



IBM Maximo Asset  
Management: identify, analyze  
and manage assets to  
improve efficiency and  
effectiveness

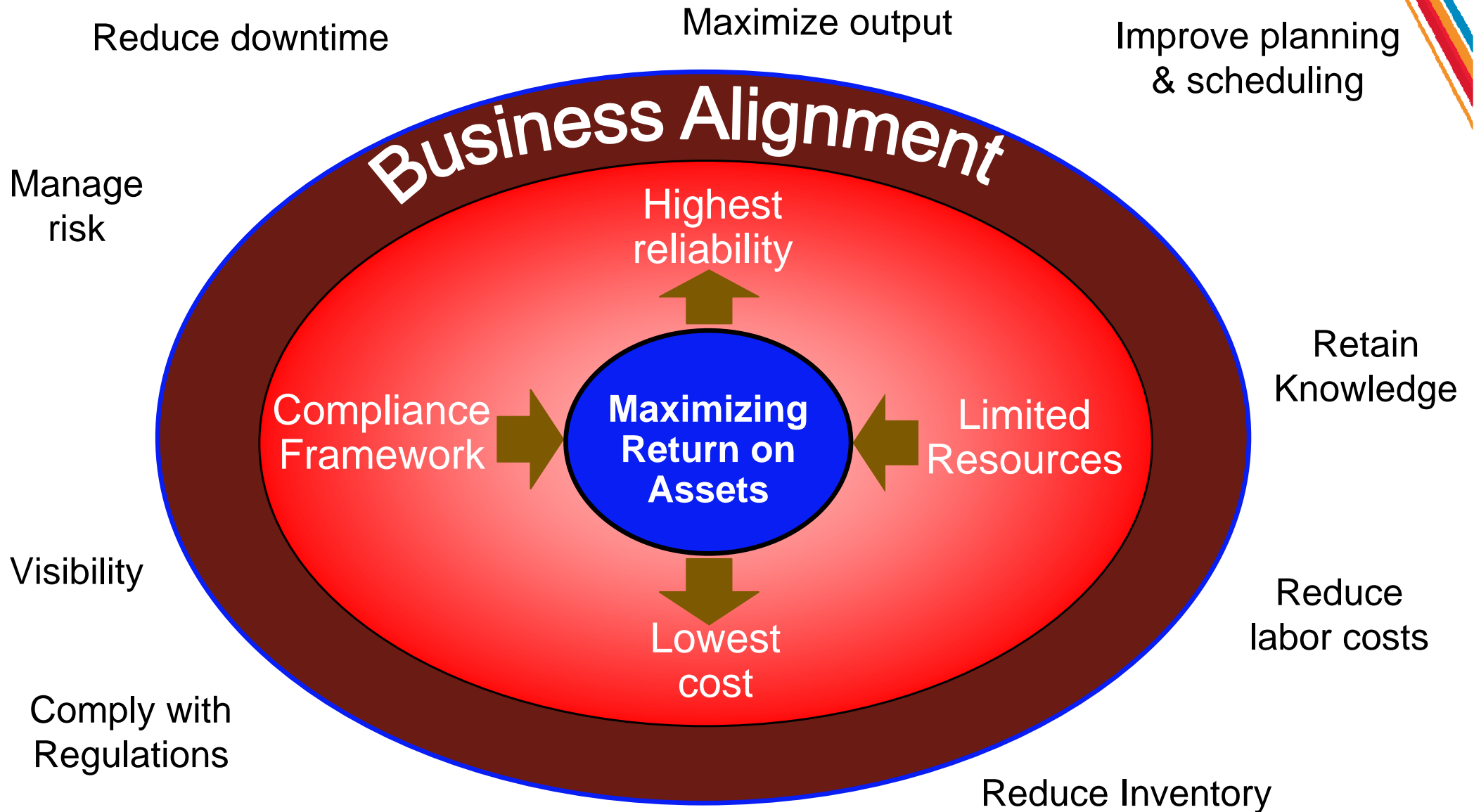
**PCTY2012** 

Pulse Comes to You

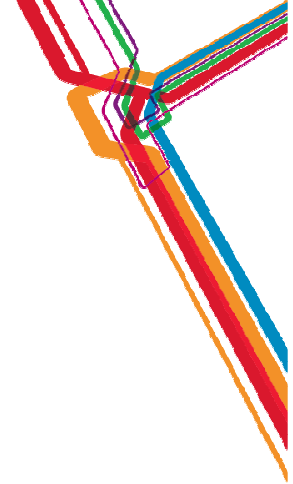
**Optimizing the World's Infrastructure**

[May, 15° Rome]

# The Value of Asset Management



# Enterprise Asset Management



Maximize returns on investments through asset life-cycle management

## IT Asset Management

IT asset life-cycle management



- Manage and track hardware and software IMAC processes
- Manage audits and software compliance
- Manage contracts and leasing
- Manage inventory and maintenance

## Asset Convergence

Manage operational assets that include IT technology



- Even more physical devices became IP enabled
- IP components inside them enables remote monitoring and automation

## Asset Management Consolidation

Manage all assets in a single solution



- Manage production assets, distribution assets, fleets, facilities, IT infrastructure...
- Implement at enterprise level best practice and processes
