

Maximo Real Estate and Facilities and Integrations

Extend Asset Lifecycle to Real Estate and Facilities - help clients turn facilities into value drivers through integrated lifecycle management

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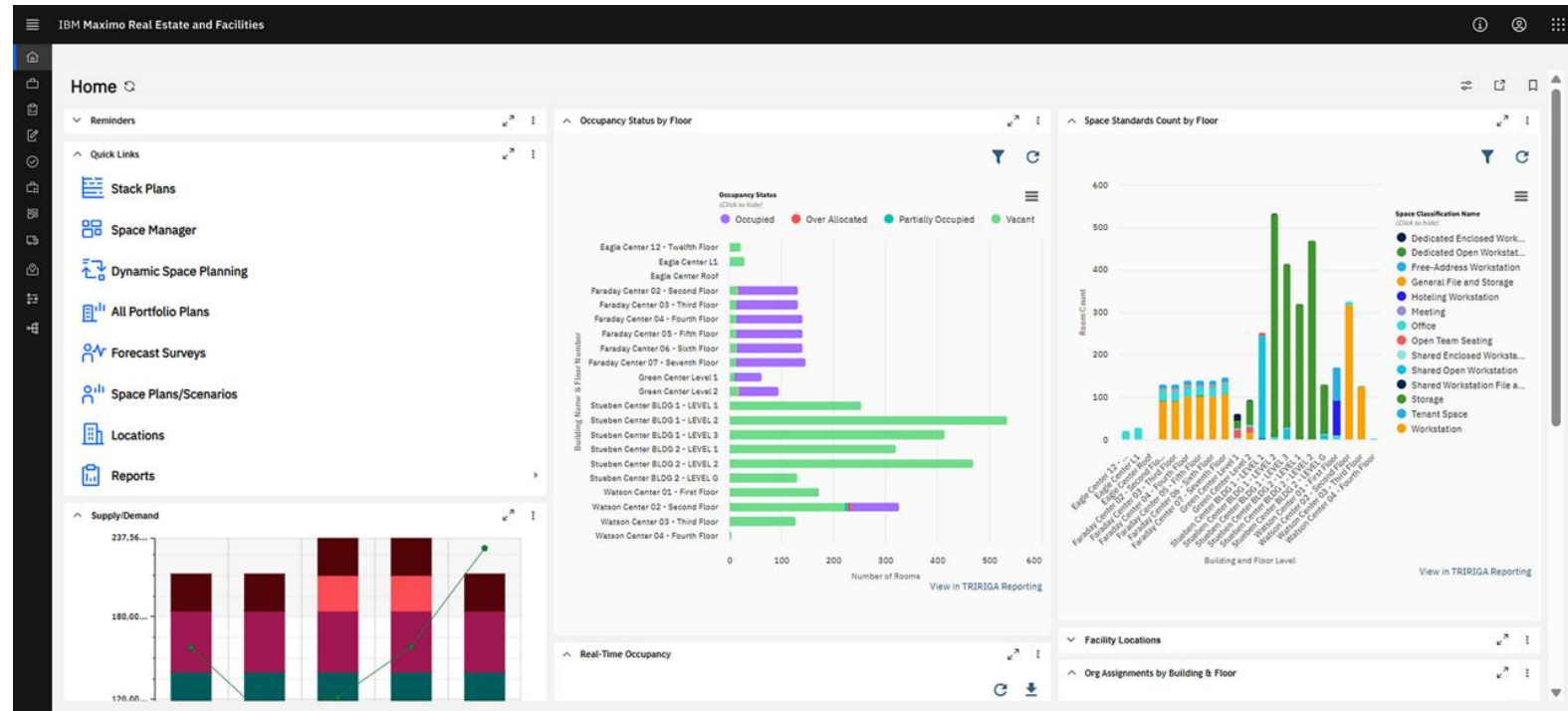
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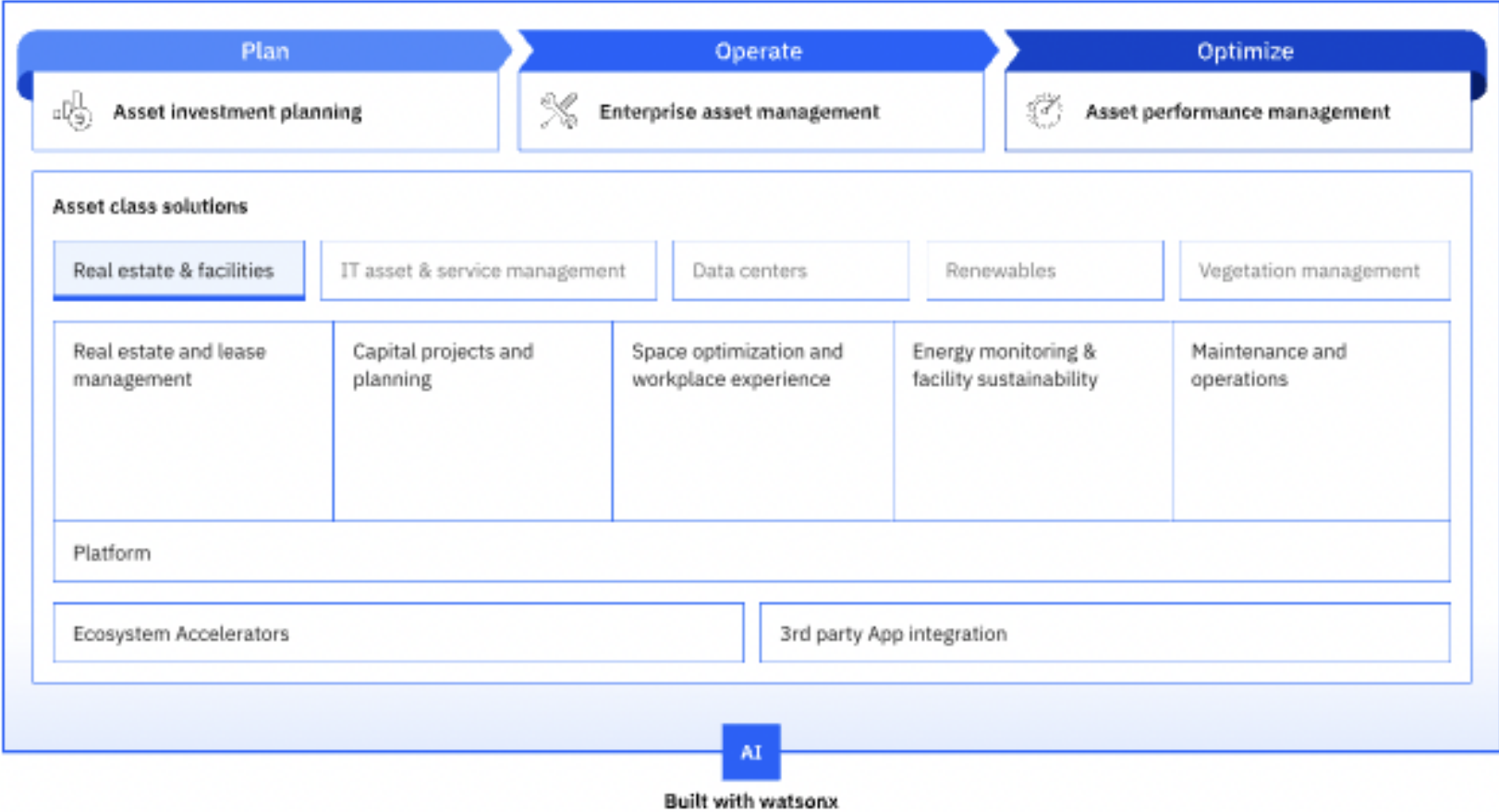
What you will hear about today....

- What is Maximo Real Estate and Facilities?
- The evolution of Maximo Application Suite (intertwined with the roadmap)
- Maximo Real Estate and Facilities Capabilities - extend from Manage
- Why is Real Estate and Facilities important in the suite?
- What can it do?



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



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?

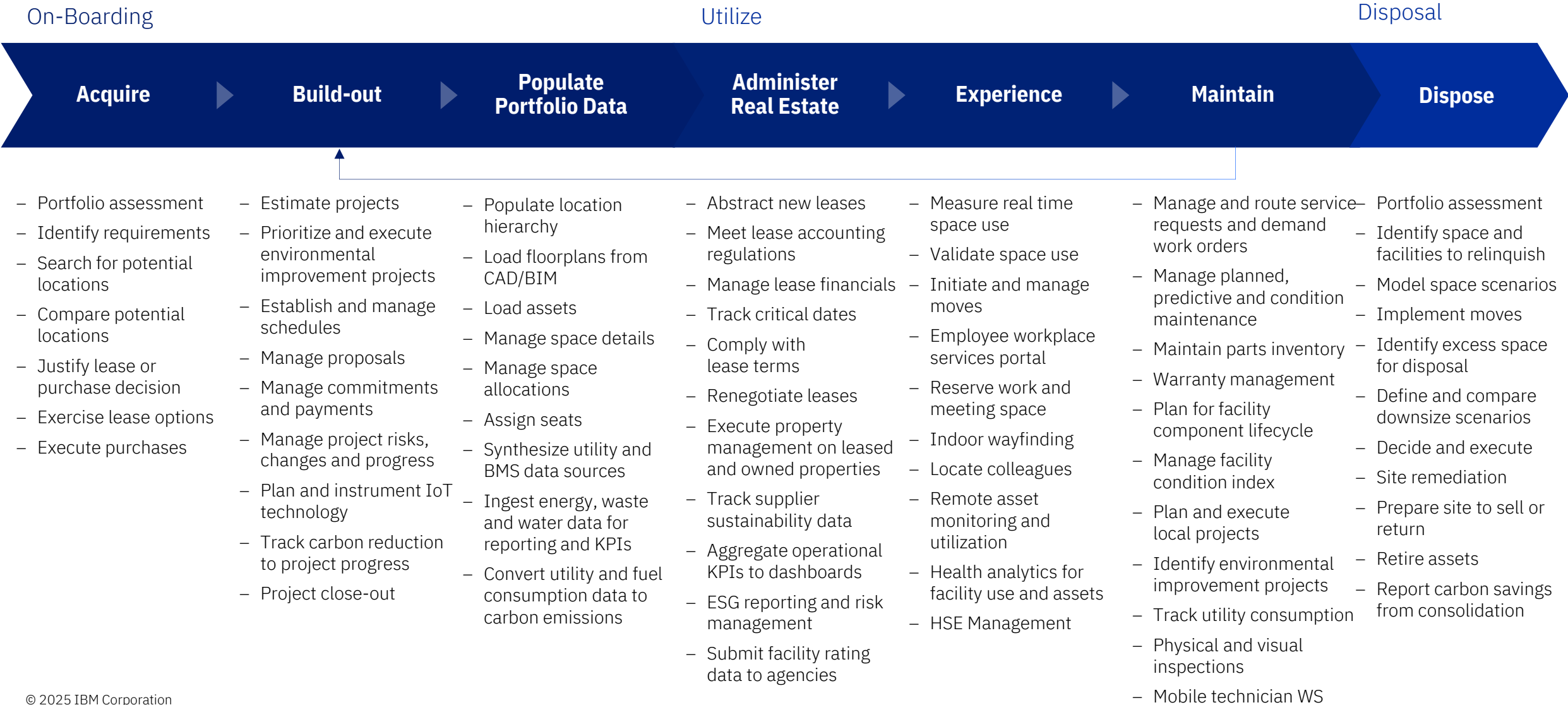
- Dynamic space planning
- Space forecasting
- Occupancy monitoring
- Facility utilization

