



“Extending the life of your assets with  
Maximo® as a Service (MaaS)”

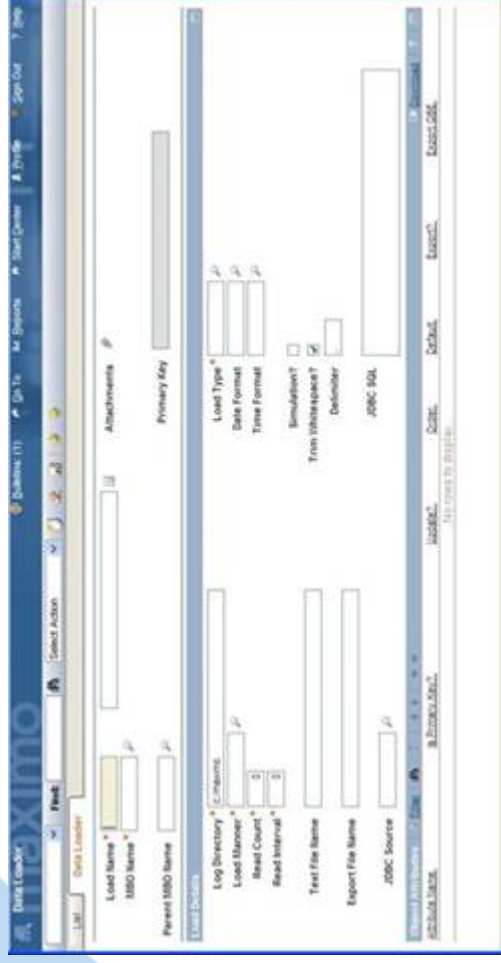
Presented by Steve K. Richmond,  
President/CEO of Projetechn, Inc.





# Maximo as a Service (MaaS)

Maximo deployed as a service via the Internet.



Authorized  
**IBM** | Training





## Why Consider MaaS?

- No Hardware
- No Software
- Minimal Infrastructure
- Human Effort Focused on Maximo





## Maximo History

80's - DOS Project Management Tool

90's - Maximo Windows CMMS

2000 - Web-based EAM

Today - Foundation for IBM Tivoli





## Maximo Today



- Dynamic Functionality
- Robust Capabilities
- Service Oriented Architecture (SOA)
- Java - Business Objects





## Maximo Today - Multiple Components

- Operating System
- Database
- Applications
- I-Servers
- Multiple Physical / Virtual Machines
- Reporting Tools
- Integration
- Security
- Web Servers





## Required Infrastructure

- High Availability
- Clean Bandwidth
- Responsive/Safe
- Disaster Recovery
- Back-up Restore
- Power/Back-up





# Maximo Human Capital

- System Administrator
- Subject Matter Expert (SME)
- DBA
  - DB2
  - Oracle
  - SQL
- Network Engineer
- Desktop Support





# Maximo Instances

- Development
- Testing
- Training



Authorized



Training



Business  
Partner



## Question

So why invest in Maximo?

- Best-of-Breed EAM Product in the World
- IBM purchased it for 750 Million





## Why Consider MaaS?

- Extend the IT Budget
  - Limit capital outlay
- Enable IT to be strategic business enabler
- Reduced ‘specialty’ context skill sets
- Leverage SaaS provider accountability





## True Total Cost of Ownership (TTOC)

- Hardware
- Software
- Infrastructure
- Human Effort
- Shared Services Cost \$\$\$