- Guarantee security and availability

## Dedicated Application for non-IT asset

Gestire i bisogni delle aziende asset intensive



- Vertical solutions per industry (Utilities, Transportation, Life Sciences, and Oil & Gas)
- Infrastructure support with Geospatially and linear asset support

# IBM's Asset Management Solution provides enterprise level visibility across functional departments



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

**Software Asset Managers** can see how to optimize licensing to avoid over/under-purchasing and mitigate compliance risk

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

**Compliance/Risk/Governance** can see asset detail to ensure regulatory compliance and mitigate risk

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

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

**Hardware Asset Managers** can see lease and maintenance status and when to plan for upgrades

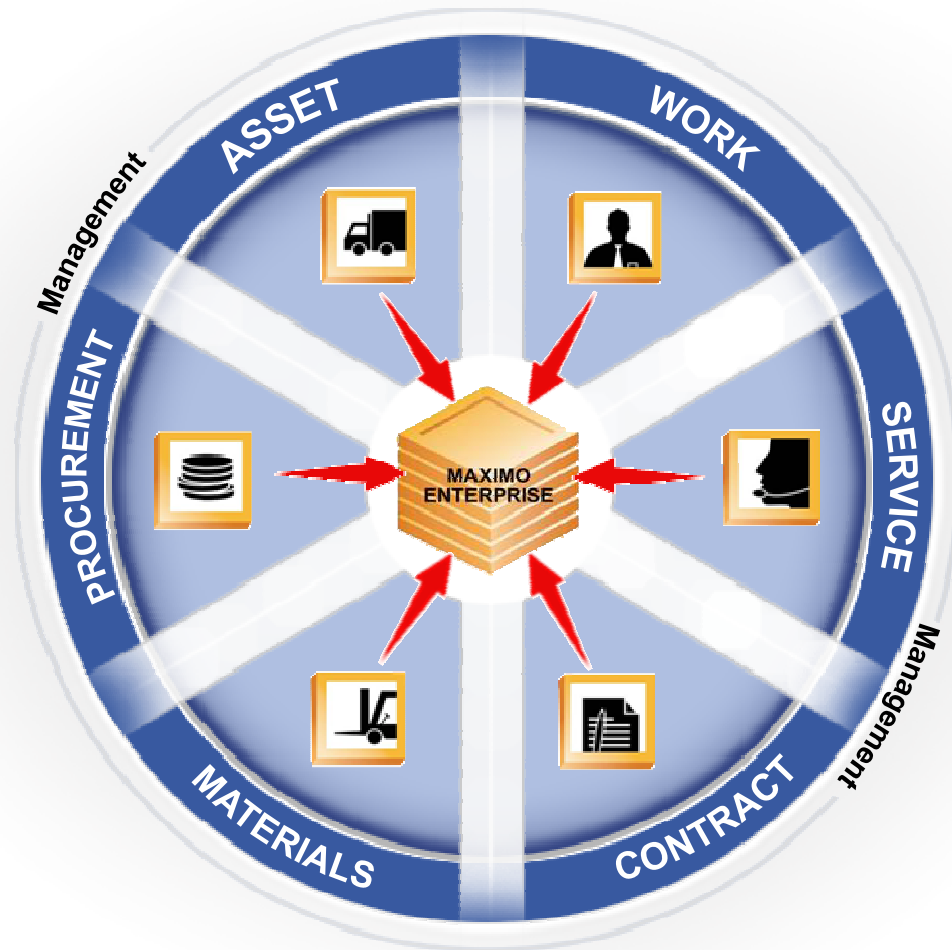
**Service Desk Technicians** can see asset data to streamline service request handling and expedite incident & problem resolution