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

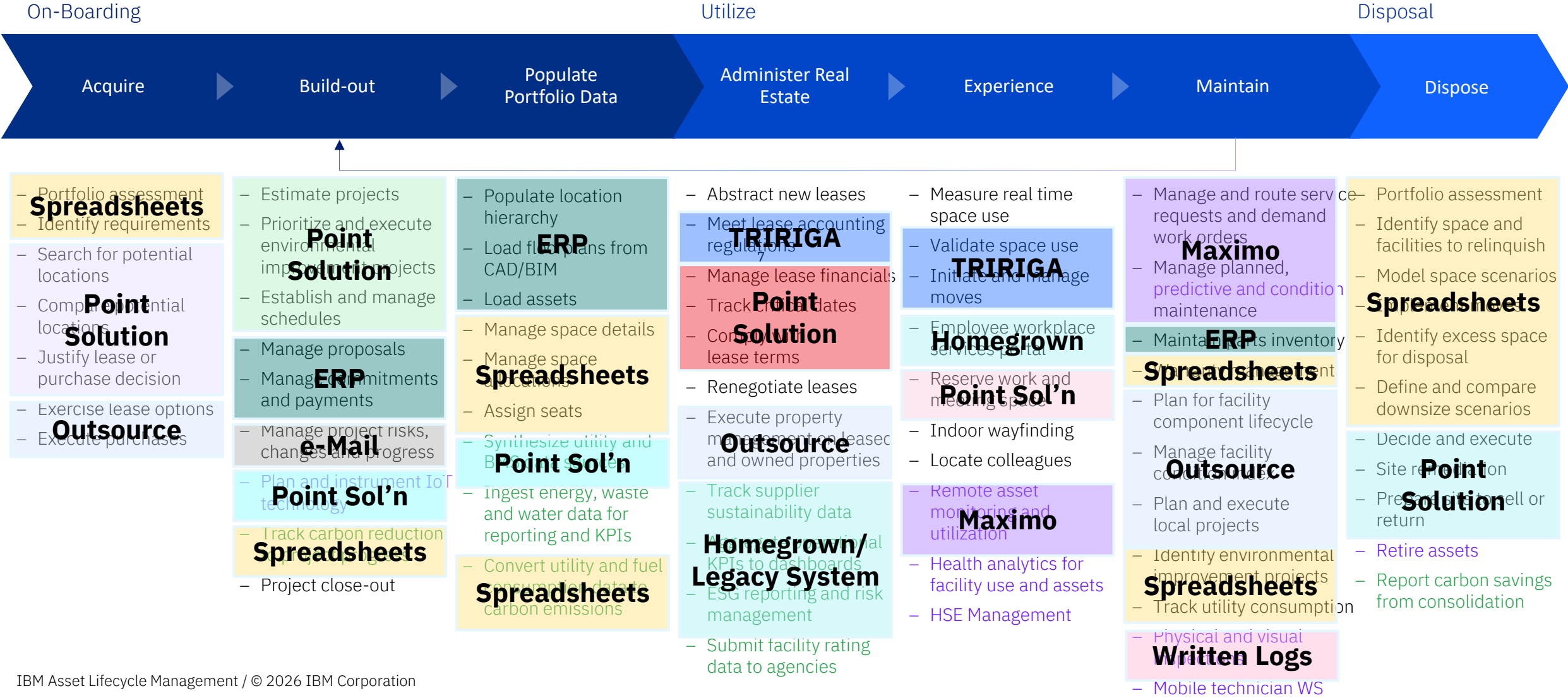
...the management of this lifecycle is executed through
Integrated Workplace Management Systems (IWMS)

Real estate and facilities lifecycle should be managed as an integrated system



Too often customer environments look like this

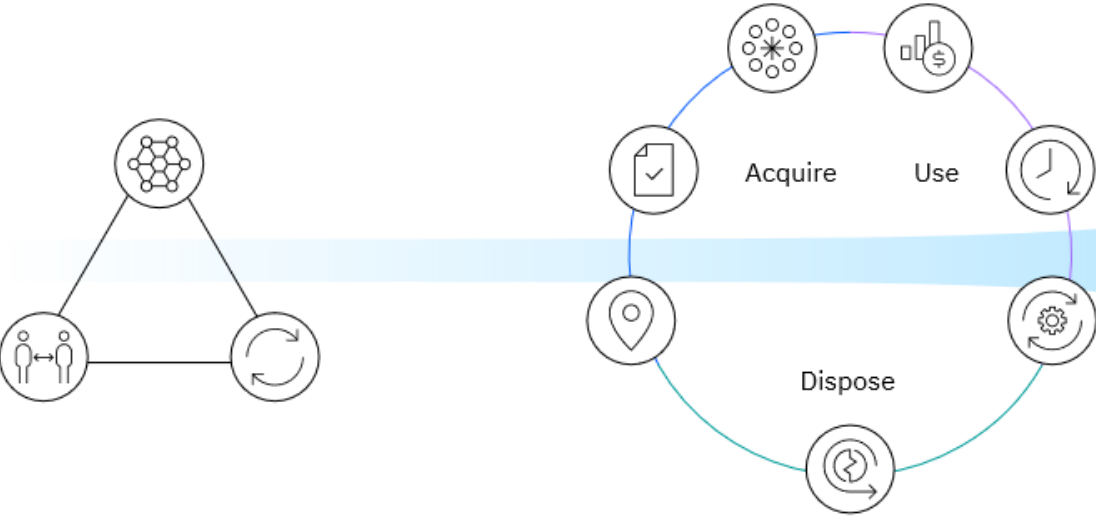
Fragmentation leads to complex decision-making processes, increased risks, higher costs, inefficiencies, and missed opportunities for optimization



No two enterprises are **the same**

The software must be adaptable to run unique processes within a unified system

Off-the-shelf software



Foundational Building Blocks

- | | |
|----------------------|--------------------|
| Portfolio | Activity |
| - Real estate | - Projects |
| - Assets | - Work tasks |
| - Structures | - Approvals |
| | - Service requests |
| Agreements | - other tasks |
| - Leases | - etc... |
| - Purchase Orders | |
| - Service Agreements | |
| - etc... | |

Common Lifecycle Activities

- Acquire
- Build-out
- Populate portfolio data
- Administer real estate
- Experience
- Maintain
- Dispose

Common Functional Disciplines

- Real Estate
- Space
- Services & Maintenance
- Capital Planning
- Projects

Business Fragmentation



Industry

Different industries have patterns of diverging requirements

Business models

Policies, industry/regional regulations, portfolio, processes and work models add more nuances

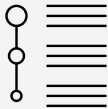
...when limited by off-the-shelf software, users will customize or build adjacent systems to tackle **complex business needs**

Leases Accounting and Administration

Maximo offers a complete solution for real estate portfolio performance and lease management

Real estate leaders **shape the future** of their facilities and infrastructure with stakeholder confidence

Operations leaders manage leases and ensure compliance with **accounting regulations**



Portfolio Management

- Aligns real estate plans with strategic goals
- Oversees transaction management
 - Develop implementation and action plans with financial targets
 - Select sites and manage transactions using market data and key milestones
 - Initiate and track action requests



Contract Management

- Contract abstraction and creation
- Ongoing contract maintenance
- Lease administration
 - Process payments and adjustments
 - Manage OPEX and lease reviews
 - Track critical dates with alerts and notifications



Lease Accounting

- Supports provisions, accounting, and disclosure requirements
- Manages activations and ongoing lease accounting
 - Adoption analysis and lease look-back
 - Lease term and liability management
 - ROU asset and lease receivable accounting
 - Interest, amortization, and lease revenue tracking
 - Roll-forward and disclosure reporting with audit support



Strategic Real Estate Management

- Facilities and space optimization
- Facilities maintenance
- Capital planning
- Sustainability, energy and environmental management

Capturing critical lease information for compliance, reporting and querying

Real Estate Lease: NA-US-TX-011-9-Newton Way Lease - Capital Lease

[Activate](#)
[Submit For Accounting Review](#)
[Save](#)
[Save & Close](#)
[More](#)

[General](#)
[Contact Details](#)
[Locations](#)
[Clauses, Options & Terms](#)
[Payments](#)
[Accounting](#)
[Space Use Agreement](#)
[History](#)
[Summary](#)
[Service Areas](#)
[Client Attributes](#)

(Optional): Review Lease Clause Details, Options, and Deal Terms.

Likely Term Option
 Name _____ Option Type _____
 Option # 0 _____ Likely Term End Date _____

[Clauses](#)
[Options](#)
[Terms](#)

Clauses
 Lease Clauses
[Refresh](#)
[Download](#)
[List](#)
[Filter](#)
[Apply Filters](#)
[Settings](#)

Section Cate...	Clause Type	Granted In Lease	Section	P...	Clause Summary
	Contains	Contains	Cont...	C	Contains
^ Allow... (1)	Tenant Improvements/...	Yes	10b	13	Dated 07/17/2007. Within 10 days after execution of this Amendment, LL to pay Tnt the sum of \$141,000.00, as LL's contribution to development costs.
^ Insur... (5)	Builders Risk	Yes	7	8	During any construction, Tnt to maintain broad form builders all-risk coverage. Cert must be filed with LL. Tnt may self insure for any coverages required pro...
	Business Interruption I...	Yes	7	9	Tnt shall maintain business interruption insurance in an amount capable of paying the Rent required hereunder when due for a period of not less than 12 m...
	Fire & Casualty	Yes	9	11	Tnt shall maintain in full force a policy or policies of fire insurance on all fixtures and equipment in the Premises of at least 100% percent of the insurable re...
	General Liability	Yes	9	11	TNT to maintain a comprehensive policy of liability insurance covering personal injury, death, or property damage. Insurance shall not be cancelled until aft...
	Umbrella or Excess Lia...	Yes			TNT to maintain a comprehensive policy of liability insurance covering personal injury, death, or property damage. Insurance shall not be cancelled until after at least 30 days written notice to LL.
^ Landl... (2)	Audit Rights	Yes	15	11	LL statement binding unless T delivers written notice of incorrect details w/in 60 days of receipt; does not delay time in which T must pay to LL (w/in 30 day...
	Landlord Right to Termi...	Yes	15	11	If the Bank ceases to operate its business after the first 3 years for more than 90 consecutive days for any reason other damage and destroy, then Landlor...
^ Legal... (6)	Commencement Terms	Yes	15	11	originally 5 years; w/2 2-yr options
	Default	Yes	15	11	If w/in 30 days after written notice from LL specifying nonmonetary default, Tnt has not begun to cure, or Tnt makes an assignment for the benefit of credito...
	Estoppel	Yes	15	11	T has 30 days from LL's request date to complete.

Attach assets to Real Estate and Facility leases through integration with Manage

The screenshot displays the IBM Maximo Application Suite interface for Real Estate and Facilities. The main content area features a horizontal bar chart titled "Leases by Expiration" showing the distribution of lease terms. The x-axis represents the "Total Rentable Area" in thousands of square feet, ranging from 0 to 110k. The y-axis lists individual lease descriptions. A legend on the right indicates three expiration date ranges: b. < 1 year (purple), c. 1-2 years (blue), and d. 2+ years (green).

The left sidebar contains a navigation menu with the following sections:

- Home
- Reminders - RE Contract Manager
- Notices
 - 2373 - Action Items
 - 652 - Notifications
- RE Contracts
- Asset Leases
 - 0 - Asset Leases Expiring Within 6 Months
 - 0 - Asset Lease Options Available Within 6 Months
 - 0 - Inactive AP Asset Leases Expiring Within 6 Months
 - 0 - Inactive AR Asset Leases Expiring Within 6 Months
 - 1 - New Asset Leases Accounting Review Returned
 - 0 - Asset Lease Modifications Accounting Review Returned
- RE Contract Payables
- Asset Lease Payables
- RE Contract Receivables
- Asset Lease Receivables
- Portfolio Processing
 - One-Time Invoice
 - Process Payments
 - Index Based Adjustments
 - Tenant (AR) Invoices
 - Receipts
- Contracts
 - Lease Abstracts
 - Real Estate Leases
 - Asset Leases

The "Leases by Expiration" chart shows a significant portion of leases (approximately 100k total rentable area) falling into the "d. 2+ years" category, with a smaller portion in the "c. 1-2 years" category. The "b. < 1 year" category has very little area represented.

Capital Projects and Planning

Real Estate and Facilities offers comprehensive Capital Planning and Project execution



The tools and techniques to improve capital planning can be organized in a framework

Portfolio Management



Portfolio Life Cycle Analysis

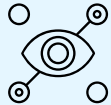
System of Record to capture building portfolio condition. Strategists make real estate portfolio decisions based on cost estimates to address structural deterioration and deficiencies in facility components, classified through industry standards



Asset Management Systems

Tracks the performance and condition of building systems and equipment, as well as scheduling and tracking maintenance activities. This prioritizes investments based on asset condition, optimized maintenance schedules, and avoiding unexpected breakdowns.

Assessment



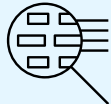
Facility Condition Inspection

Systematic evaluation of a building's systems condition identifies deferred maintenance issues and improvements. Determine Facility Condition Index.



Energy Audits

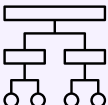
Identifies energy-saving opportunities in equipment and systems to reduce operating costs and improve sustainability.



Risk Management

Track potential risk liabilities and opportunities associated with a facility. Evaluate funding scenarios. Prioritize capital investments for the appropriate risk responses.

Execution



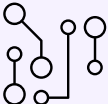
Program and Funding Management

Manage large scale planning program to coordinate business objectives across multiple related projects. Aligns funding sources, ensuring they are applied to proper projects.