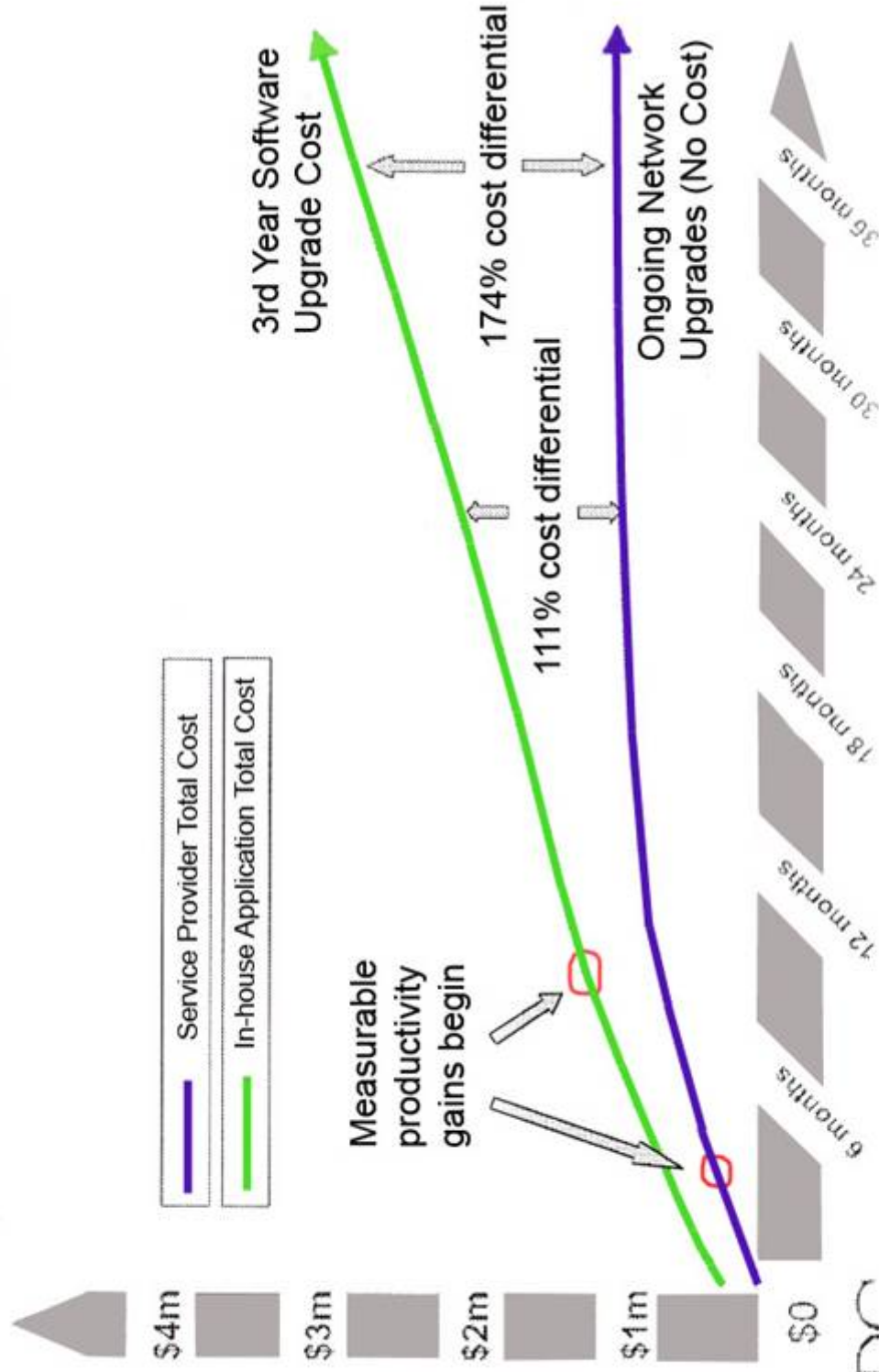
# The Elusive Break-Even Point

Owning software “eventually” pays off





# The Elusive Break-Even Point



Source: IDC AppSourcing Program, 2003



## Software Support Costs

- Gartner- “More than 75% of IT budget is spent monitoring and supporting software infrastructure”
- Microsoft- “The initial software purchase is usually only 5% of TCO a program”
- IDC- “Hidden personal costs can be up to 70% of TCO”