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

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

**Facilities Managers** can see assets in the Data Center to optimize power consumption and reduce unplanned outages

# IBM's Asset Management Solution: Maximo



Addresses asset management challenges  
across line of business operations and IT  
Consolidates point solutions for Asset and  
Service Management into a Suite

Includes enhanced Workflow

Event Driven

Context-based

Escalation Manager

Includes Service Management

Capabilities for

- Asset Owners
- Asset Managers
- Service Providers

- Next generation J2EE Technology Platform
- Service Oriented Architecture (SOA)

# IBM Maximo Capabilities: Asset Management



## ASSET Management

### Asset Mgmt details:

- Location/Function, work, and cost history
- Location and equipment hierarchies and networks
  - Roll-up costs across systems, subsystems, service and locations
- Asset Modeling, Spare Parts, Attributes, Meters and Attached Documents with logical inclusion downstream
- Asset Safety Hazard elimination and LOTO capabilities
- Condition Monitoring
  - Allows for proactive response
  - Automatically generate work orders based on pre-set tolerances
  - Decreases reactive maintenance & unplanned downtime
- Authorized vs. Deployed asset repositories
  - Reconciliation allows an organization to effectively manage their constantly changing infrastructure
  - Hardware specification and Software license compliance
- Forms core of CMDB

# IBM Maximo Capabilities: Work Management



**WORK**  
Management

Supports planned and unplanned maintenance activities from initial service requests to work order generation, through completion and recording of actual results

- Job plans for recurring tasks
- Preventive/Predictive/Recurring Maintenance
- Manage labor, skills, qualifications, training
- Graphical assignment manager
  - Ensures assignment of the right person, with the right skills
- Tight integration with Project Management tools
- Mobile enablement

# IBM Maximo Capabilities: Material Management



## MATERIALS Management

- Track all materials, parts, components and their usage
  - Decreases stock, eliminates unnecessary spending
- Inventory optimization and planning tools help stock the right level of inventory to meet demand
  - Re-order points
  - Economic order quantities
  - ABC analysis
- Track serialized assets as they move through the enterprise
- All transactions are recorded allowing for real-time knowledge of status



# IBM Maximo Capabilities: Procurement Mgmt.



## PROCUREMENT Management

Plan demand, streamline purchasing processes, ensure compliance with existing purchasing contracts

- Eliminate costly off-contract buying by establishing approved vendors
- Ensure the right materials and assets are ordered at exactly the right time
- Analyze vendor performance
- Automate requisitioning based on schedules
- Eliminate human intervention with “lights out purchasing” of interval-based, meter-based or event driven requirements
- Electronic Commerce enabled