Vendor Management

Manage RFIs, bids, and inquiries from vendors. Also, tasks, work orders, progress reports/payments, change orders, inventory updates, and documents throughout project execution

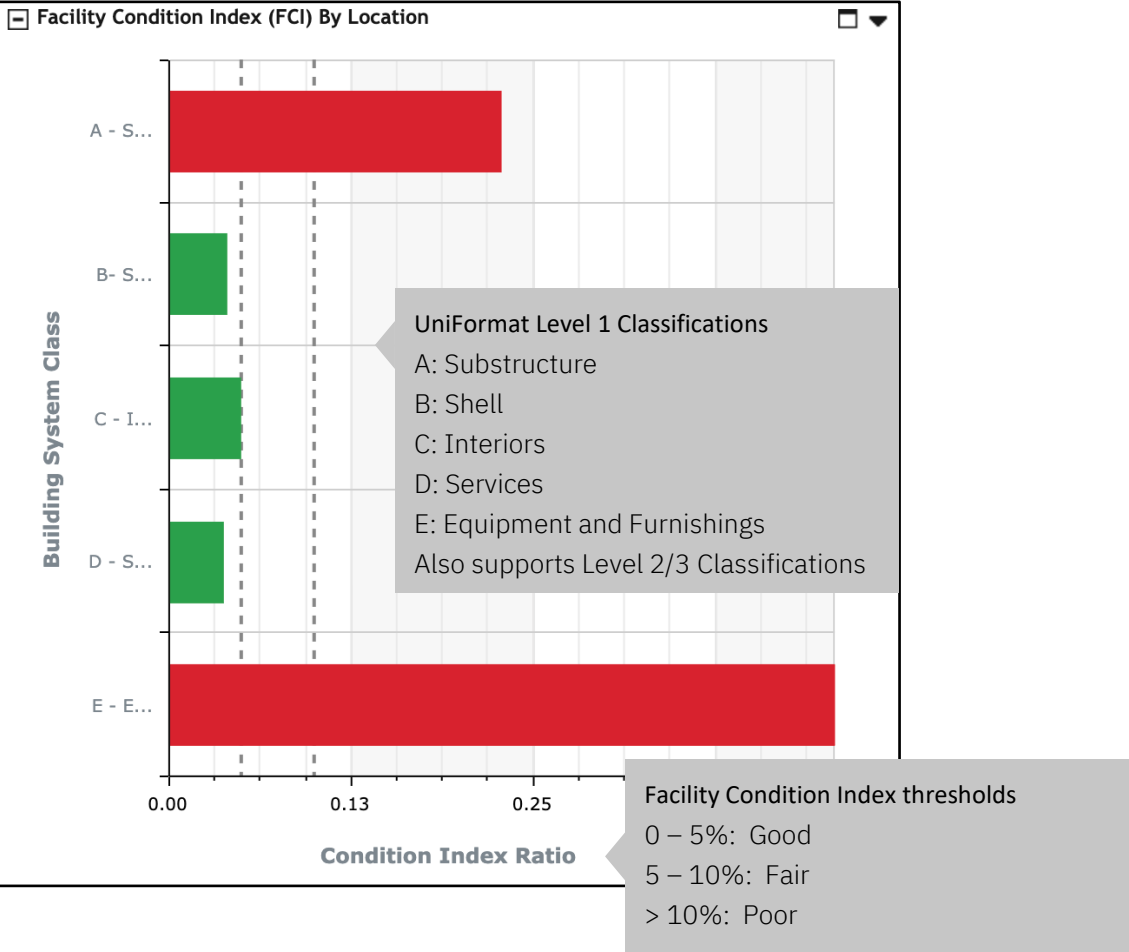


Project Management

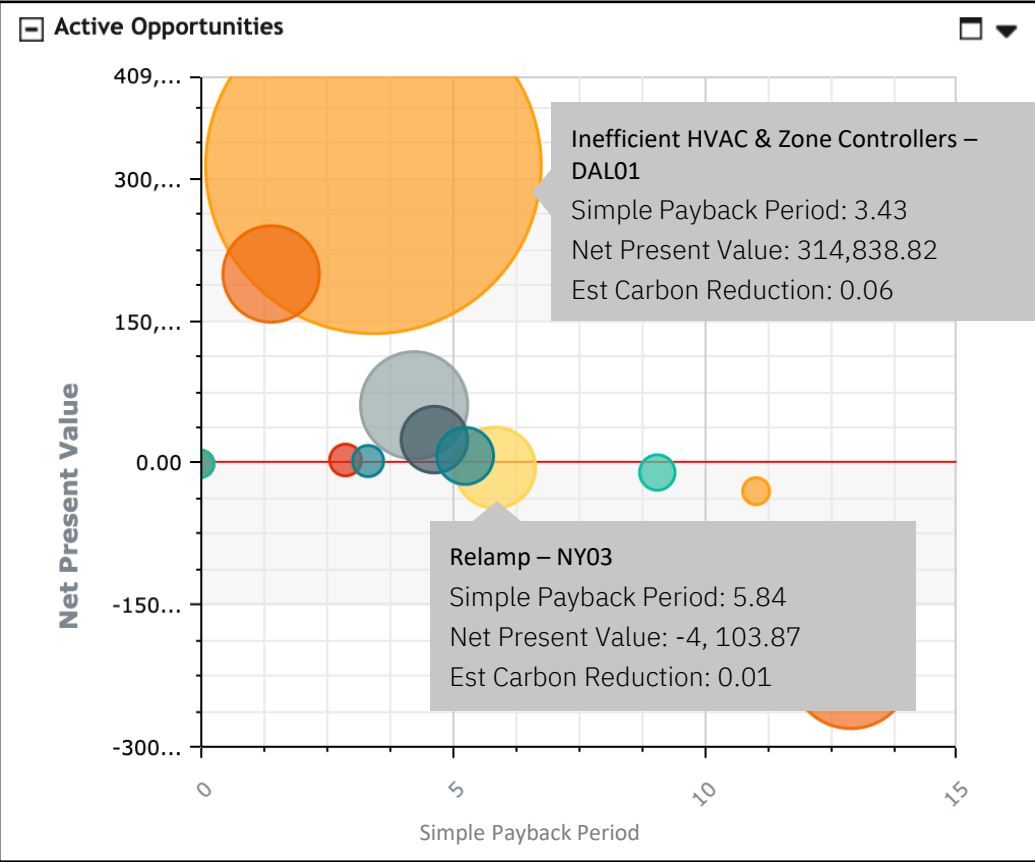
Manages scheduling, budgeting, and tracking of capital projects,. Ensure projects are completed on time and to budget, and that resources are allocated efficiently.

Reporting and analytics prioritize where funding is most urgent and impactful

Summarized portfolio by UniFormat classifications



Bubble chart helps strategists prioritize funding



Comparative report for alternative funding scenarios

- Minimal funding without portfolio improvement
- Maintain average FCI
- Investment to improve to target FCI based on user criteria

IBM TRIRIGA
Funding Analysis Summary

Showing page 1 of 4

Go to page:

Funding Analysis Summary

Year	Component Renewal	Replacement Value (CRV)	Replacement / Backlog / Deterioration								
			Option 1 (Minimal Funding)		Option 2 (Maintain FCI)		Option 3 (Reduce FCI)		FCI Thresholds		
			Funding	FCI	Funding	FCI	Funding	FCI	Good	Fair	Poor
2019	\$0.00	\$174,017,600.62	\$0.00	0.1221	\$0.00	0.1221	\$0.00	0.1221	0.050	0.100	>.1
2020	\$2,989,466.35	\$181,326,339.85	\$5,439,790.20	0.1104	\$3,321,494.82	0.1221	\$4,628,386.25	0.1149	0.050	0.100	>.1
2021	\$22,019,376.23	\$188,942,046.12	\$5,668,261.38	0.1986	\$22,365,349.90	0.1221	\$24,796,128.75	0.1019	0.050	0.100	>.1
2022	\$9,495,242.88	\$196,877,612.06	\$5,906,328.36	0.2198	\$9,855,747.43	0.1221	\$12,861,137.90	0.0863	0.050	0.100	>.1
2023	\$9,786,497.06	\$205,146,471.77	\$6,154,394.15	0.2408	\$10,162,142.81	0.1221	\$13,032,939.46	0.0718	0.050	0.100	>.1
2024	\$62,404.92	\$213,762,623.58	\$6,412,878.71	0.2147	\$453,827.79	0.1221	\$2,622,108.92	0.0609	0.050	0.100	>.1
2025	\$11,298,581.70	\$222,740,653.77	\$6,682,219.61	0.2386	\$11,706,444.33	0.1221	\$12,958,448.83	0.0544	0.050	0.100	>.1
2026	\$5,609,101.24	\$232,095,761.23	\$6,962,872.84	0.2364	\$6,034,094.11	0.1221	\$6,506,548.32	0.0513	0.050	0.100	>.1
2027	\$8,934,059.43	\$241,843,783.20	\$7,255,313.50	0.2469	\$9,376,901.99	0.1221	\$9,373,195.54	0.0503	0.050	0.100	>.1
2028	\$8,163,291.86	\$252,001,222.09	\$7,560,036.66	0.253	\$8,624,733.81	0.1221	\$8,412,599.46	0.05	0.050	0.100	>.1
2029	\$261,401.85	\$262,585,273.42	\$7,877,558.20	0.2278	\$742,224.36	0.1221	\$465,311.53	0.05	0.050	0.100	>.1
TOTAL Funding			\$65,919,653.61		\$82,642,961.37		\$95,656,804.96				
TOTAL Change in Facility Value			\$50,001,884.16		\$77,755,862.86		\$96,681,433.42				
Return on Investment (%)			-24.1472		-5.9135		1.0712				

Return on Investment % = ((Total Change in Facility Value-Total Funding)/Total Funding)*100

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Document Management: /TRIRIGA/Condition Assessment/Funding Analysis Summary (BIRT)

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Minimized funding leads to further deterioration and negative ROI

Maintaining condition at current level still results in negative ROI

Optimal funding leads to improved FCI and positive ROI

Capital Projects allows program funding to be auditable through its lifespan

- Grand summary
- Budget vs. allocation graphics
- Yearly summary and breakdown

The screenshot displays a software interface for program funding management. At the top, there are navigation tabs: General, Schedule, Financials (selected), Contacts, Notifications, and Notes & Documents. Below the tabs, a sub-header reads "(Optional): Summary of the Budget and Commitments for the Program Funding."

The interface is divided into two main sections. On the left, under the "General" heading, there is a "Funding Type" dropdown menu set to "Capital". Below this is a table with the following data:

A. Total Program Budget (Sum of Fundi...	\$2,625,000.00	US Dollars
B. Funds Allocated to Parent Sub-Programs	\$0.00	US Dollars
C. Funds Allocated to Parent Projects	\$1,071,000.00	US Dollars
D. Total Funds Allocated (B+C)	\$1,071,000.00	US Dollars
E. Funds Available (A-D)	\$1,554,000.00	US Dollars
F. Total Pending Funding Requests	\$368,795.00	US Dollars
G. Total Available with Pending Funding...	\$1,185,205.00	US Dollars

On the right, the "Program Funding Summary" section features a bar chart. The chart is titled "Program Funding Summary" and has a "Show By" dropdown set to "Fiscal Year". The Y-axis is labeled "Total Program Funds" and ranges from 0.00 to 315,000.00. The X-axis is labeled "Fiscal Year" and ranges from 2021 to 2030. The legend indicates two data series: "Total Program Funds" (blue bars) and "Total Allocated" (purple bars). The chart shows that total program funds are consistently higher than total allocated funds, with a significant gap in 2021 and 2022.

Below the chart, there are buttons for "Remove", "Add Funding", and "Transfer Funds". Further down, there are buttons for "Apply Filters", "Clear Filters", and a refresh icon.

The bottom section of the interface is a table titled "Program Funding" with the following columns: Fiscal Year, Funding Source, Total Program Funds, Total Funds Allocated, Total Funds Available, Transfer Amount, and Original Funds fro... The table contains three rows of data:

Fiscal Year	Funding Source	Total Program Funds	Total Funds Allocated	Total Funds Available	Transfer Amount	Original Funds fro...
2021	Charlotte Campus Renovation Funding	\$250,000.00	\$230,500.00	\$19,500.00	\$0.00	\$250,000.00
2022	Office of Energy Efficiency and Renewable Energy - Boiler Replacement Grant	\$30,000.00	\$30,000.00	\$0.00	\$0.00	\$30,000.00
2022	Charlotte Campus Renovation Funding	\$250,000.00	\$250,000.00	\$0.00	\$0.00	\$250,000.00

Soliciting, selecting and tracking tenders and vendor bids is core to executing projects

Vendor bid summaries

ID	Name	Description	Project Name	Status	Response Total Base
1000000	Cooling Tower GC Bid		1000575-Atlanta Office - ...	Awarded	\$62,550.00
1000002	3000 Exec Parkway Rel...		1000576-3000 Executive ...	Awarded	\$55,000.00
1000009	1000586-4141 Office Par...		1000586-4141 Office Par...	Revision In Progress	\$1,241,098.00
1000015	Carpeting Bid for CHI Office	Carpeting Bid for CHI Office	1000582-2185 N. Califor...	Issued	\$4,700.00
1000018	Fire Protection Piping inst...	Fire Protection Piping inst...	1000586-4141 Office Par...	Issued	\$296,107.00
1000029	Bid for Concrete and Steel	Beginning of Construction ...	1000581-Store 1367 Roo...	Issued	\$72,000.00
1000030	PHL08 - 203 N 34th St - S...	General Construction Bid	1000593-PHL08 - 203 N ...	Revision In Progress	\$164,160.00
1000031	PHL08 - 203 N 34th St - S...	General Construction Bid	1000593-PHL08 - 203 N ...	Revision In Progress	\$168,983.00
1000035	PHL08 - 203 N 34th St - S...	Store Front Glass Bid	1000593-PHL08 - 203 N ...	Issued	\$8,850.00
1000037	Painting Bid	Bid for p...			
1000045	Wave City - Planning & De...	Planning			
1000048	Wave City - General Contr...	General			
1000057	1000586-4141 Office Par...				

