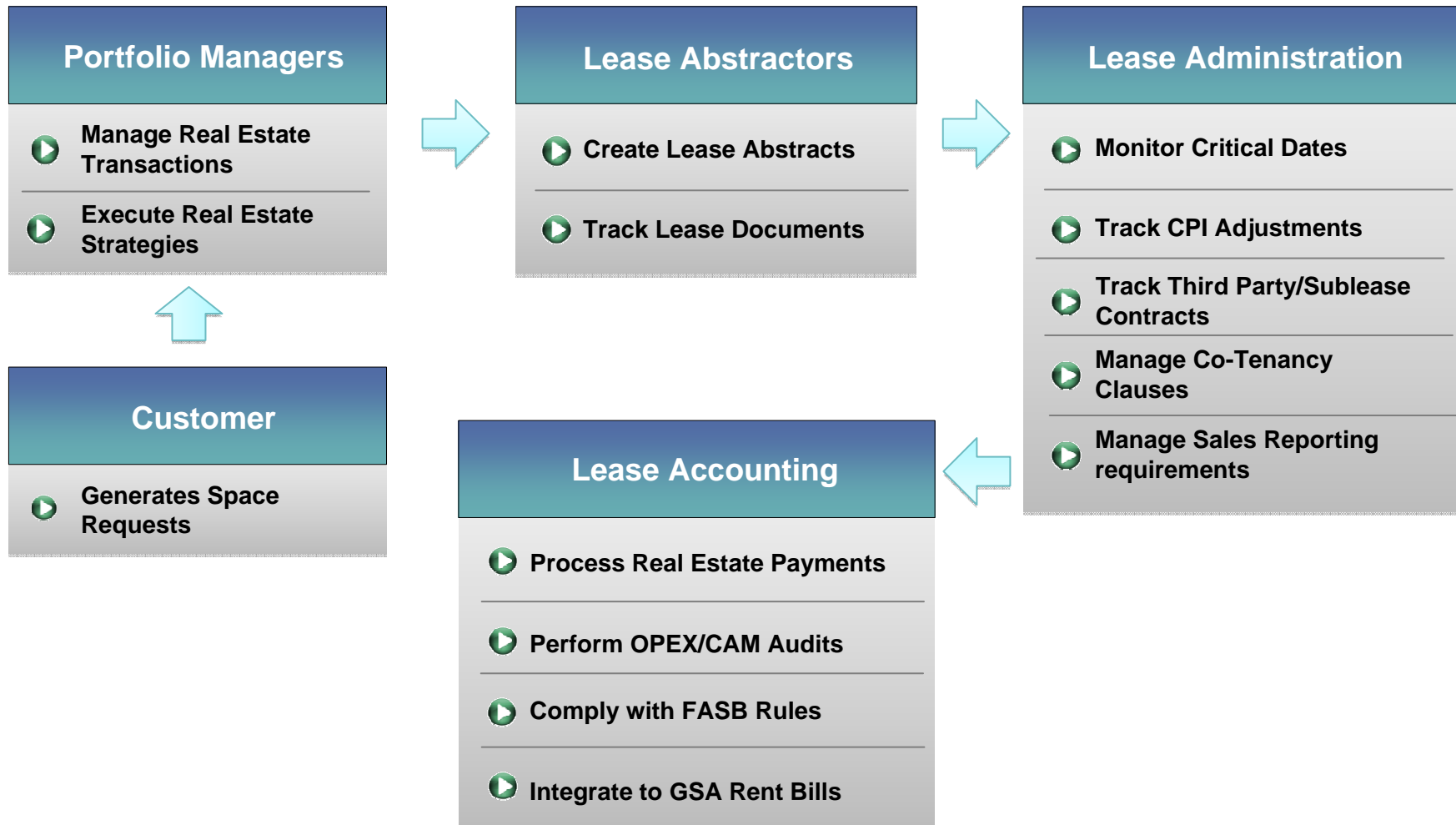
- Generate higher returns from real estate transactions
- Reduce real estate occupancy costs
- Increase revenue

### Environmental Performance



- Select sustainable sites
- Eliminate inefficient high cost buildings
- Achieve LEED