# IBM Maximo Capabilities: Contract Management



## CONTRACT Management

- Comprehensive functionality to fully manage vendor contracts
  - Master
  - Lease/Rental
  - Service/Warranty
  - Labor Rate
  - Software License
  - User-defined
- Terms and Conditions library
  - Ensures consistency & standardization
- Payment Schedule support
- Associate Service Level Agreements to contracts to monitor vendor performance

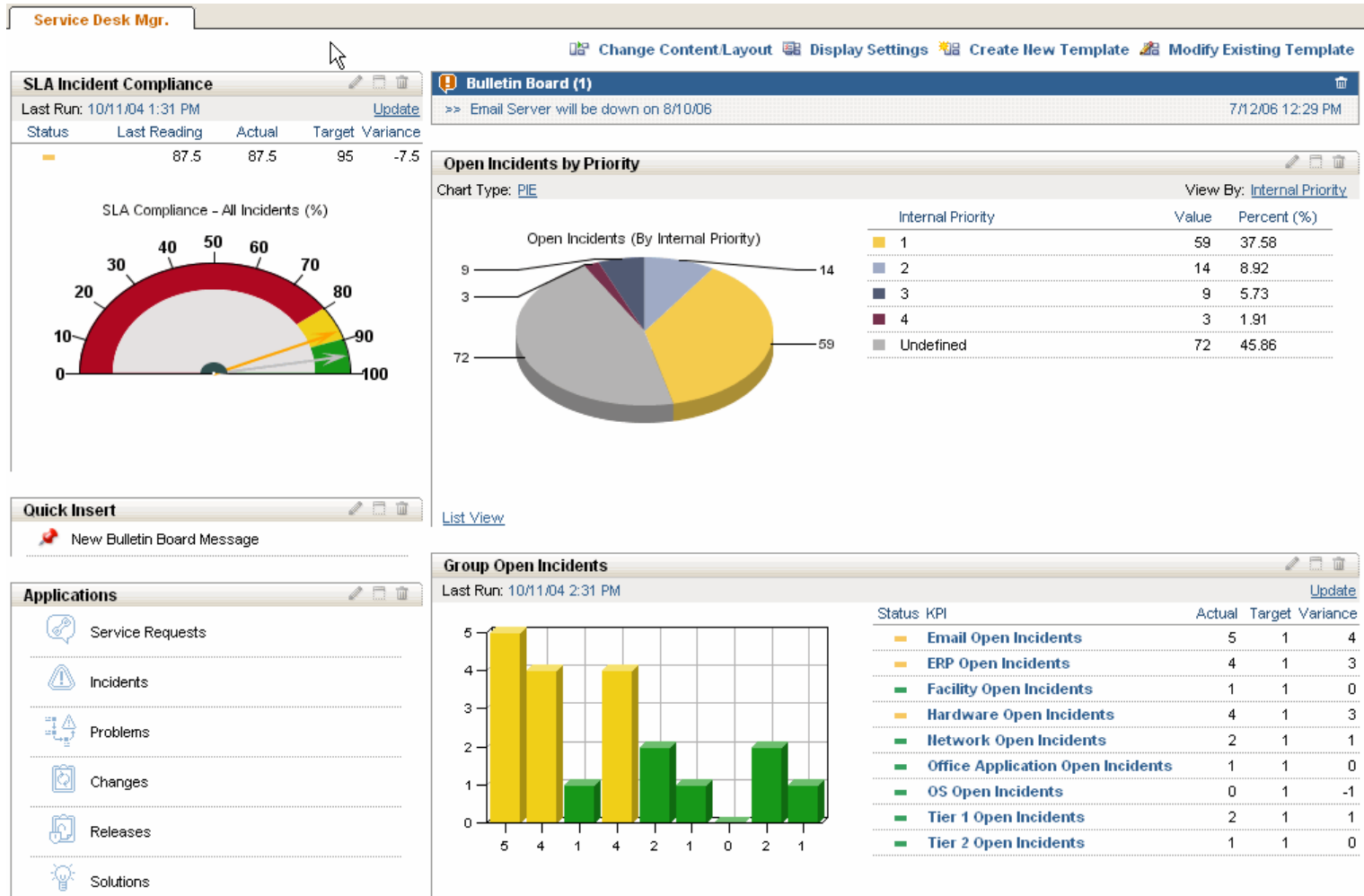
# Visibility of Performance Metrics and SLAs

