



The Maximo Application Suite and EAM

Application Suite & Licensing

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Brand Technical Specialist

Maximo Application Suite
IBM Sustainability Software

November 2nd

Driving the Automation Journey

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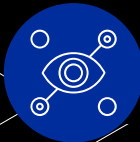
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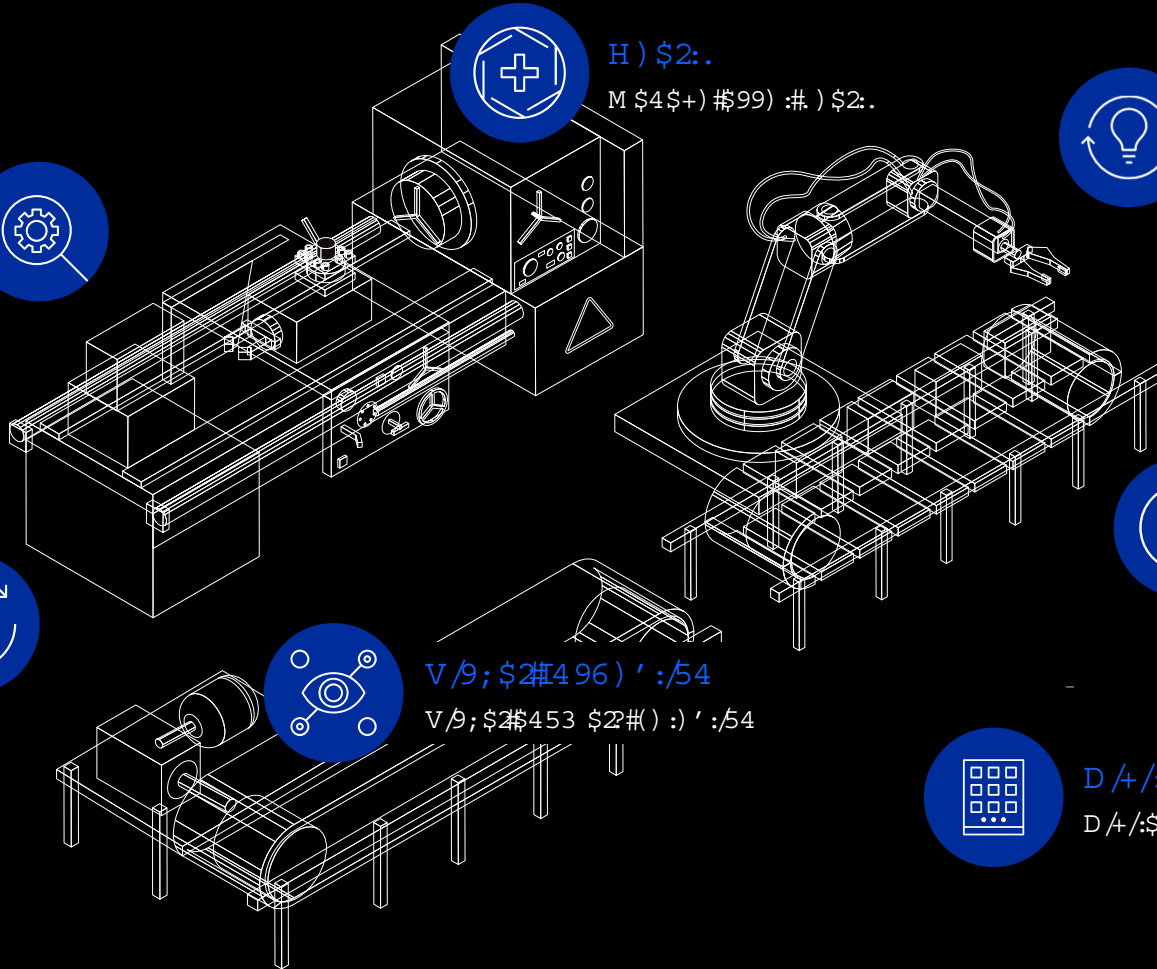
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Maximo Application Suite

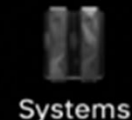
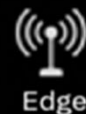
Best of class capabilities to provide complete view of your assets