# How TRIRIGA delivers business value in real estate

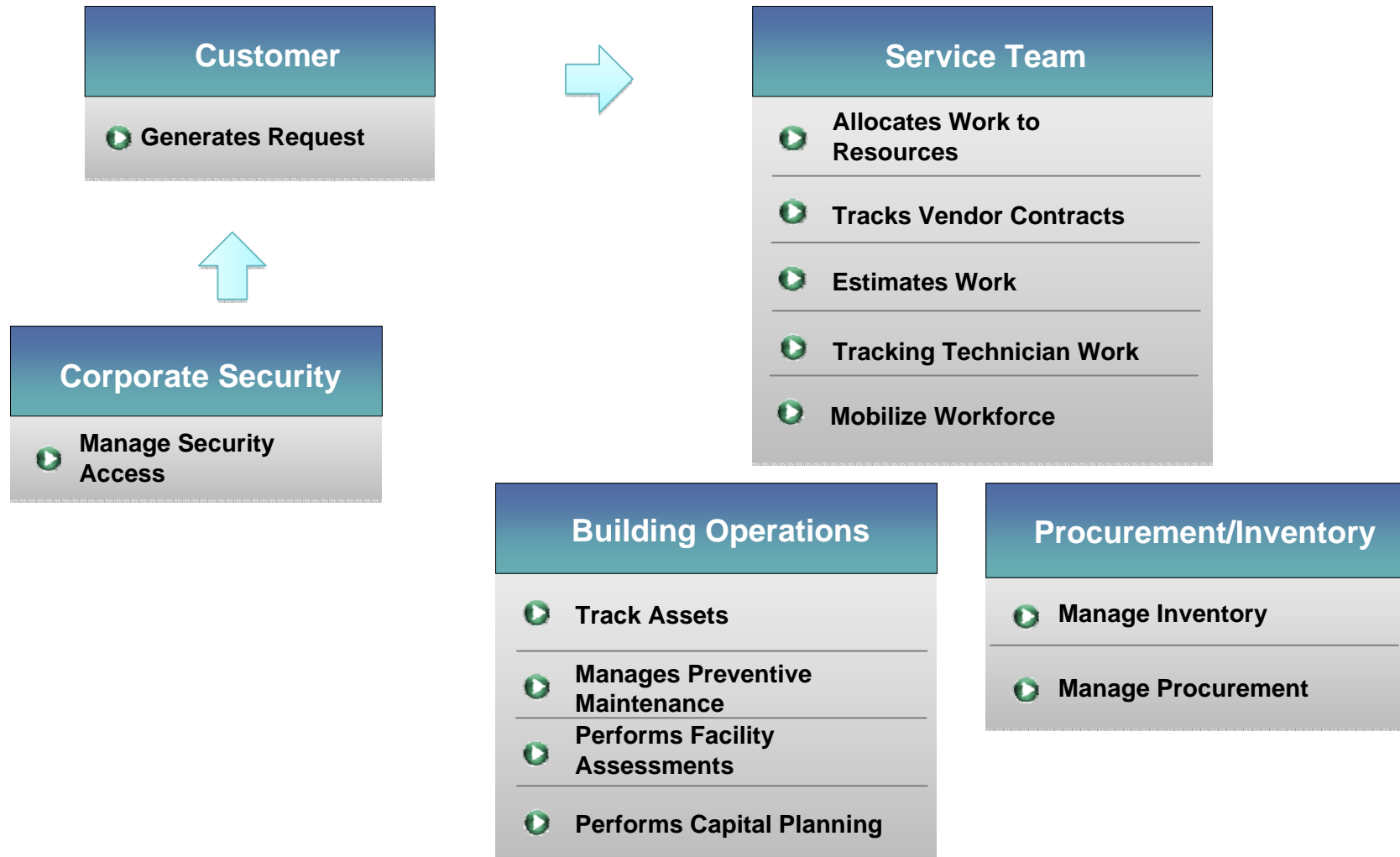


# TRIRIGA Operations automates your service delivery and maximizes your asset investments

## TRIRIGA Operations - Business Value



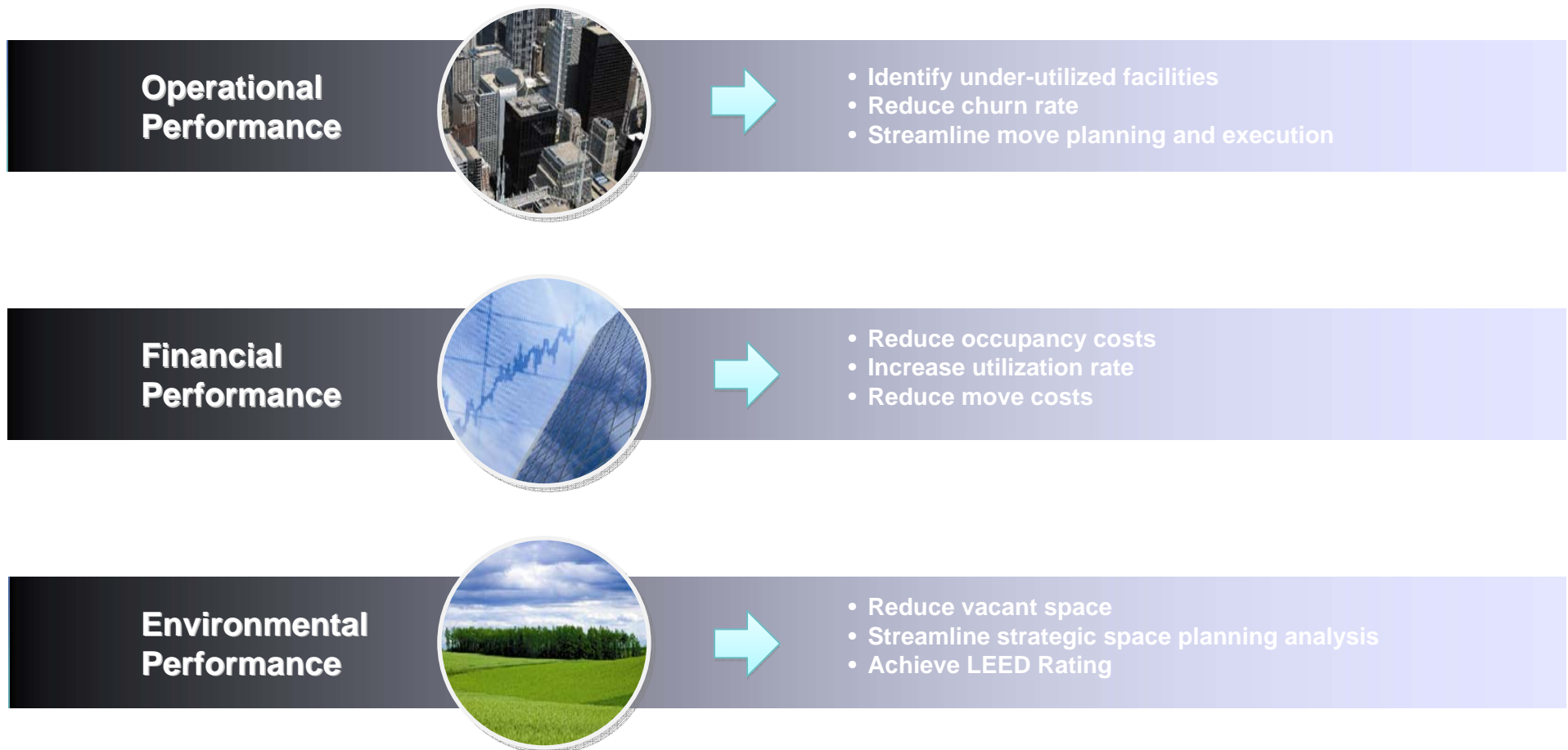
# How TRIRIGA delivers business value in operations





# TRIRIGA Facilities improves space planning and increases facility utilization

## TRIRIGA Facilities - Business Value



# How TRIRIGA delivers business value in facilities



**Customer**

- ▶ Space/Move Requests
- ▶ Personnel On/Off Boarding



**Space Management**

- ▶ Manage Space Utilization
- ▶ Track Department Allocations
- ▶ Track Personnel Occupancy
- ▶ Manage CAD/BIM Floor Plans
- ▶ Manage Moves
- ▶ Track Assets
- ▶ Report Execute Order 13327



**Portfolio Planning**

- ▶ Align Business Demand (forecasting)
- ▶ Execute Portfolio Strategies (planning)

