IBM Maximo Asset Management with PLM combined

Positioning, Opportunities, Sales Plays

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Content for Today’s Maximo Monday

- **Product Lifecycle Management (PLM)**
  - What is it?
  - Who buys PLM?
  - Customer challenges and IBM value

- **Where does EAM intersect PLM?**
  - Combined value
  - Leveraging PLM for EAM opportunity

- **Resources**
  - Learning more
  - Contacts
Product Lifecycle Management (PLM)

- **PLM is the process of managing the entire lifecycle of a product from its conception, through design and manufacture, to service and disposal**

- **Processes are supported by**
  - Computer Aided Design, Analysis, Simulation & Manufacturing tools
  - Enterprise solution oriented architectures
  - Web enabled collaboration tools
  - Robotic and programmable manufacturing equipment

- **Lifecycles can be**
  - Short: a year to design and manufacture a cell phone or digital camera
  - Long: ten years to design and deploy of an aircraft carrier

- **In PLM, a designs pass from virtual digital mockup to a real product**
  - delivered and serviced to customers to end of life disposal
**Why Companies use PLM**

- Faster time to market
- Designed right the first time without prototypes
- Increased product quality
- Accurate product information (drawings, quantities, bills-of-materials etc.)
- Managed and documented process, product and resources
- Savings through product data and design re-use
- Optimization of engineering workflow, reduced waste
- Change and configuration management
- Collaboration tools / media
- Visualization! Understand complex designs and processes
Customers use PLM to design, manufacture, service ...

<table>
<thead>
<tr>
<th>Automotive</th>
<th>Aerospace</th>
<th>Ship</th>
<th>High Tech</th>
<th>Consumer Goods</th>
<th>CPG</th>
<th>Life Sciences</th>
<th>Architecture</th>
<th>Construction</th>
<th>PP&amp;P</th>
<th>Services</th>
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<tbody>
<tr>
<td>• Cars &amp; Light Truck OEM</td>
<td>• Airframe OEMS</td>
<td>• Ships</td>
<td>• Fab Metal Products</td>
<td>• Consumer Products</td>
<td>• Furniture</td>
<td>• Food &amp; Beverage</td>
<td>• Pharmaceuticals</td>
<td>• Energy</td>
<td>• Banking &amp; Insurance</td>
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<tr>
<td>• Racing Cars</td>
<td>• Aero Suppliers</td>
<td>• Builders</td>
<td>• Industrial Products</td>
<td>• Enterprise Systems</td>
<td>• Home &amp; Garden</td>
<td>• Tobacco</td>
<td>• Architecture</td>
<td>• Utilities</td>
<td>• Retail &amp; Wholesales</td>
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<td>• Motorcycles</td>
<td>• Propulsion</td>
<td>• Yacht Styling</td>
<td>• Industrial Machinery</td>
<td>• Telco Systems</td>
<td>• Leisure &amp; Personal Goods</td>
<td>• Cosmetic &amp; Healthcare</td>
<td>• Construction</td>
<td>• Oil &amp; Gas</td>
<td>• Media &amp; Entertainment</td>
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<tr>
<td>• Auto Suppliers</td>
<td>• Missiles &amp; Drones</td>
<td>• Craftsmanship</td>
<td>• Mobile Equipment</td>
<td>• Specialized Electronics Systems</td>
<td>• Apparel &amp; Jewelry</td>
<td>• Household Products</td>
<td>• Civil Engineering</td>
<td>• Process</td>
<td>• Telcos</td>
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<tr>
<td>• Engine Makers</td>
<td>• Space Systems</td>
<td>• Marine Equipment</td>
<td>• Industrial Equipment</td>
<td>• Technology Suppliers</td>
<td>• Contract Manufacture</td>
<td>• Process &amp; Equipments</td>
<td>• Chemical</td>
<td>• Travel &amp; Transportation</td>
<td>• Utilities</td>
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<tr>
<td>• Truck &amp; Heavy Equipts</td>
<td>• Defense</td>
<td>• Machinery Suppliers</td>
<td>• Specialized Electronics Systems</td>
<td>• Contract Suppliers</td>
<td>• Contract Manufacture</td>
<td>• Contract Manufacture</td>
<td>• Educational</td>
<td>• Education</td>
<td>• Contract Manufacture</td>
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Aggreko

Eaton

IBM

Kubota

Miele

Nordstrom

Panasonic

Pioneer

Siemens

Toshiba

Toshiba

Abb

Ahp

Nokia

Metso

Parker

Hitachi

Stanley

Safilo

Electrolux

Ihi

Electrode

Haifa

Aldatel

Alcatel

ProRail

Pacific Power
Six PLM Vendors Ranked in Magic Quadrant
Dassault, PTC, Siemens and Oracle in Leader Quadrant, Autodesk and SAP on edge

- IBM PLM leader for over 25 years
- IBM uses PLM too:
  - ThinkPads, Blade Servers, Memory and chip design …
- IBM is the only source covering all (3) primary PLM areas: produce innovation, business innovation and PLM infrastructure
- Dassault Systemes is leading PLM technology developer

Dassault Systemes, IBM PLM’s Strategic Partner, ranked Top PLM Visionary By Gartner Group!