## MaaS Benefits

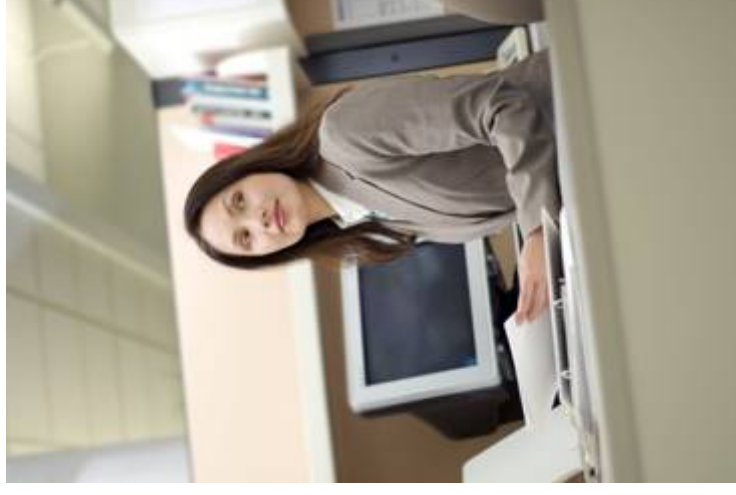
- Time to Benefit
- Up and On in days, not weeks or months





## MaaS Benefits

- Reduce/Eliminate Capital Requirements
- No hardware, no software, no hassle





## MaaS Security

- Dedicated Facility
- Designed and built for housing critical systems
- State-of-the-art physical and soft security products





## MaaS is Green



- High-density blades
- Reduced footprint
- Increase horsepower with lower power consumption
- Lower AC costs





## MaaS is Easy to Use

- Anywhere, Anytime availability
- Browser only
- Desktop
- Laptop
- Mobile device





## Investment



- Fixed monthly fees
- Budgetable
- Growth Costs Predictable





## IT Friendly

- Reduced It Burden
- Easily integrates with in-house applications





## Core vs. Context Applications

- “Living on the Fault Line” by Geoffrey Moore
- “Companies should focus solely on ‘core’ activities and outsource all others.”





Maximo is context to most companies

- Maximo is core to the MaaS provider
- MaaS providers must employ and deploy their “A” Team at all times





## Outsourcing “Context Tasks”

- “There is no context task that is not someone else’s core.”
- To differentiate core from context ask the question: Where is the “A” Team?





## MaaS Business Considerations

- Extend the IT Budget
  - Limit capital outlay
- Enable IT to be strategic business enabler
- Reduced ‘specialty’ context skill sets
- Leverage MaaS provider accountability





## True cost of a context applications are elusive

- Actual labor costs are difficult to quantify
  - Numerous parts and pieces of FTE's
  - Fractional infrastructure usage
- Context application support skills are unique
- Corporations seldom support context with 'A' Team





## MaaS Provider Accountability

- Software providers are paid upfront
- MaaS clients manage providers
- Clients may withhold payment at any time
- Service Level Agreements (SLA) provide leverage





## MaaS Value Statement

- The cost of growth is predictable
- The MaaS Provider is responsible for:
  - Maintenance
  - Upgrades
  - Infrastructure
  - System Administration
  - Security
  - Bandwidth
  - Backups





## Intangible Benefits

- Reliability
- Peace of Mind
- Scalability
- Negotiable SLAs
- 'A' Team support





# Gartner Adoption Estimates for SaaS

>25% of Business software will be SaaS by 2011





- Projetechn's MaaS Solution since 1999
- Access Maximo anywhere, anytime
- 24/7 Support
- IBM Advanced Business Partner





## Thank You! Questions?

**Please visit the following links:**

**eMaintenance, Projetechn's MaaS solution since 1999:**

**<http://www.projetechn.com/ProductsServices/eMaintenance/tabid/64/Default.aspx>**

**Maximo Hosting solution:**

**<http://www.projetechn.com/ProductsServices/MaximoHosting/tabid/80/Default.aspx>**

**Projetechn Home:**

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