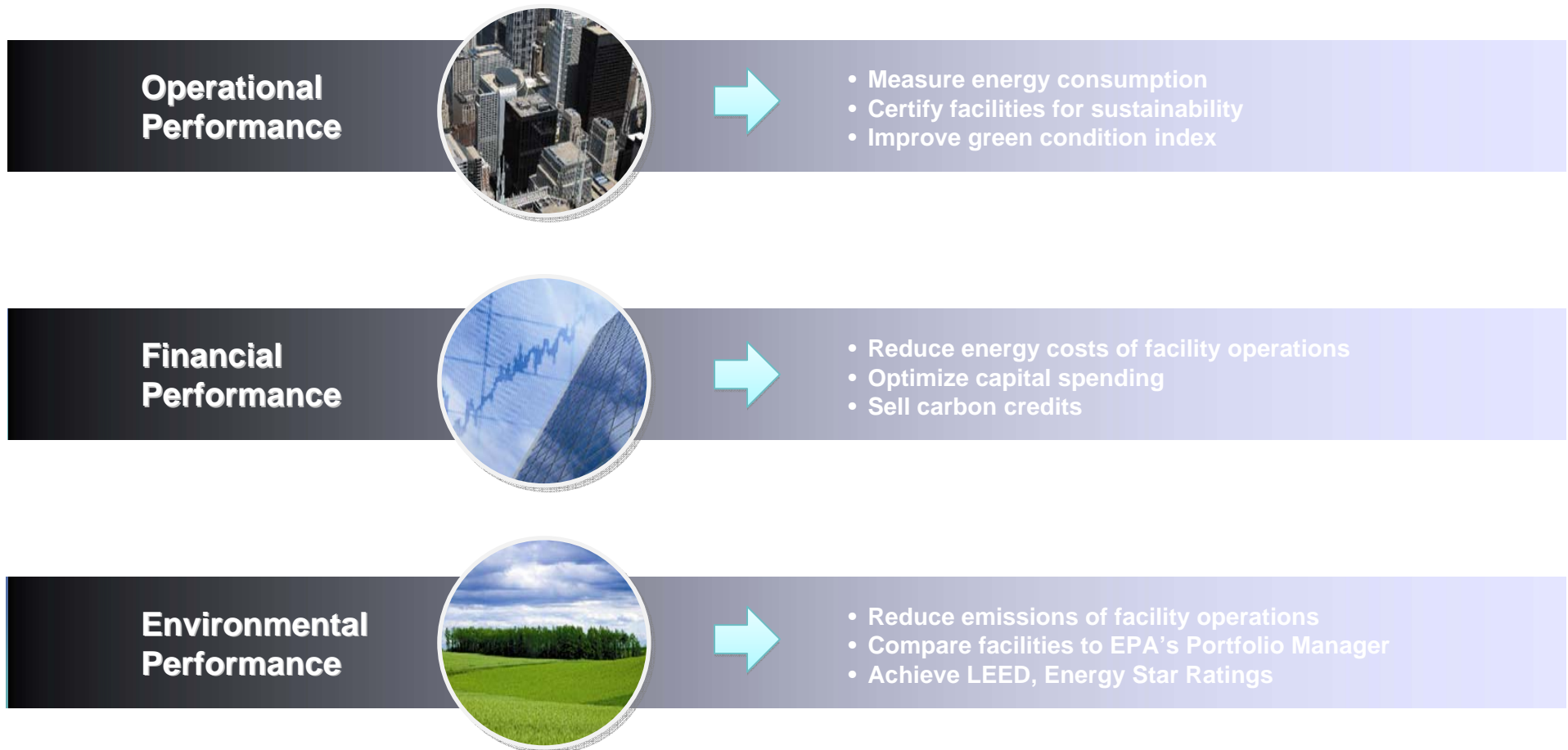
**Conference Services**

- ▶ Manage Shared Resources (Conference Rooms)