Procurement management at the tip of your fingers

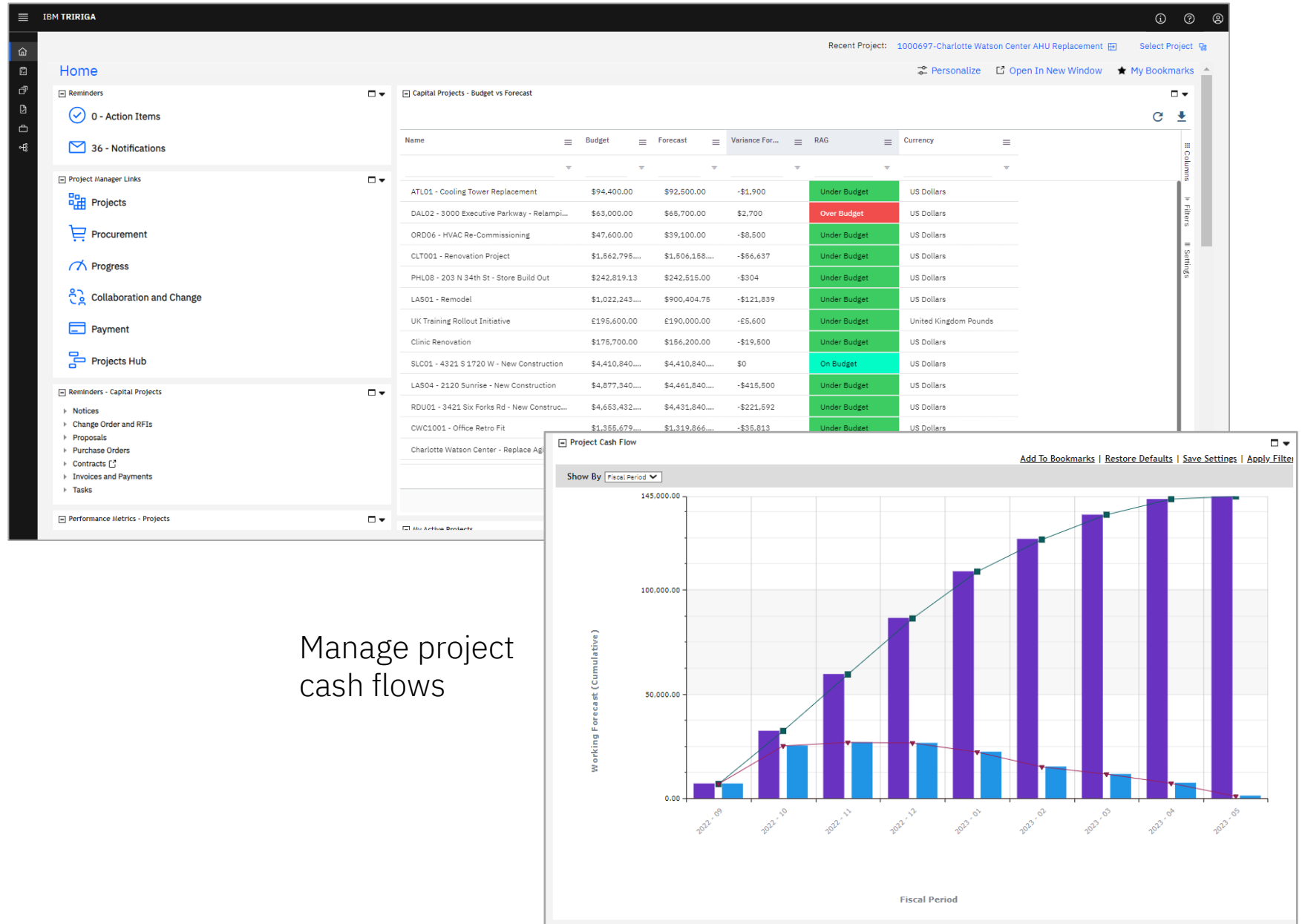
- Summary reports on vendors
- Manage multiple bids
- Evaluate bids
- Review bid clarifications

Comparative bid reports

		Initial Estimate	Ace Construction	Ace Construction Company	Artillery Property Services
1000586.01	General Requirements	\$ 43,200	\$ 0 -43,200	\$ 16,200 -27,000	\$ 12,100 -31,100
1000586.04	Masonry	\$ 238,857	\$ 0 -238,857	\$ 310,060 71,203	\$ 323,400 84,543
1000586.06	Wood and Plastics	\$ 22,891	\$ 0 -22,890	\$ 22,890 0	\$ 21,450 -1,440
1000586.08	Doors and Windows	\$ 40,685	\$ 0 -40,685	\$ 65,090 24,405	\$ 62,679 21,994
1000586.09.100	Metal Support Assemblies	\$ 62,400	\$ 0 -62,400	\$ 62,400 0	\$ 5,701 -56,699
1000586.09.200	Plaster and Gypsum Board	\$ 6,702	\$ 0 -6,701	\$ 67,090 60,389	\$ 6,701 0
1000586.09.300	Terrazzo	\$ 15,467	\$ 0 -15,466	\$ 12,667 -2,799	\$ 16,340 874
	Tile	\$ 14,243	\$ 0 -14,242	\$ 11,465 -2,777	\$ 14,290 48
1000586.09.600	Flooring	\$ 108,486	\$ 0 -108,486	\$ 101,438 -7,048	\$ 112,440 3,954
1000586.09.700	Wall Finishes	\$ 5,940	\$ 0 -5,940	\$ 2,660 -3,280	\$ 6,250 310
1000586.09.900	Paints and Coatings	\$ 28,838	\$ 0 -28,838	\$ 28,831 -7	\$ 27,990 -848
1000586.13.850	Detection and Alarm	\$ 19,400	\$ 0 -19,400	\$ 12,670 -6,730	\$ 22,345 2,945
1000586.15.300	Fire Protection Piping	\$ 92,138	\$ 0 -92,137	\$ 101,234 9,097	\$ 96,340 4,203
1000586.15.700	HVAC Equipment	\$ 12,542	\$ 0 -12,542	\$ 16,678 4,136	\$ 11,554 -988
1000586.15.900	HVAC Instrumentation and Controls	\$ 76,800	\$ 0 -76,800	\$ 79,767 2,967	\$ 62,440 -14,360
1000586.16.050	Basic Electrical Materials and Methods	\$ 372,960	\$ 0 -372,960	\$ 368,090 -4,870	\$ 310,200 -62,760
1000586.16.100	Wiring Methods	\$ 41,600	\$ 0 -41,600	\$ 40,908 -692	\$ 44,600 3,000
1000586.16.200	Electrical Power	\$ 13,853	\$ 0 -13,853	\$ 13,853 0	\$ 12,290 -1,563
1000586.16.300	Transmission and Distribution	\$ 77,489	\$ 0 -77,488	\$ 77,198 -290	\$ 71,988 -5,500
Grand Total		\$ 1,294,491	\$ 0 -1,294,490	\$ 1,411,189 116,699	\$ 1,241,098 -53,392

Dashboards help project managers monitor status across all projects

Project and budget details



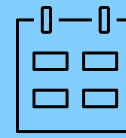
Manage project cash flows

Space Management and Reservations

Enabling space management and the occupant experience

Space Planners need strategic, admin and oversight capabilities to manage and tune how space is to be used efficiently

Space Users expect to access facilities and space seamlessly, adding productivity to their day rather than impeding work tasks



- CAD and BIM integration
- Dynamic space planning
- Space forecasting
- Stacking

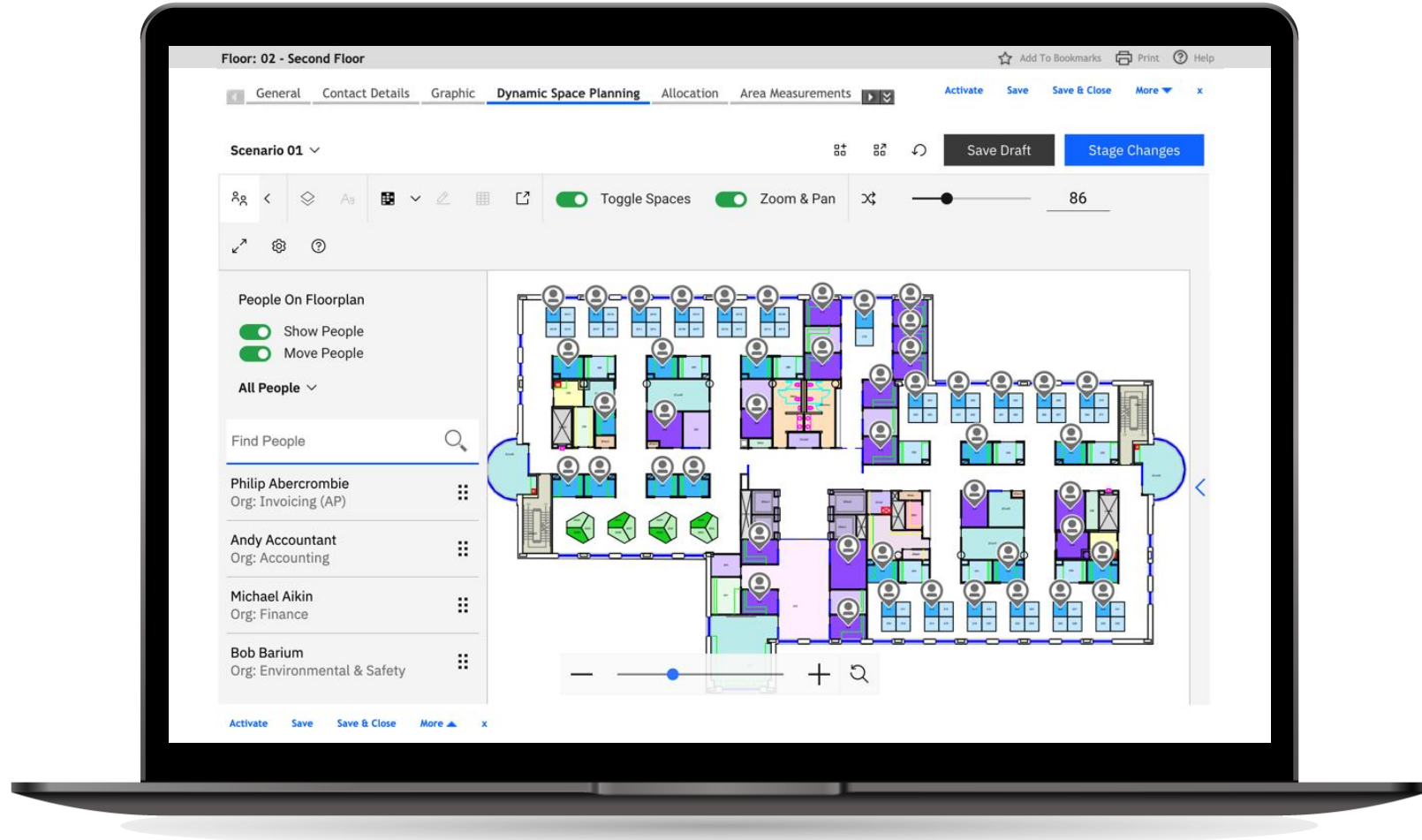
- Space allocations and chargebacks
- Move management
- Space audits
- Occupancy monitoring
- Space utilization
- Floor / building level utilization

- Personal desk and meeting reservations
- Outlook integration
- Move requests
- Locate colleagues

- Indoor maps and wayfinding
- Scan-to-claim desk
- Mobile apps
- Interactive kiosks and room panels