<p>M \$4\$+)</p> <p>I4 :) 22/ 4 :# A99) :# M \$4\$+) 3) 4 :</p> 	<p>M 54 /:58</p> <p>M 54 /:58\$4 (# D) :) ' :# A453 \$2) 9</p> 	<p>H) \$2:.</p> <p>`c [#7/) = #5*# A99) :9</p> 	<p>P8) (/ ' :</p> <p>P8) (/ ' :<) # F\$ /2; 8) 9</p> 	<p>V/9; \$2# I496) ' :/54</p> <p>A IiP5 =) 8) (# I49/ + . :9</p> 	<p>A99/9:</p> <p>P8) 9' 8/6 :<) # A99/9:\$4 ')</p> 	<p>S\$*) :?</p> <p>A ' :/54\$&2) # I49/ + . :9#58# W 58L) 8#5\$*) :?</p> 	<p>Coming soon....</p> <p>C54 :852# D) 91</p> <p>ITfDT# C54<) 8+) 4 ')</p> 
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Shared Pool of AppPoints

Concurrent Application Users



Check in/out AppPoints on a regular occurrence as users' login/out of the Suite.

Always rotating the amount of AppPoints in the pool.



Installs

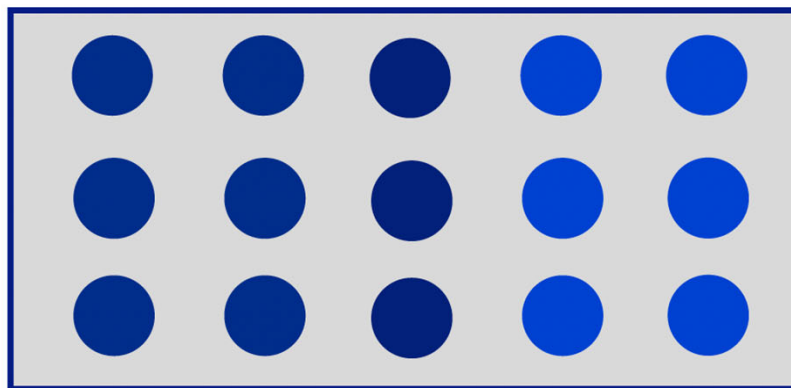


These AppPoints are required for each MAS instance and are "reserved" on install of application.

Authorized Application Users and Administrators



These AppPoints are "reserved" to ensure Admins and Authorized users always have access to the application suite.



units available for use

MAS LICENSE MODEL

- 4 User types
- Authorized & Concurrent
- Install based

Self Service User

Free
0 AppPoints

Self Service Applications

- Service Requests
- Desktop Requisitions
- Requests (Oil & Gas)
- Create/Review Incidents (HSE)
- Vehicle Requests (Transportation)
- Graphical Appt Book (Scheduler)
- Bill review (Service Provider)

Limited User

Concurrent 5 AppPoints	Authorized 2 AppPoints
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3 Modules:

- Manage
- Manage Industry Solutions
- Manage Add-ons

Mobile

- Maximo Mobile
- Assist
- 3rd Party

Monitor

Base User

Concurrent 10 AppPoints	Authorized 3 AppPoints
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Manage

Includes:

- Linear
- Calibration
- Spatial (requires install)
- Scheduler

Health

Premium User

Concurrent 15 AppPoints	Authorized 5 AppPoints
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Manage

Industry Solutions

- Oil & Gas, Aviation, Transportation, Utilities, Nuclear, Civil Infrastructure

Add-ons

- Asset Configuration Manager, Service Provider, Health, Safety & Environment

Predict

Health and Predict - Utilities

Visual Inspection

Install – 1 AppPoint
(x multiplier)
Production Only

SAP/Oracle/Workday Connector
(x80)

Spatial
(x20)

Civil Infrastructure
(x50)

Visual Inspection
(x45) Edge (1)

Assist
(x150)