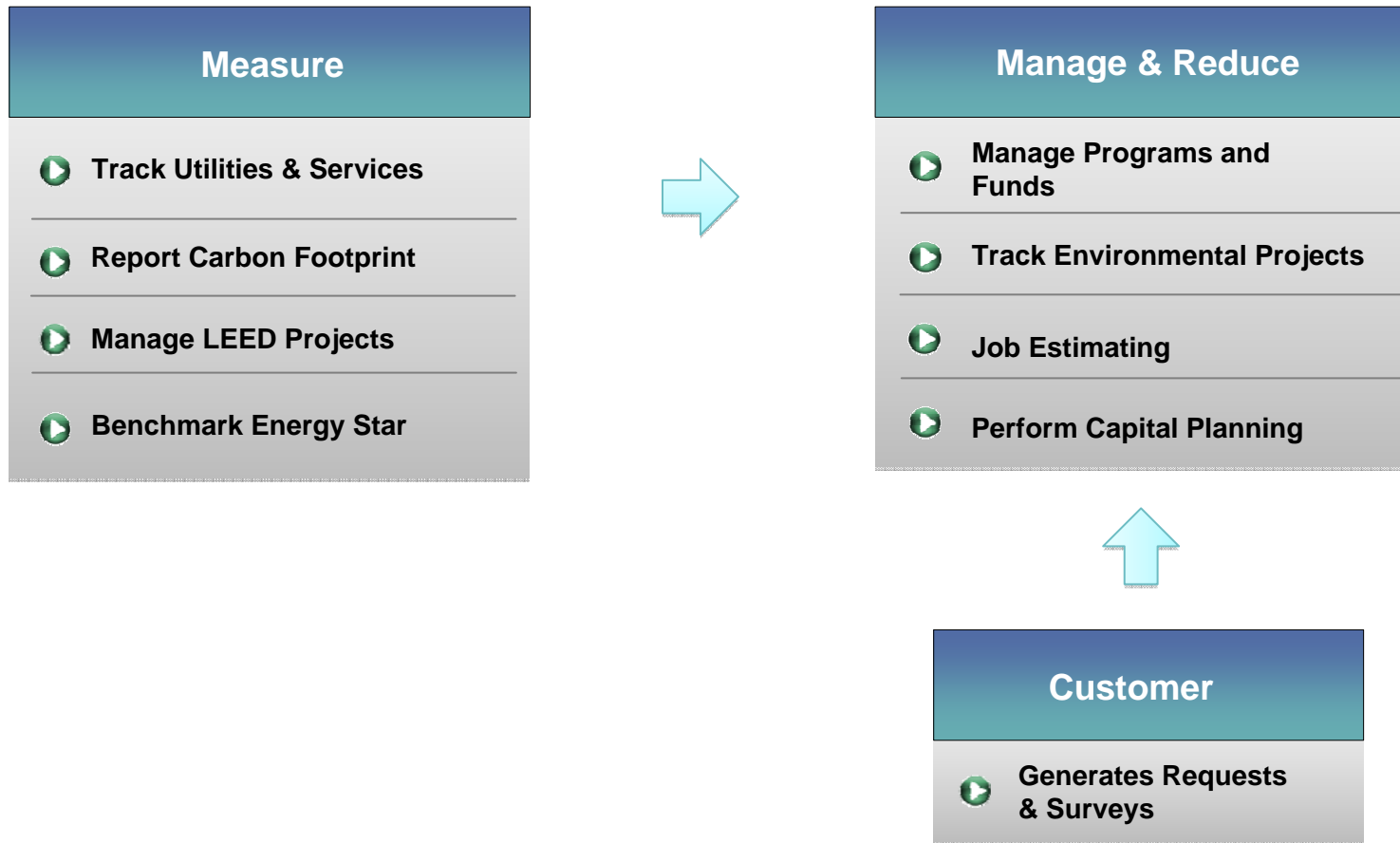


# TRIRIGA TREES reduces energy costs and helps you achieve carbon reduction goals

## TRIRIGA TREES - Business Value

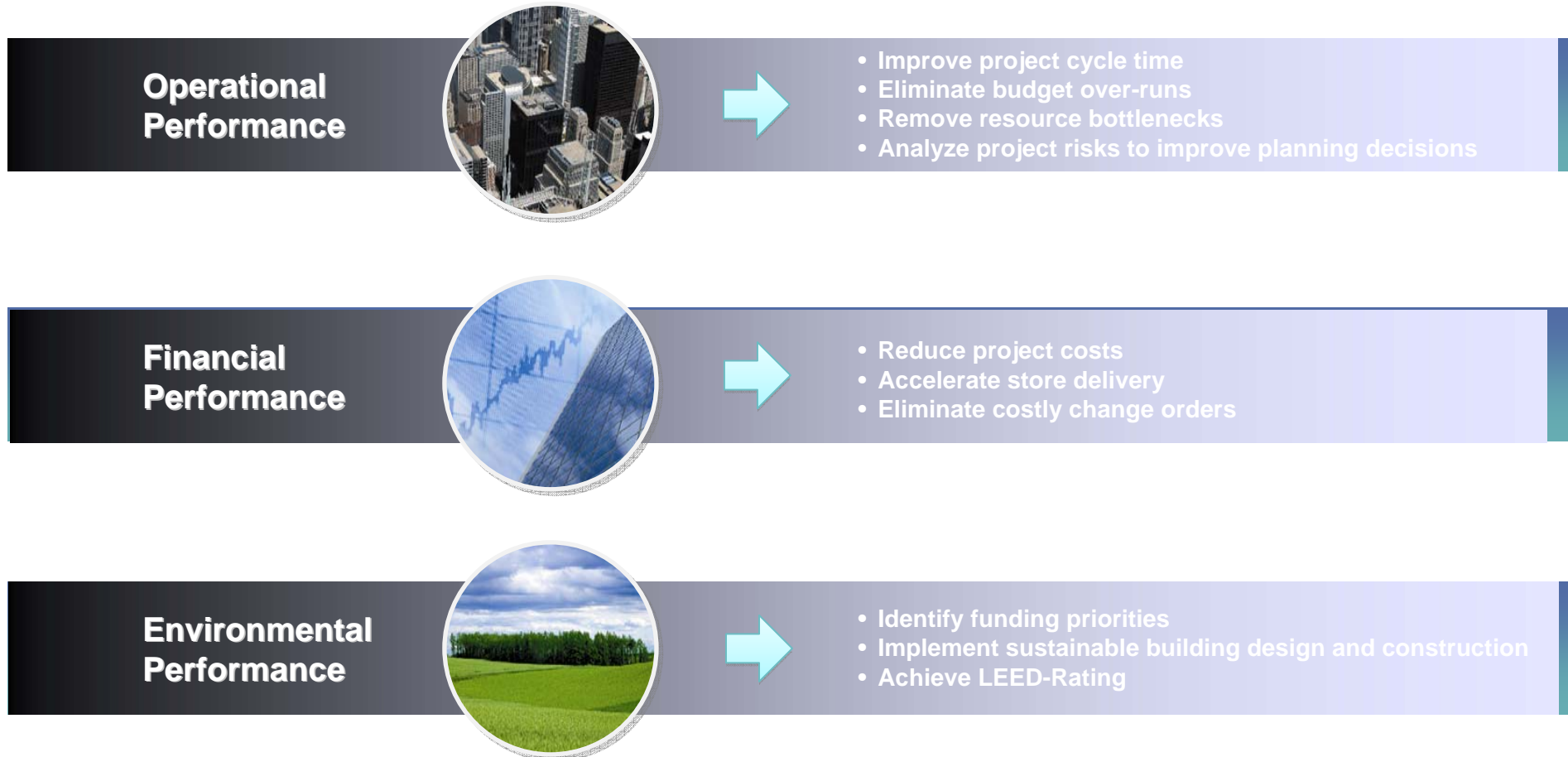


# How TRIRIGA delivers business value in Environmental Sustainability

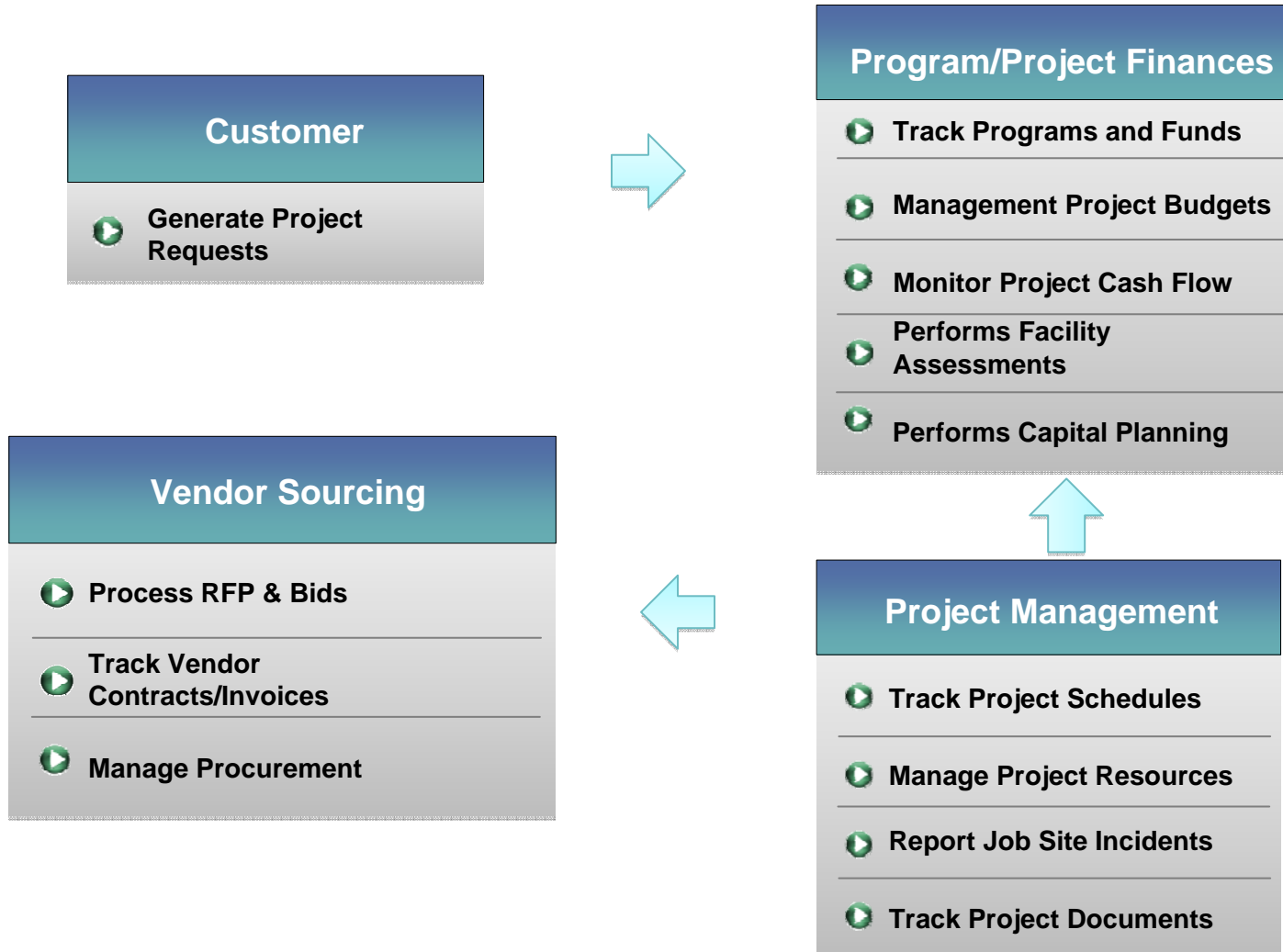