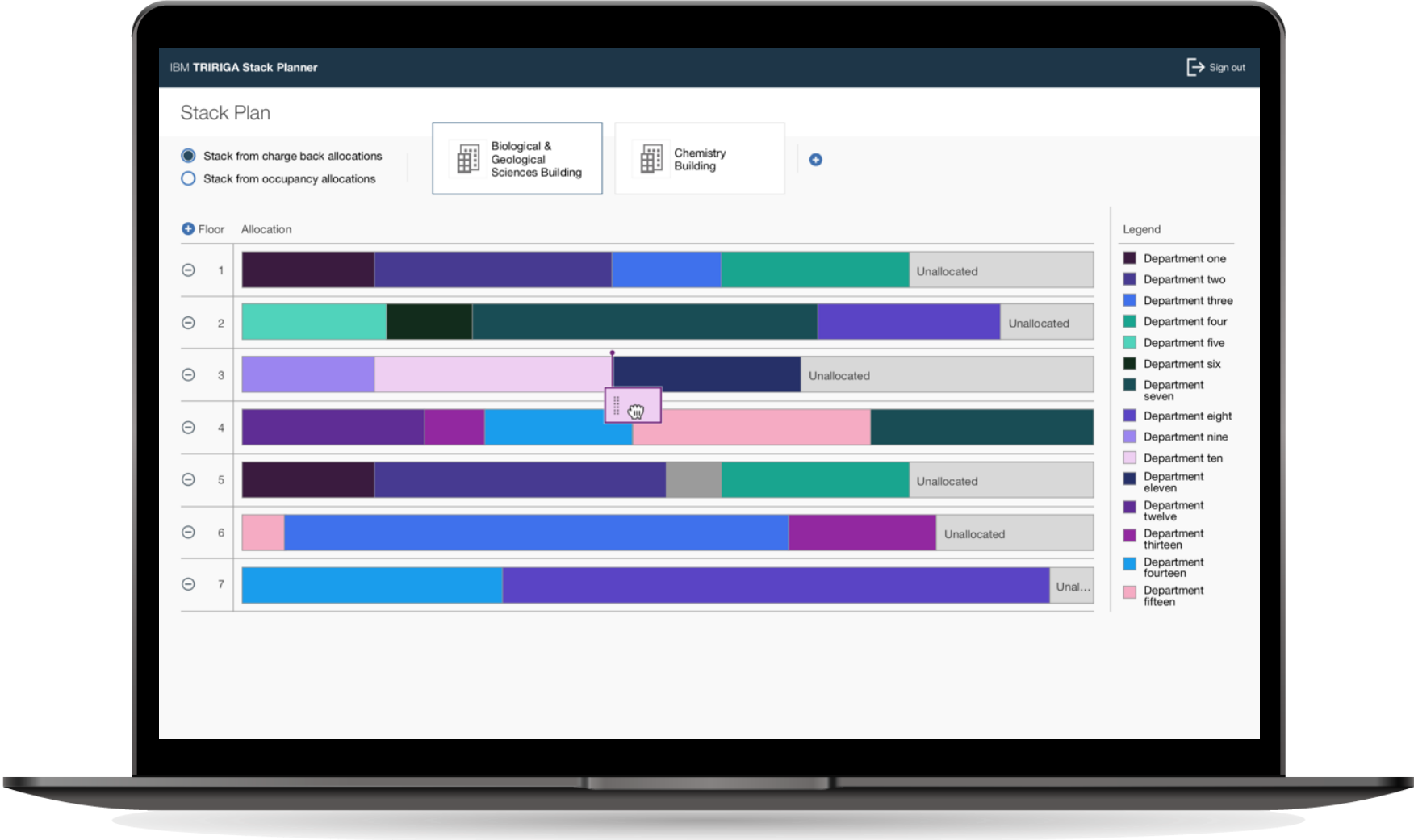
Dynamic space planning helps planners adapt quickly to changing guidelines

- Create scenarios to **graphically analyze** floors for social distancing
- Update space classifications
- Rearrange seat assignments
- Rearrange organizational allocations
- Designate spaces as reservable or dedicated
- Update active portfolio details directly from **“what if” scenarios**



Space Planners need tools for making the right space available to the right people

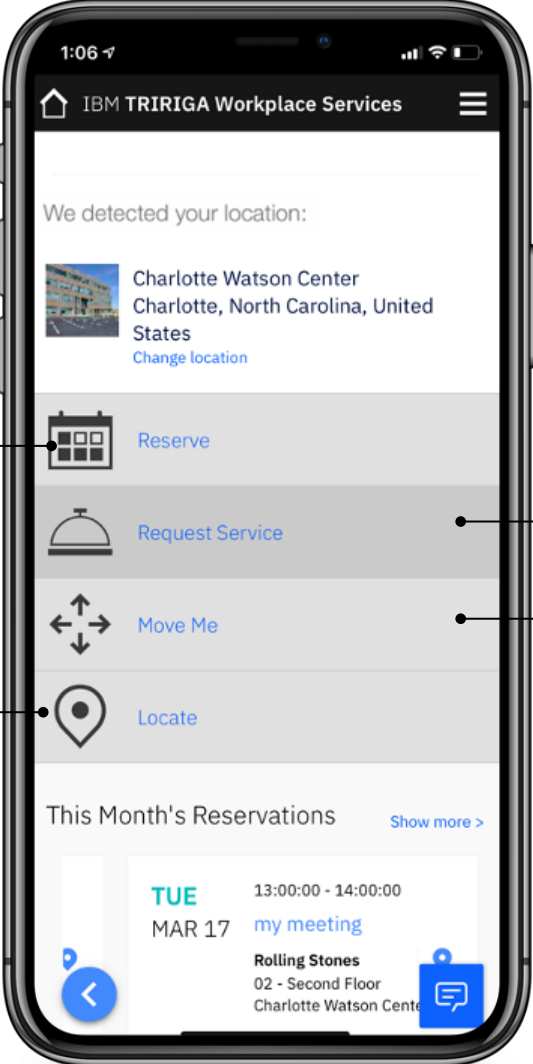
The perceptive Stacking app enables Space Planners to quickly re-stack space plans to enable optimal workspace configurations



Occupants can self manage through a single app

[Reserve](#) app enables employees to reserve individual work and team meeting space

[Locate](#) app enables users to find colleagues and rooms



[Service Request](#) app enables easy work request submission

[Move Me](#) app allows employees to self-select their assigned work location

Desktop/tablet designs for the portal and apps provide a **responsive design** for power users on larger screens

Wayfinding and navigation with search for rooms and people

- Solution that provides wayfinding [within Locate App](#) and an all-new kiosk experience for visitors
- The solution includes [ArcGIS Indoors](#), a set of powerful tools from Esri, to convert and enrich static floorplans into hosted interactive maps integrated with up-to-date space data directly from TRIRIGA.



Room panel interface enables on-the-spot booking of meeting rooms



Meeting Room Panel

- Fast and responsive booking
- Visual display of current room status
- Enables user check-in
- Integration with Exchange enables seamless resource scheduling



Optimize facility operations & utilization through insightful Workplace Analytics



Automatically pulls in the facilities location hierarchy



Collect and monitor any IoT data, BMS and WiFi data



Pre-built dashboards for space utilization



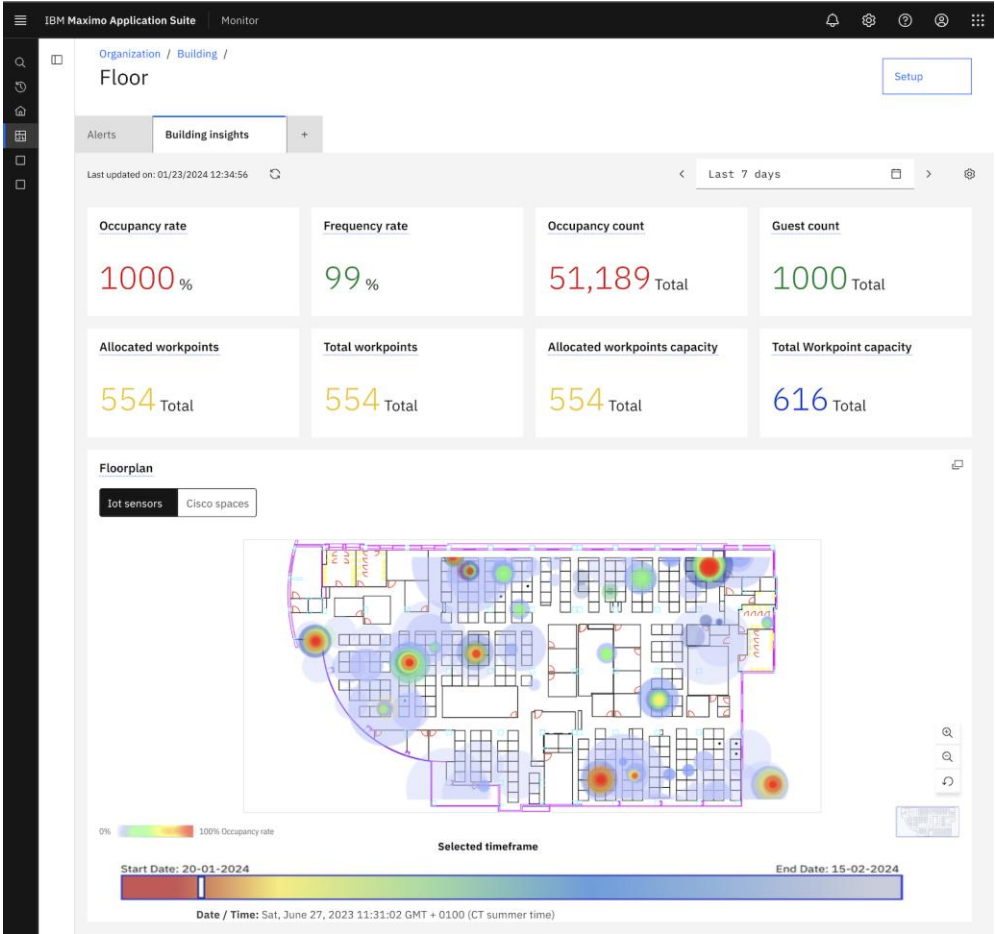
Connector library to integrate building meter & power data for leading BMS providers



Build your own visualizations & KPIs for displaying building IoT data



Make informed decisions on office layouts, desk allocations and optimize space usage



Configuration, Customisation and Architecture

Maximo Real Estate and Facilities offers robust off-the-shelf features on a highly configurable application platform

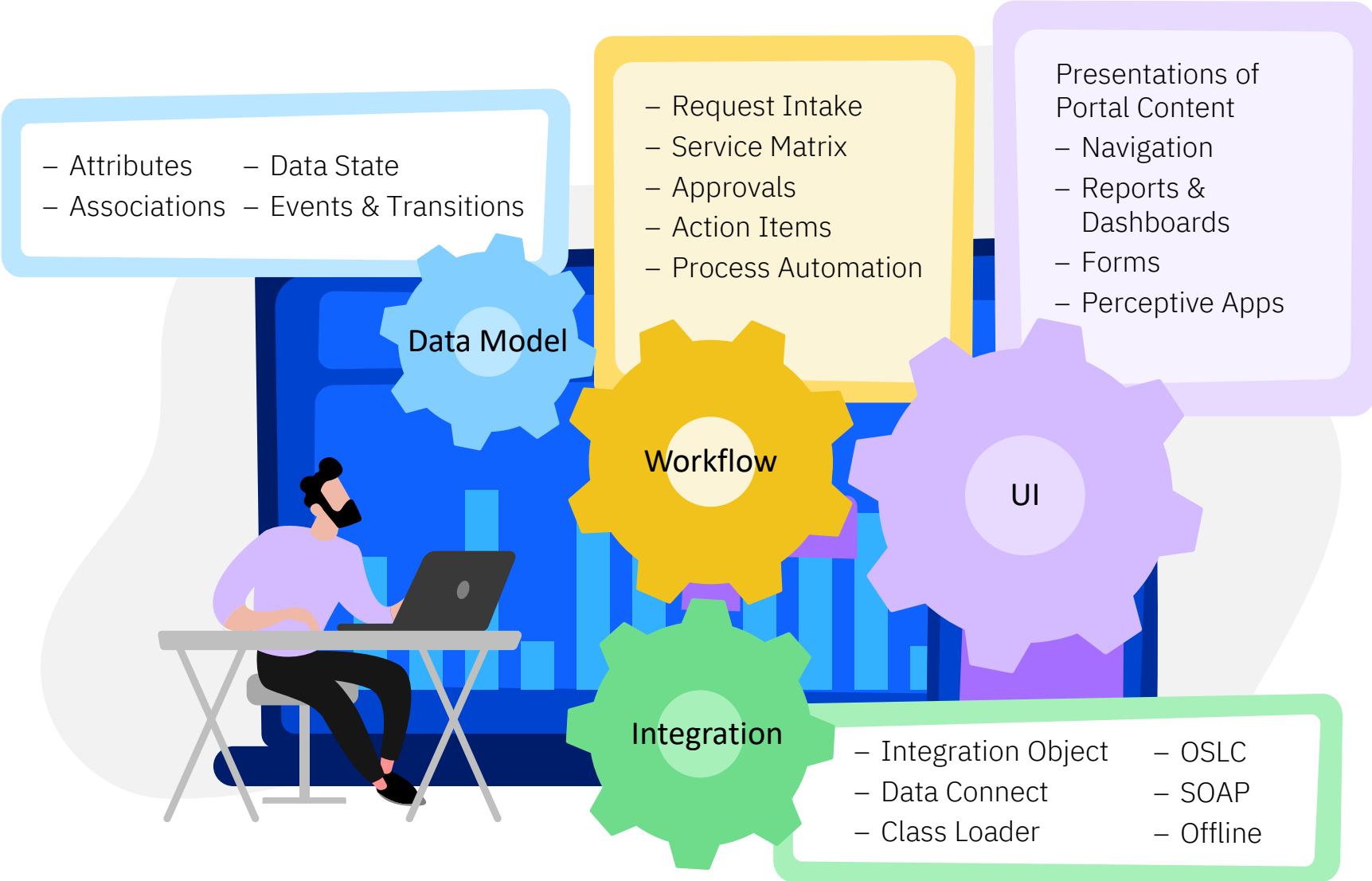
MAS RE&F is built on an integrated application platform with a **comprehensive palette of builder tools**