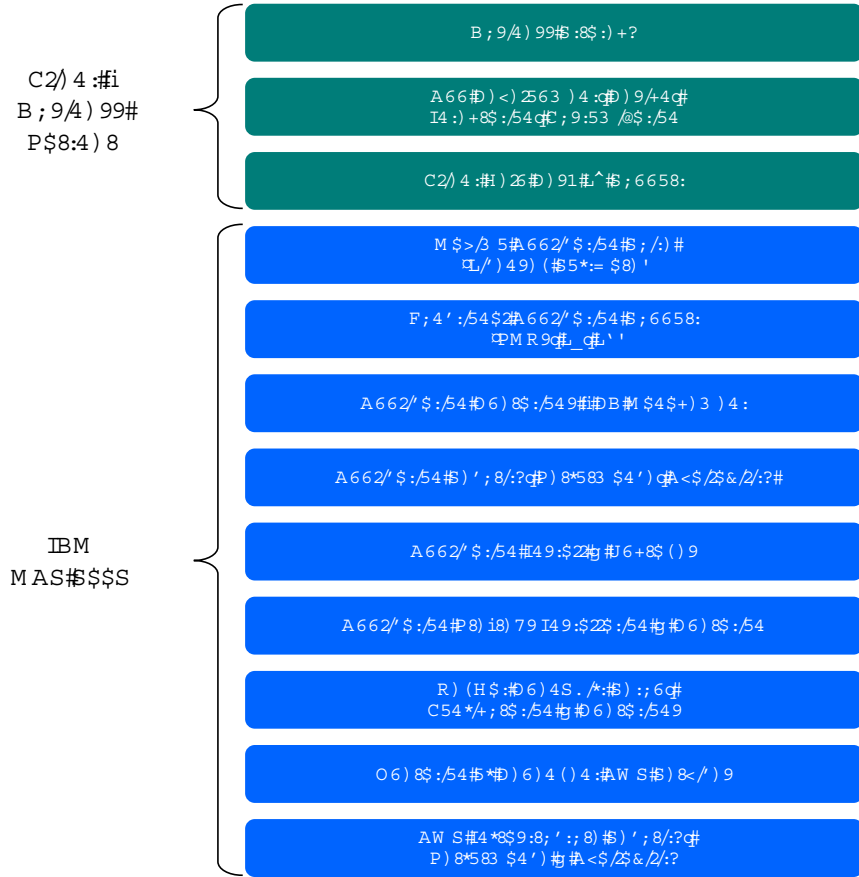
Health & Predict Utilities
(x60)

Optimizer / Optimizer Limited
(x220) / (x60)

MAS Deployment Options

Deployment	Availability	Procure	Provision & Operate	Client Benefits
On Premise	Now	Client purchases MAS from IBM Client provides infrastructure	Client provisions, manages, and operates full stack	<ul style="list-style-type: none"> Maximum operational flexibility
Hyperscalers	Now AWS 1Q22 Azure 2Q22	BYOL Client purchases software from IBM and infrastructure from Hyperscalers	Client runs IBM-provided automation scripts to deploy MAS on Hyperscalers' cloud Client manages and operates both software and infrastructure	<ul style="list-style-type: none"> Simplifies procurement and deployment Allows client to select their Hyperscalers Flexibility for clients to manage and operate their environment
	Now AWS 3Q22 Azure 4Q22	Paid (Marketplace listing) Client purchases software and infrastructure from Hyperscalers		
SaaS	Now AWS 3Q22	Client purchase single part (includes software, infrastructure, and operations) from <u>either</u> IBM or AWS Marketplace	IBM provisions, manages, and operates Client's MAS environment on AWS Cloud using IBM's AWS cloud account	<ul style="list-style-type: none"> Reduced time-to-value Reduced operational costs Allows clients to focus on business priorities

MAS SaaS Operational View



IBM's MAS SaaS Responsibilities

IBM provides application knowledge and the entire stack, including the management, operations & maintenance of the Application Suite

- Configuration & set up of all applications & dependencies
- LDAP, SSO & SAML configuration
- Set up of database, users & other infrastructure
- Set up & configuration of networking, security, HTTP/SSL & VPN
- Application & middleware patches & upgrades
- Ongoing security compliance to meet IBM internal (ITSS) & external (ISO, SOC) penetration & vulnerability testing
- 24/7 on call, reporting, etc.
- Monitoring of all client environments 24/7, including processor utilization, memory usage, storage, network, firewall, etc.
- Disaster recovery & backup/restore support & services

MAS SaaS Packages

Essentials

Entry level offering for new SaaS clients

- Starting at less than \$40K per year
- Fixed configurations at a fixed price
- Minimum operational flexibility
- Suitable for small on-premises EAM clients

Standard

Current MAS SaaS offering

- Starting at less than \$75K per year
- Select additional purchase options available
- Limited operational flexibility
- Best option for most SaaS Flex clients

Premium

Advanced options for clients with specific requirements

- Starting at less than \$150K per year¹
- Wide selection of advanced purchase options²
- Broad operational flexibility options²
- Tailored configurations for complex deployments