# TRIRIGA Projects generates higher returns from your capital programs and projects

## TRIRIGA Projects - Business Value



# How TRIRIGA delivers business value in projects

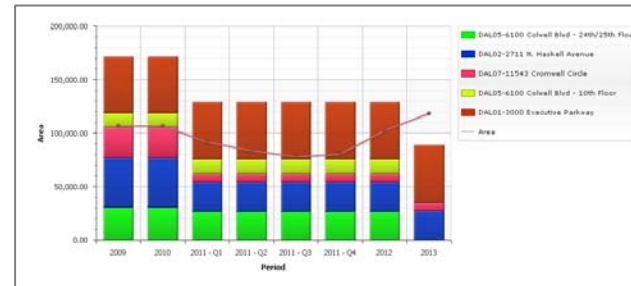


# Analytics & Reports



## TRIRIGA Reports

- Pie, Bar Charts, Lists
- Simple, easy to create
- My Favorite Reports



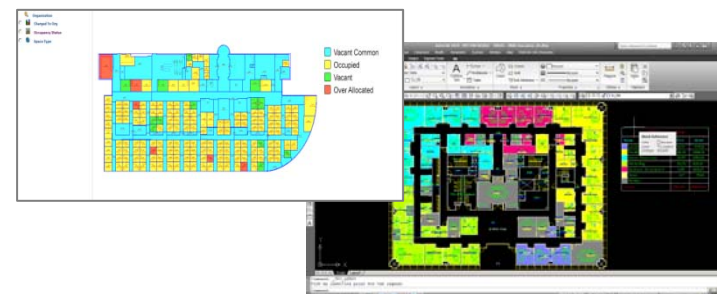
## TRIRIGA Ad Hoc Queries

- Pie, Bar Charts, Lists
- Simple, easy to create
- My Favorite Reports



## TRIRIGA Graphical Reports

- CAD based – AutoCAD/ MicroStation
- Web based – SVG / DWF
- User defined queries









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