These tools extend the system in response to changing business requirements as needed

“

This is a custom market looking for a productized solution

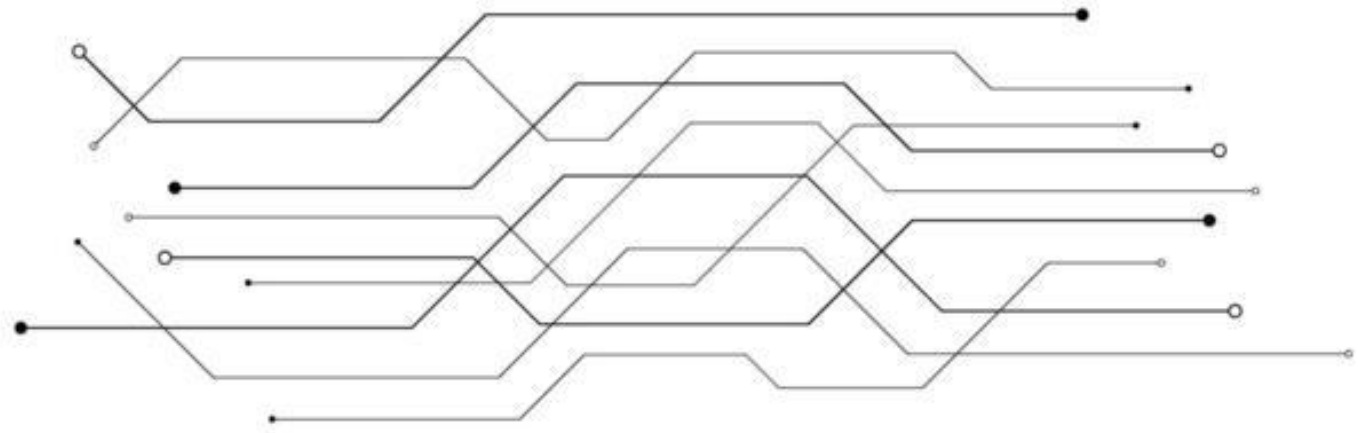
– Competitive Analyst Quote



Integrations

Suite Integrations

Sharing foundational and transactional data seamlessly between suite components.



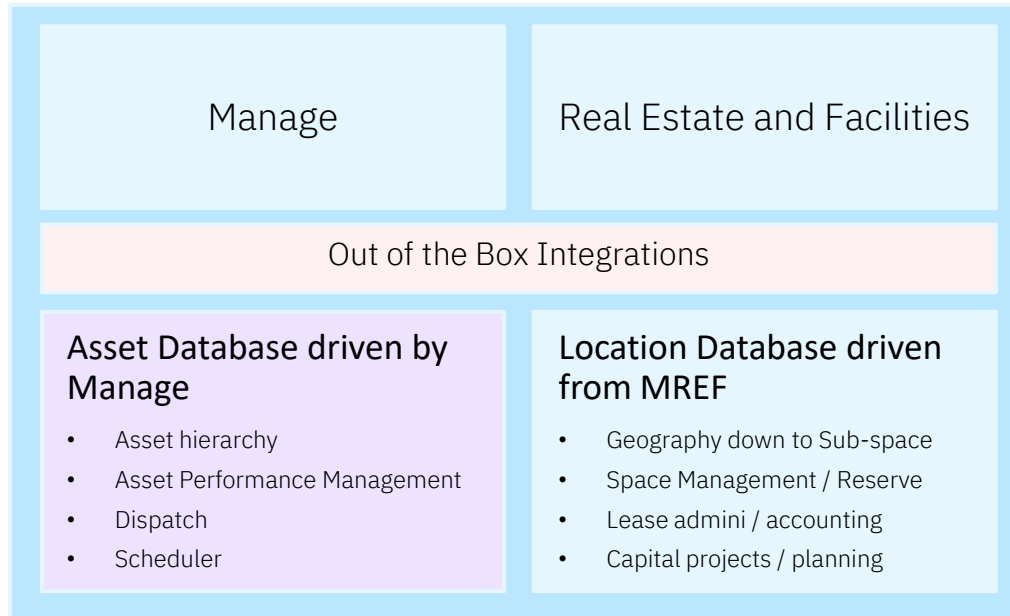
Integrations between Maximo Manage and Real Estate and Facilities provides tangible business value

- **Unified Asset & Space Management** – Link assets with facility spaces for optimized utilization, breaking down silos in the organization
- **Data Accuracy & Consistency** – Shared data to eliminate duplication, rekeying and errors
- **Operational Efficiency** – Leverage the strengths of each component alongside each other to accelerate, provide insights and reduce operational costs
- **Financial & Strategic Planning** – Combine real estate and asset lifecycle costs for better decisions
- **Compliance & Risk Management** – Track regulatory requirements across facilities and assets
- **Expansion of Supported Use Cases** – existing customers can extend out into the use cases supported across the suite such as Lease Accounting, APM or Mobile
- **Future Readiness** – supporting cross-suite dashboarding and AI-driven optimisations



To integrate Maximo Real Estate and Facilities into MAS, asset data and location data **will remain in separate databases**

Maximo Application Suite.



- MAS will maintain two separate database instances, one for Manage and one for Real Estate and Facilities.
- Our strategy is to link them and enable real-time synchronization of key data elements rather than to combine them.
- Note that, for the time being if Db2 is the target database provider, two separate installations of Db2 will be required although this will change in a future (tbd) release

Integrations between Maximo Manage and Real Estate and Facilities provides tangible business value

Real Estate and Facilities -> Manage

- **Asset Performance Management** – use of Predict, Health, Condition Based Maintenance to enhance asset management
- **Mobile** – native mobile capability to allow field technicians a single point of access across the suite to Work Orders
- **Scheduling** – dynamically assigns and reassigns work to the right technician or crew in real time, based on skills, capacity, priority, and field conditions
- **Dispatching** – enabling detailed, constraint-based execution, optimising labour, resources, and timing in real operational conditions.”
- **Unified Asset & Space Management** – Link assets with facility spaces for optimized utilization, breaking down silos in the organization
- **Asset Based AI Use Cases** – leveraging the out of box AI Use Cases delivered with Manage
- **Future Readiness** – access to capability introduced in future releases of Manage including cross component use cases

Manage -> Real Estate and Facilities

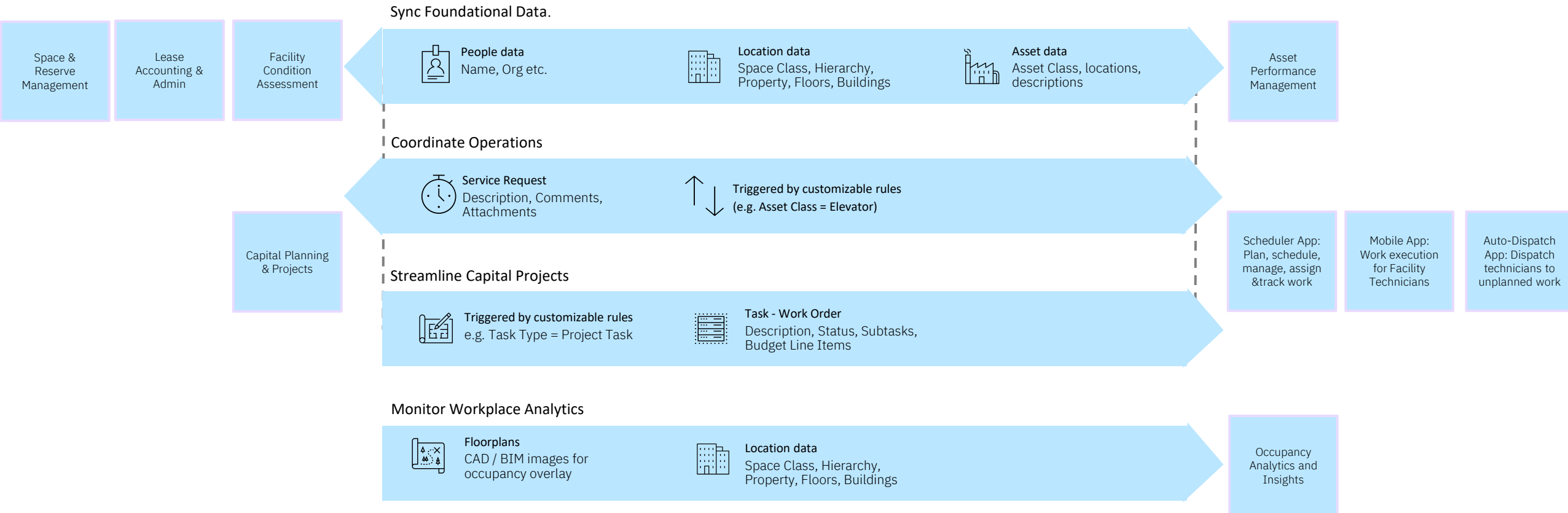
- **Lease Administration** - centralising and automating lease data, financial obligations, and critical dates to improve compliance, accuracy, and portfolio-level visibility
- **Lease Accounting** – enabling of accounting standards compliance by accurately calculating, reporting, and controlling lease financials across the real estate portfolio
- **Capital Program and Project Management** – an, govern, and control capital programmes and projects by managing scope, schedules, costs, risks, and approvals across the real estate lifecycle
- **Space Management and Reserve** - optimises space utilisation by tracking occupancy, managing assignments, and enabling room and resource reservations to support efficient workplace planning.
- **Facility Based AI Use Cases** – leveraging the out of box AI Use Cases delivered with Real Estate and Facilities
- **Future Readiness** – access to capability introduced in future releases of Real Estate and Facilities including cross component use cases