Maximo Maintenance Essentials Manage + Mobile + Health

- 1 environment
- Up to 25 users
- Up to 100 work orders / hour
- Up to 1,000 health scores / hour
- Scheduler included

Add'l purchase options

- Max of 1 add'l environment

Maximo Inspection Essentials Visual Inspection

- 1 GPU
- Up to 2 deployed models
- Up to 5 edge devices
- Up to 10K inferences / hour
- Up to 100 GB storage

Add'l purchase options

- None

OR

Full MAS Suite with Standard Operational Practices

- Select from any MAS module or combination of modules
- Purchase multiple non-production environments; R/W access to non-prod environments is included
- Purchase any capacity of functionality (e.g., Users, Scores/Inferences, I/O Points, etc.)
- Select from preferred AWS data centers (US-East, Montreal, Frankfurt or Sydney)
- All Manage Industry Solutions & Add-ons are available; some may require additional AppPoints

Add'l purchase options²

- Non-production environments
- Read-only production DB replica
- Optimizer
- Allow Listing

Full MAS Suite with Custom Operational Options²

- Flexible scheduling of updates & upgrades (within limits & excluding certain security items)
- Support for multiple VPNs
- Deployment validations for regulated industries
- Dedicated personnel

Add'l purchase options²

- Extended update/upgrade schedules
- Extended data retention periods
- Multi-site / Multi-zone support
- Reduced RPO/RTO
- Direct (Private) Connect
- Multi-Workspaces
- Oracle or SQL Server database
- Choice of any AWS data center that offers necessary services

¹ Subject to change

² Availability of options will vary. Not all will be available at initial release.