Configurable role-based Start Center portlets

Real-time KPI-based dashboards

Seamless integration of ITIL-based processes

Configurable graphical representation



# IBM Maximo - Asset Management for a Smarter Planet

Transportation

Facilities

Production  
Equipment

IT Hardware  
& Software

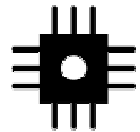
Communications  
Infrastructure



**THE CHALLENGE:** more *complexity in assets and processes*, more *capabilities required*, more *reliance on management systems*

**THE OPPORTUNITY:** More *insight and collaboration*, more *efficiency*, *growth and profit*, more *innovation*

A smaller, flatter, faster and  
“smarter” planet



**INSTRUMENTED**



**INTERCONNECTED**



**INTELLIGENT**



## Maximo's role in a Smarter Planet:

- The IBM system to manage intelligent assets
- Leveraging asset intelligence to maximize their business value
- Reducing the cost of managing and operating intelligent assets

## How Maximo does this:

- Visibility, control, and automation across IT and operational infrastructure
- Optimized operational and IT processes to achieve more with less
- Managing both the asset and the service to deliver customer value

# Vertical Industry Solutions

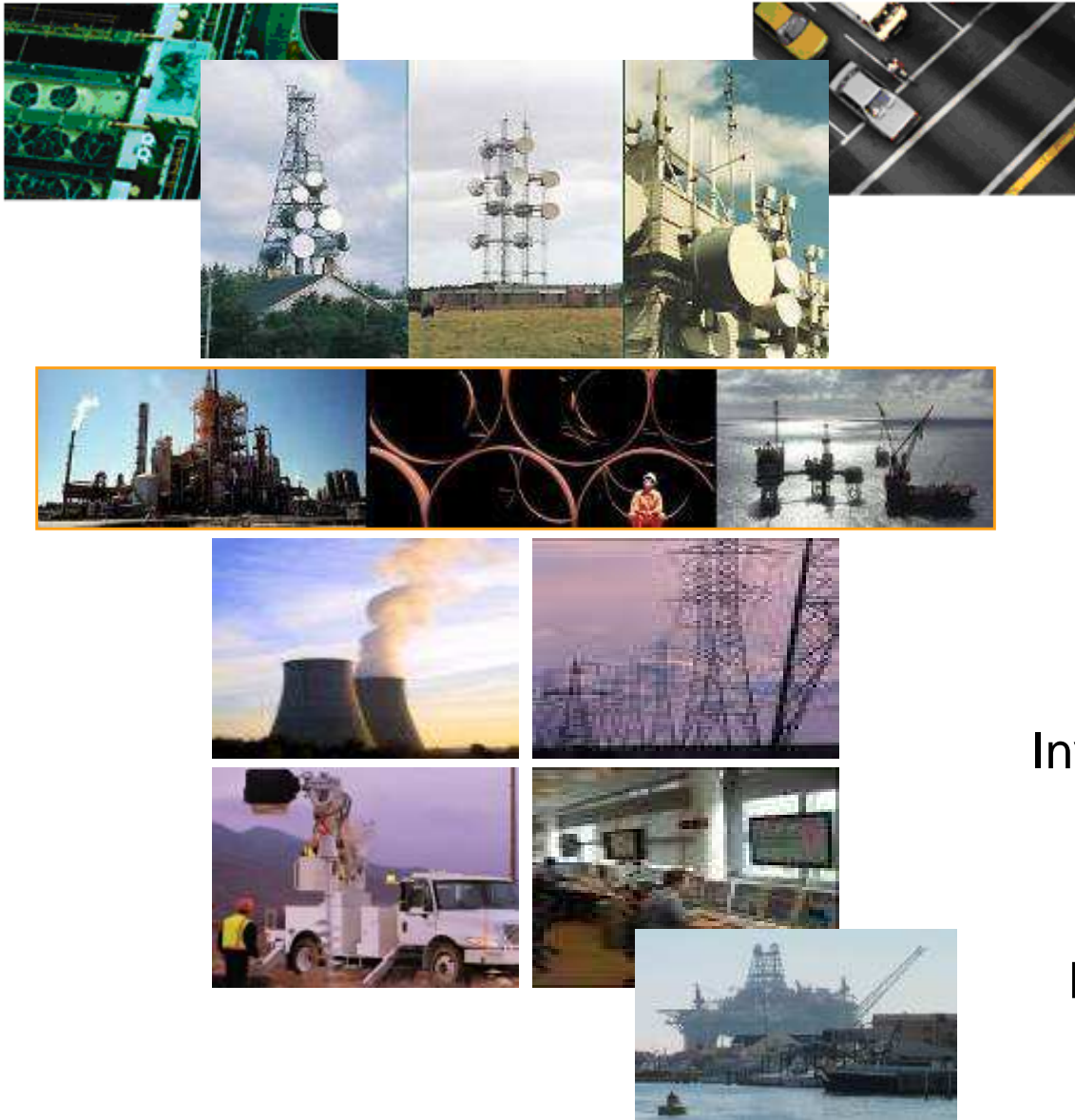
## Unique & Deep Industry Functionality

- Delivers more complete solutions and more rapid, lower cost implementations