Enable new use cases across the Application Suite

Maximo Real Estate and Facilities

Maximo Manage

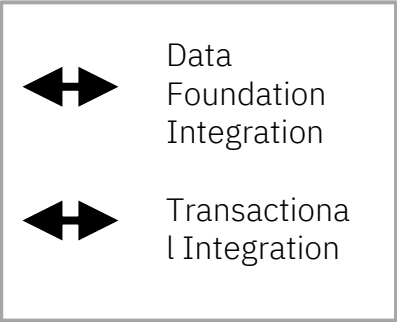
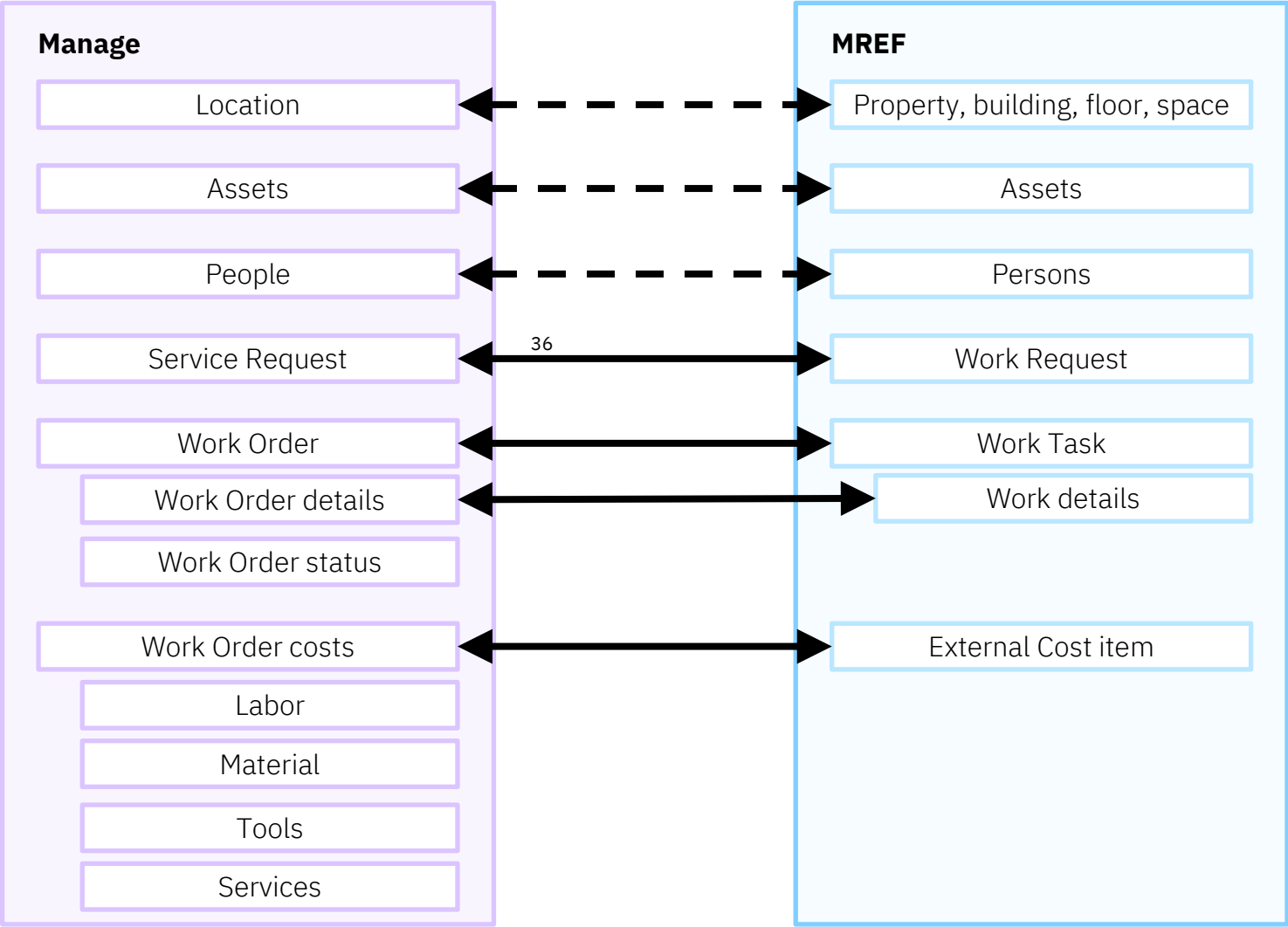
(Foundation for all other components)



Plus, additional future capability

Plus, additional future capability

Detailing the specific data required from each database



Building a seamless integration framework in MAS for Manage and MREF

1. Establish a shared data foundation

- Integration between Manage and MREF starts with **Locations**.
- MREF uses a 5-level hierarchy: **property, building, floor, space, subspace**, which must align with Manage.
- Each level is loaded separately.

2. Build integration and sync framework

- Data loads occur in two phases: **initial** and **delta**.
- Integration is **bi-directional** and can start from:
 - Manage → MREF
 - MREF → Manage
 - Updates on either side

3. Expand to O&M data

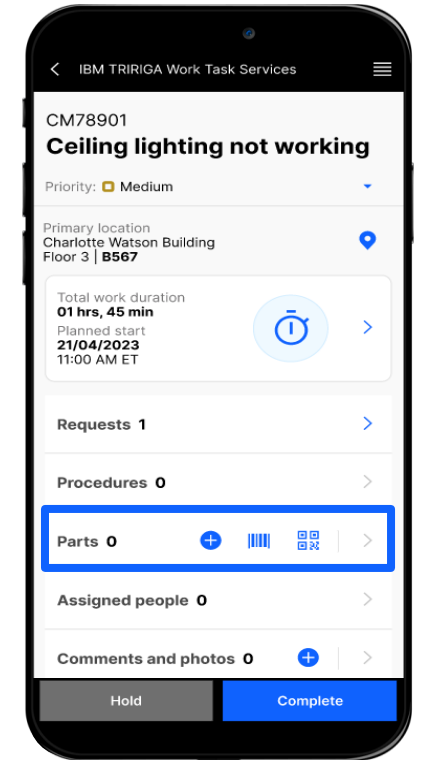
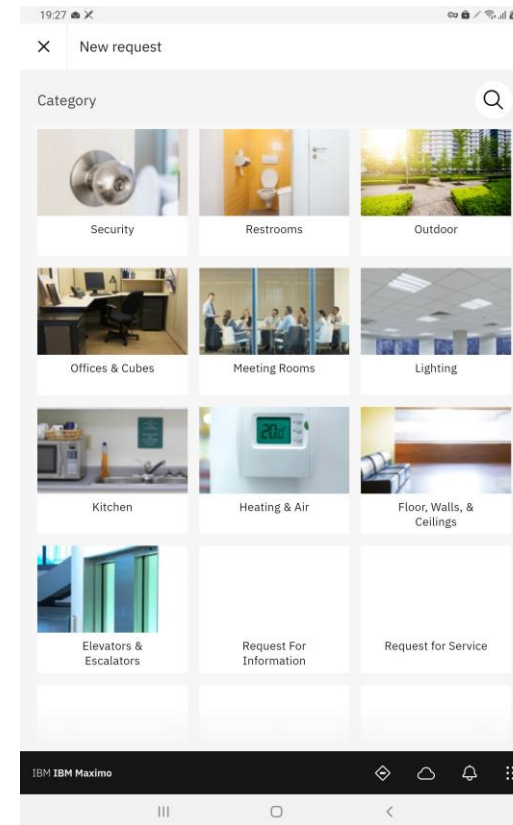
- After Locations, load **Assets, People, and Work Orders**

4. Ensure customer flexibility

- Customers and partners must configure mappings to reflect changes to base Business Objects.

Maximo Manage + Mobile strengthen O&M for **Facility Management** within Maximo Application Suite

- Manage–MREF integration enables complete O&M workflows powered by Maximo Mobile and Field Service Management
- Clients evaluating Facility Management gain additional value by using Maximo Manage/Mobile as the operational backbone
- Maximo Mobile, Field Service Management, APM, and AIP all rely on data mastered in Maximo Manage—ensuring consistency and scale
- Organizations needing broader mobile capabilities and an expanded application suite benefit most from Manage/Mobile
- **IBM continues to invest** heavily in AI, mobile, and the Manage/Mobile foundation to drive O&M innovation
- **Existing MREF** O&M workflows remain fully supported—**no deprecation planned**



Building the foundation for seamless data integration



Integration Approach

- Use [Maximo Integration Framework \(MIF\)](#) with [REST APIs](#) and Publish Channels



Data Flow

- Locations stored in JMS or Kafka, then sent to REF via MREF HTTP endpoint using REF APIs
- Queue is sequential to maintain location order
- REF rejects hierarchy levels beyond Sub-space



Status

- Development has established the baseline flow



Status mapping established between Manage and REF

Status Mapping Logic

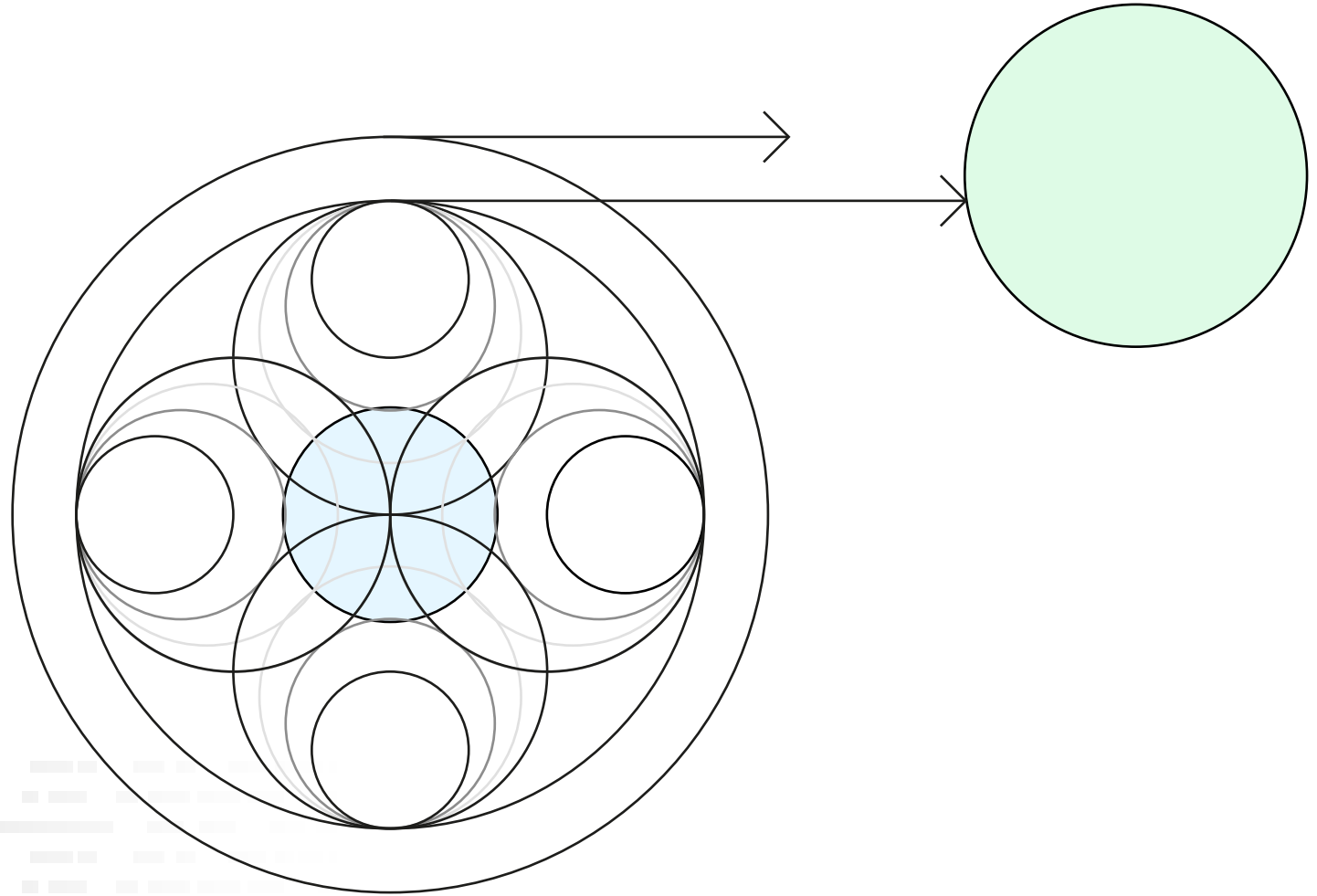
- Manage uses synonym domain **LOCASSETSTATUS**; mapping handled via **AMREFCOLSTATUS** cross-reference
- External values in Manage convert to internal values, then map to MREF
- MREF stores the mapped value based on functionality
- When MREF sends a value to Manage, it's treated as internal and stored using Manage's default external value

40

Manage Value (internal)	MREF Value
Decommissioned	Retired
Not Ready	Draft
Operating	Active
Operating	Revision In Progress
Imported	Draft
Operating	Review In Progress

AI

Leveraging AI to drive smarter, faster and more predictive workplace decisions.