Q&A



Role Based Applications

Next Generation User Experience

Available



Actionable Dashboards to improve efficiencies



Intelligent workflows



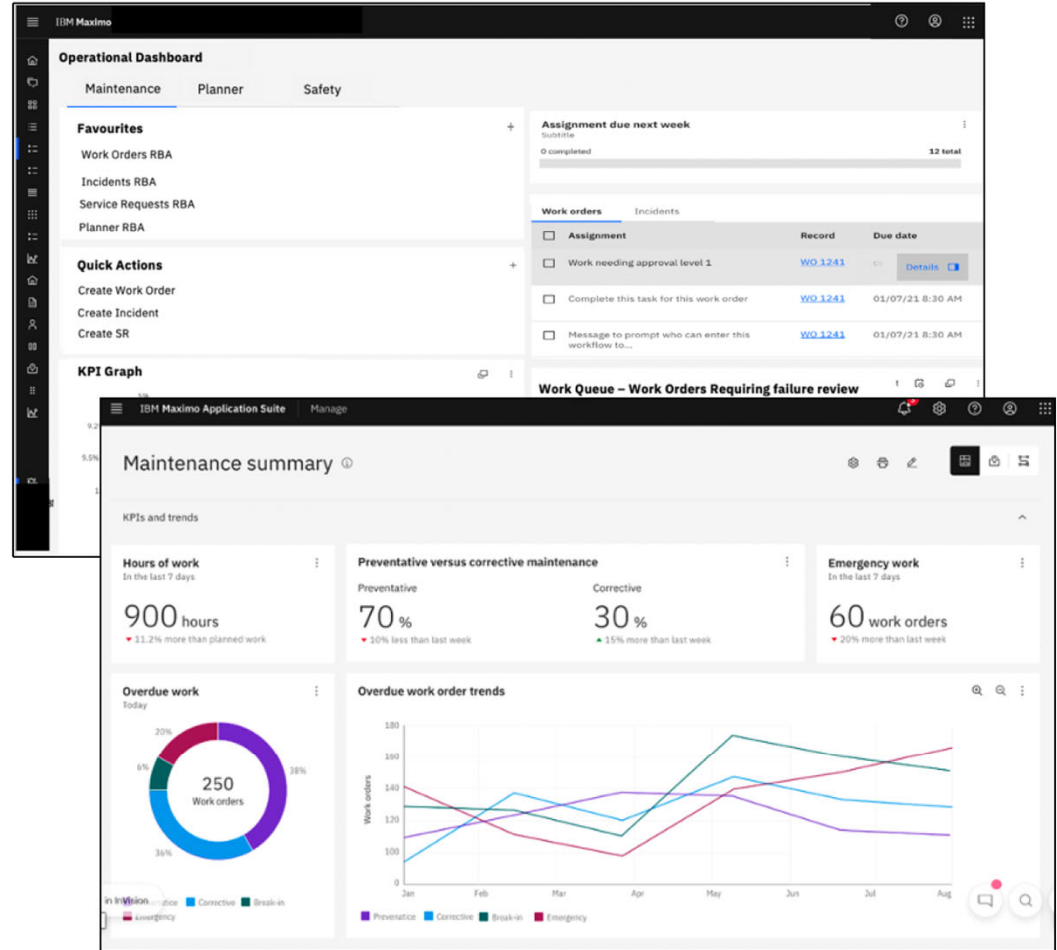
Configurability



Built on Maximo Application Framework



Connected



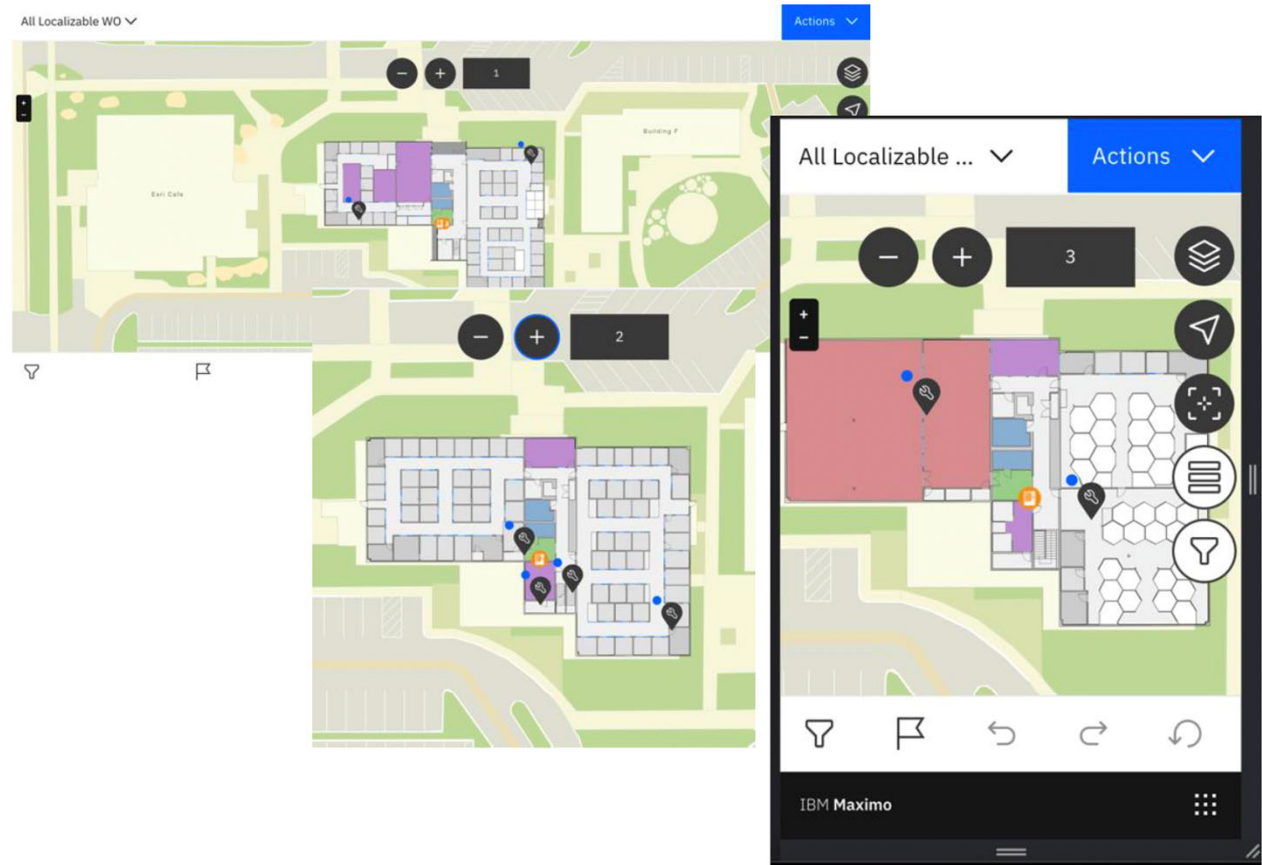
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Spatial – ESRI Indoor mapping