- Delivered with out of the box Industry specific business processes
- Supports Industry specific regulatory compliance: FDA, NRC, DOT
- Create distinct competitive advantages for IBM

- Maximo for Nuclear Power
- Maximo for Utilities
- Maximo for Life Science
- Maximo for Transportation
- Maximo for Government
- Maximo for Service Providers
- Maximo for Oil & Gas
- Service Providers



# Customer Benefits and Demonstrated Value



Labor Utilization **UP 10-20%**

Asset Utilization **UP 3-5%**

Equipment purchases **DOWN 3-5%**

Warranty recoveries **UP 10-50%**

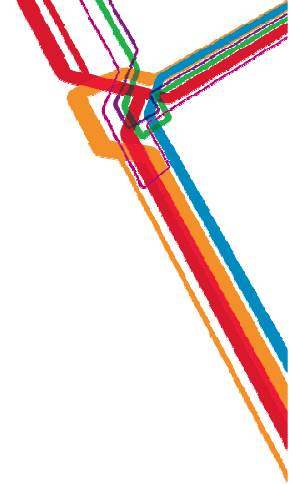
Inventory needs **DOWN 20-30%**

Inventory carrying costs **DOWN 5-20%**

Material costs **REDUCED 5-10%**

Purchasing labor **REDUCED 10-50%**

# Smarter Physical Infrastructure & zPlatform



**17.15 – 17.35**

**IBM TRIRIGA: an integrated and strategic workplace management Solution**

*Paolo Bizzozero – Tivoli Client Technical Professional*

**17.40 – 18.00**

**IBM Maximo Asset Management: identify, analyze, manage assets to improve efficiency and effectiveness**

*Barbara Guella – Tivoli Client Technical Professional*

**18.00 – 18.15**

**OMEGAMON v5: Client-driven redesign of mainframe performance Monitoring [2012 PCTY\\_Omegamon v5.ppt](#)**

*Franco Lalli – Consulting IT Specialist zTivoli*

**18.15 – 18.30**

**Batch workload evolution**

*Domenico Chillemi – Executive IT Specialist, zStack Advocate*