IBM Maximo

Industry leading asset management

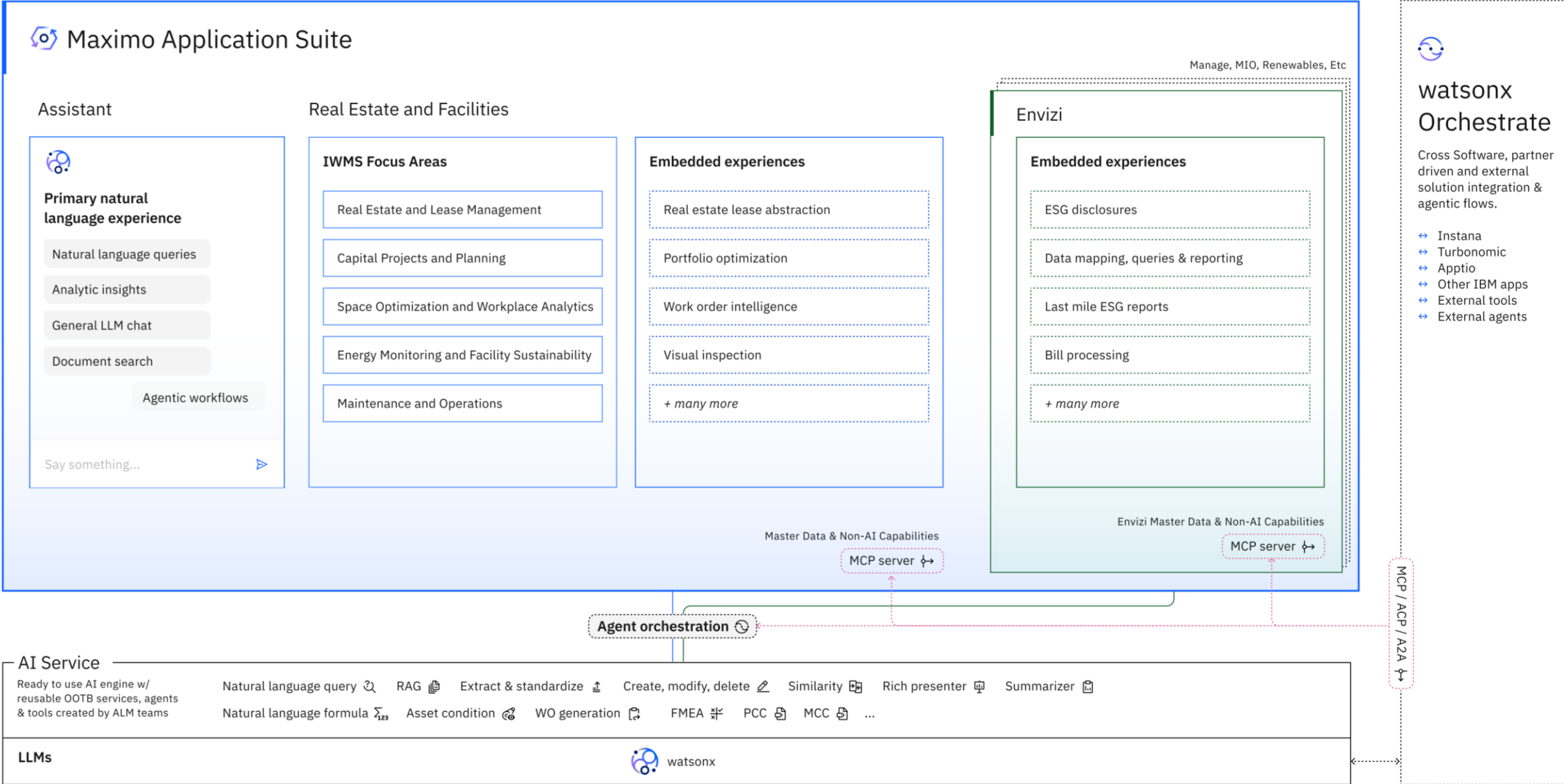
+

IBM watsonx

Industry leading generative AI

- Built to serve the end user, no data science skills required
- Interact using natural language
- Seamlessly embedded in the Maximo UI
- You decide what and how much AI to leverage
- Your data is YOUR data
- Security, compliance and ethics our our highest priority

The direction we're headed with AI in ALM



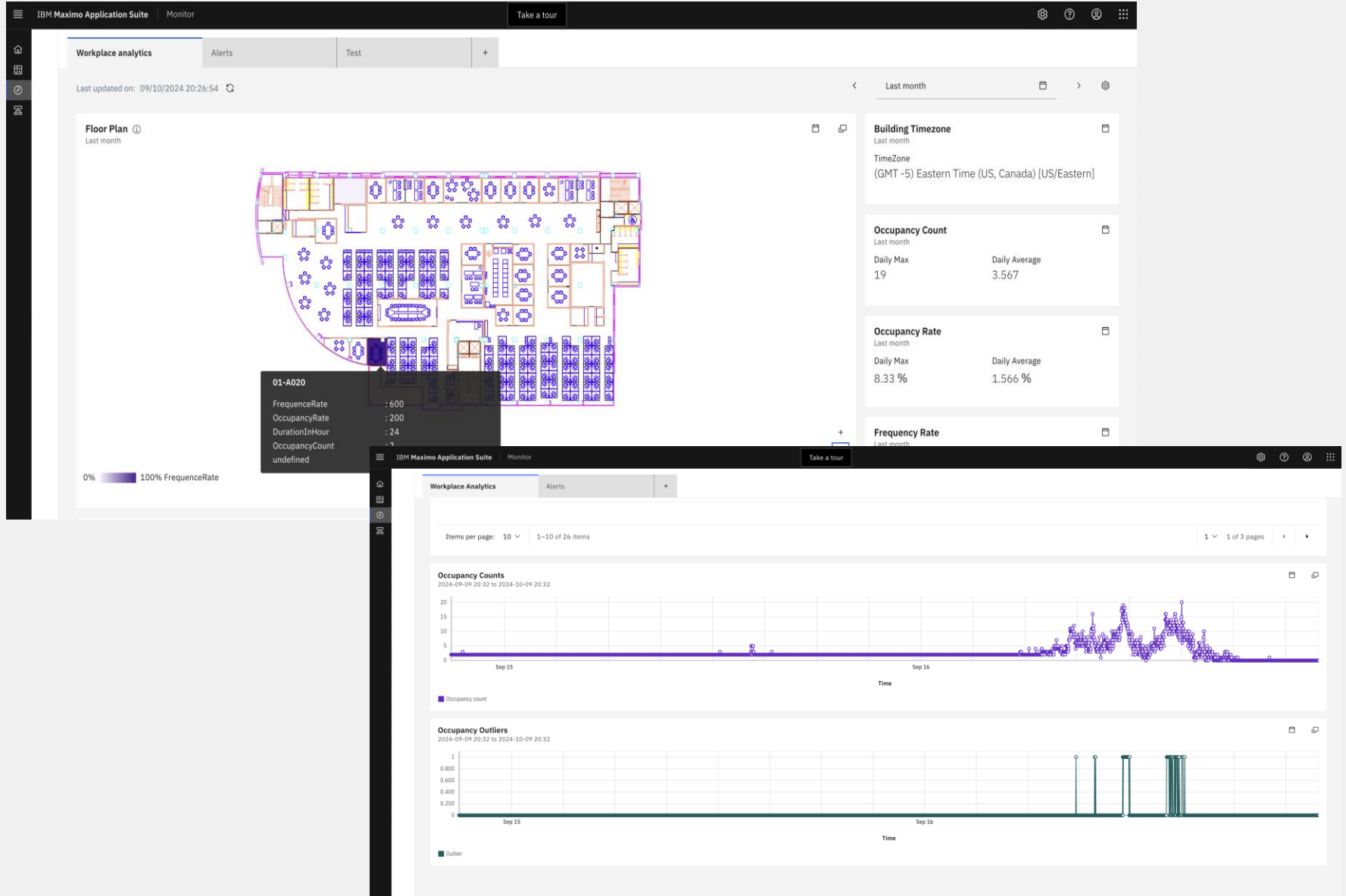
MAS /

Detecting occupancy anomalies for smarter space decisions

Monitor

Combine IoT and wi-fi data to verify actual space use against space management plans.

Anomaly detection models identify occupancy patterns change, allowing space managers make informed decisions during one off events.



Let AI decode the fine print for lease abstraction

Real Estate and Facilities

AI-powered NLP extracts and classifies key lease clauses, terms, and financial data.

Reduce costs and save time with Gen AI-powered lease abstraction and proactive management of key dates and obligations

IBM Maximo Real Estate & Facilities

Contracts /

New lease abstract

AI Extract values from document AI Create draft +

US10029_Lett... 1 / 32

IBN382195-009

546554x.2

Document Details

Abstracted by: Lease Agent 123

Abstracted date: 05/13/2025

Document version: 1

Document type: Lease

Inception (execution) date: 05/01/2025

Effective date: 06/01/2025

Lease file name: Lease879

General

Primary address

Lease contacts

Units

Location

Natural language lease intelligence

Real Estate and Facilities

Gain deeper insights from source lease documents with natural language queries.

Improve lease data accuracy and consistency with AI-powered validation.

Turn questions into answers, explore all lease data effortlessly.

Commercial Lease Information Extracti...

Lease File: Lease Agreement dated 09_18_2012.pdf

Lease Type: Lease

Landlord: [redacted] LLC

Tenant: [redacted] Inc.

Assignor: Not assigned

Building Location: [redacted]

Premises: Floor 13 of the buil...

Lease Start Date: 1-Dec-12

Lease End Date: 64 months s...

Enter your question

Can the tenant have early access to the premise?

Summary Context

Yes, the tenant can have early access to the premises, but it is subject to certain conditions outlined in the lease agreement. The te... evidence of compliance with insurance obligations, and the early entry must not unreasonably interfere with any Landlord Work o... for paying for any other Building services requested during the early access period, except for Base Rent and Tenant's Pro Rata Sha... dated 09_18_2012.pdf", page_numbers: [7, 7, 7])

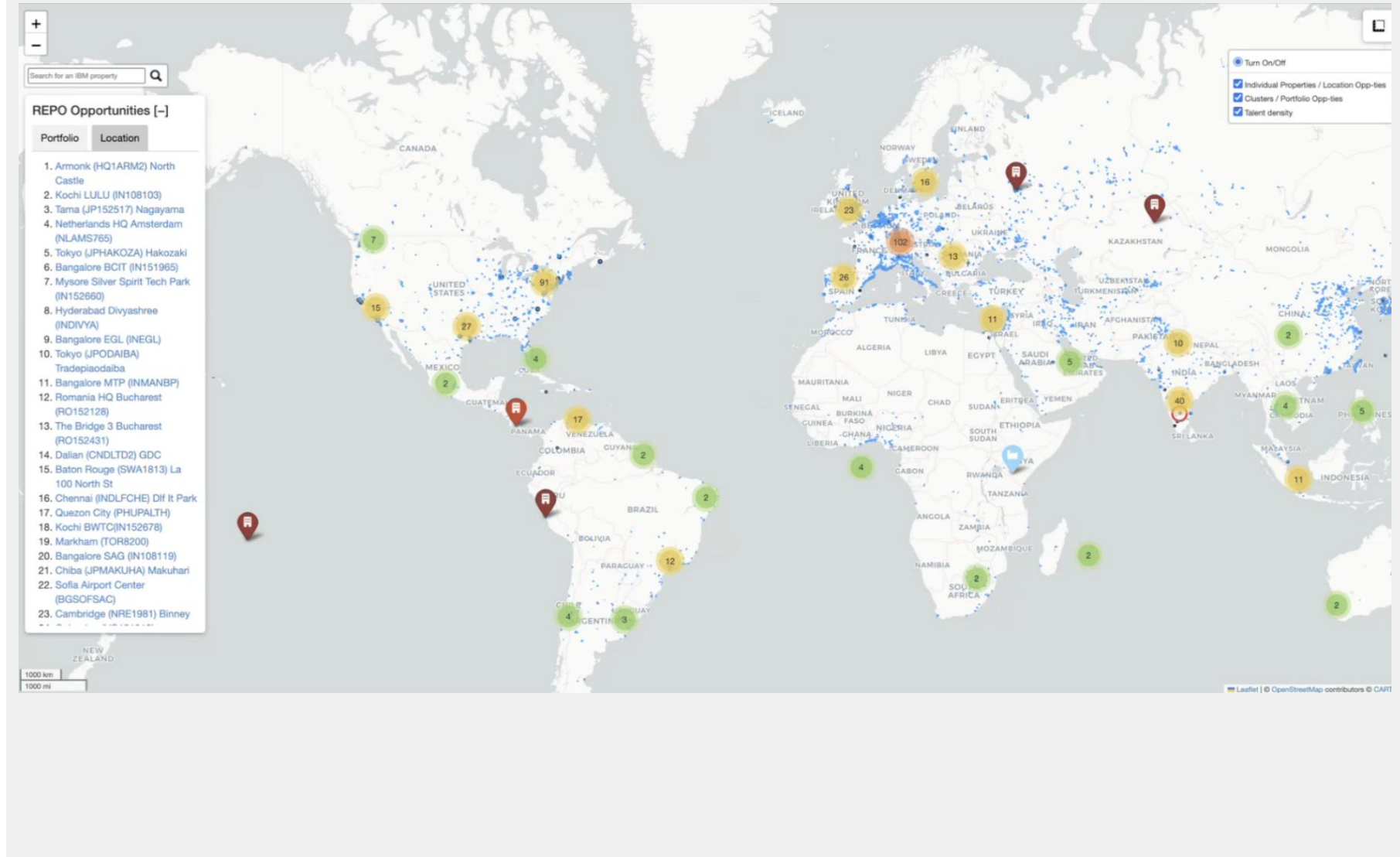
Real estate optimization

Real Estate and Facilities

Intelligently identify opportunities to improve space utilization, reduce operational costs, decrease energy consumption and make faster data driven decisions.

Actionable recommendations including portfolio right-sizing, space reallocation and alignment with hybrid work trends.

Incorporate real estate data, actual occupancy data, energy consumption and asset performance data.



IBM Maximo Real Estate and Facilities

ibm.com/products/real-estate-and-facilities