Available

Maximo Spatial

- Support for ESRI Indoor GIS
- Quickly find and validate work locations
- Area Isolation scenarios
- Indoor Positioning for proximity and routes
- Access through MAP tab in existing Mobile and Desktop applications – supports online and offline access



Reporting Updates

BIRT

- Updated BIRT reporting to the latest 4.8 release in MAS 8.8 and 7.6.1.3 (July/Aug 2022)

Cognos

- Adding Cognos to the Maximo Application Suite (planned Q1 2023)



Provide analytic information to meet strategic and operational needs of our customers



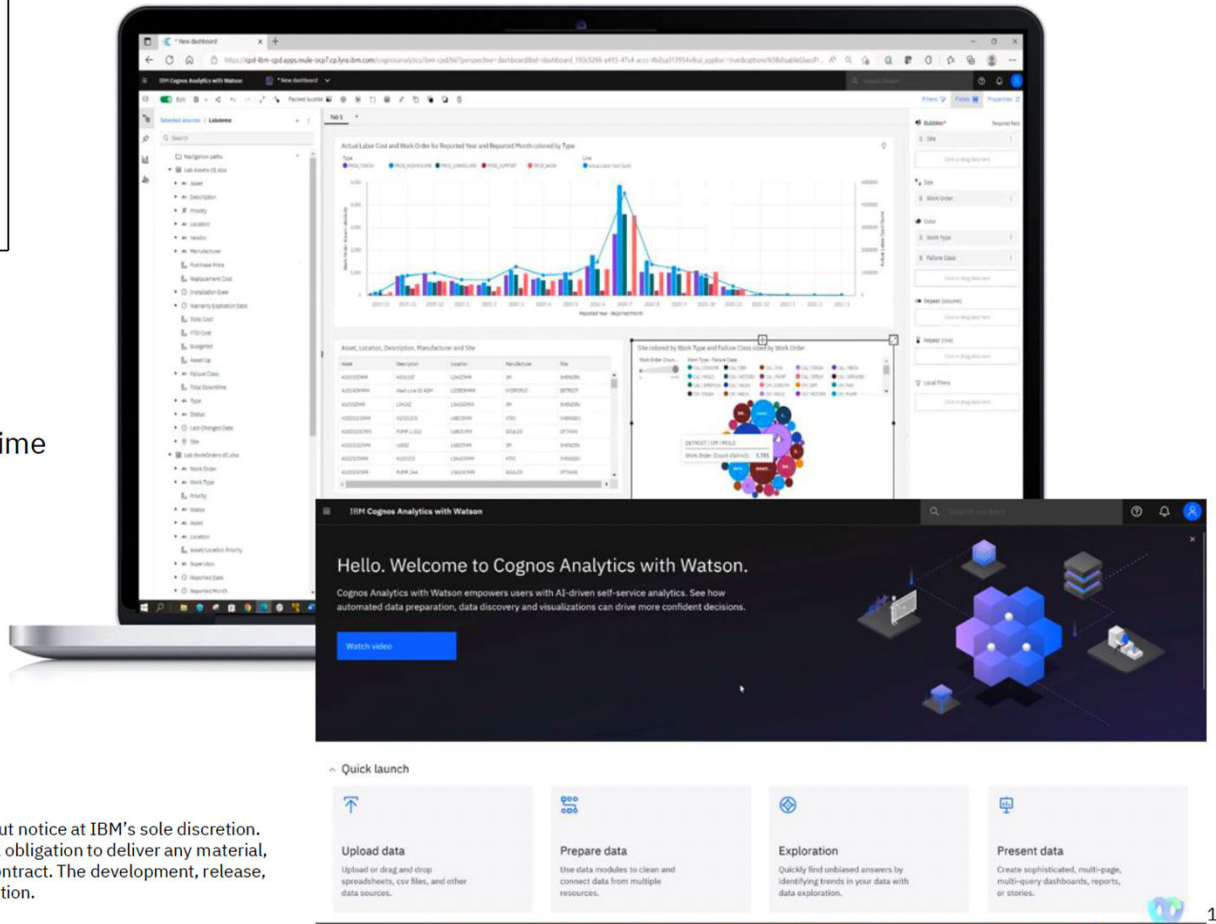
Display information quickly and in real-time



Deliver critical metric to drill down into actionable items



Make content customizable



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