Source: Gartner (November 2007)
### IBM’s PLM Portfolio based on Dassault Systemes Brands

<table>
<thead>
<tr>
<th>Brand</th>
<th>Description</th>
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<tr>
<td><strong>CATIA:</strong></td>
<td>3D modeling software for digital product definition and simulation of mechanical parts, assemblies, and systems.</td>
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<tr>
<td><strong>DELMIA:</strong></td>
<td>Digital Manufacturing software suite for process planning, developing factory layouts, optimizing human factors, and other manufacturing and maintenance considerations.</td>
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<tr>
<td><strong>ENOVIA:</strong></td>
<td>Collaborative product data management software that supports development processes across engineering teams, the enterprise, and supply chains.</td>
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<tr>
<td><strong>3DLive:</strong></td>
<td>Lightweight application introducing a 3D paradigm for on-line collaboration leveraging product lifecycle management information.</td>
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<tr>
<td><strong>3DVIA:</strong></td>
<td>3DVIA Composer quickly and easily automates creation of assembly and disassembly procedures, technical illustrations, interactive 3D animations, training materials.</td>
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<tr>
<td><strong>Rational:</strong></td>
<td>Solutions for defining and managing software and system architectures and requirements, change and release management, and software quality management.</td>
</tr>
<tr>
<td><strong>SOA for PLM:</strong></td>
<td>Solutions for integrating product development information and flexible processes with other enterprise systems, functional disciplines, and supply chains.</td>
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</table>
Why Customers expand PLM with Asset Management

- Completes the expanded lifecycle:
  - Integrates management of product development activities with management of actual product instances during their service life.
  - Provides manufacturers and owner/operators with a shared view of key information of interest to both.

- PLM + EAM integration provides Manufacturers (ref Service After Sales) with:
  - Access to As-Maintained BOM / product configuration, useful for assessing a change request, or validating that a change has been incorporated in the field
  - Improved communication between engineering and service teams
  - Improved capability to provide maintenance services to customers

- PLM + EAM integration provides Owner/Operators with access to:
  - Latest applicable product information to make better decisions regarding the state of a specific product instances, e.g., repair vs. replace, alternate parts, where else used, etc.
  - Simulate maintenance processes in 3D to optimize real-life work sequences and reduce product down-time
  - Future 3D navigation through large and/or complex product structure

- Many PLM customers are also using Maximo Asset Management and want to leverage PLM in a broader enterprise strategy! Hydro Quebec, Bath Iron Works, Boeing …
Where does EAM (Maximo) intersect with PLM?
**Where does Enterprise Asset Management intersect PLM?**

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<tr>
<td>Program &amp; Project Management</td>
<td>Strategic Program Management</td>
<td>Life-Cycle Profitability Analysis</td>
<td>Project Management</td>
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<tr>
<td>Life-Cycle Collaboration</td>
<td>Collaborative Engineering</td>
<td>Collaborative Project Management</td>
<td>Business Partner Collaboration</td>
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<tr>
<td>Quality Management</td>
<td>Quality Engineering</td>
<td>Quality Control</td>
<td>Quality Improvement</td>
<td>Quality Collaboration</td>
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</table>
…and intersect with PLM customer LOBs in many ways…
Positioning Maximo Asset Management with PLM

Integrate Mission, Business Strategy, Asset Strategy
Total Visibility of Usage and Performance
Focus on Outcomes at Every Level and Lifecycle phase
Feedback on Outcomes – Root Cause Analysis - Solution

Product Lifecycle Management / PLM Service Lifecycle Management / SLM

Asset Lifecycle Management / EAM

Maximo Asset Management positioning
PLM provides Maximo customers with 3D MRO simulations

Simulate maintenance processes to optimize real sequences and reduce down-time

- Prepare maintenance and work sequences (Human, Tools, Access, Spare parts...) in a given schedule & timing.
- Define pre define automation sequences to reduce lost production time.
- Prepare all safety conditions.
- Operator training for sequences control
- Automate maintenance task documentation
PLM provides Maximo customers with 3D view assets

Example: hydroelectric plant facility
PLM provides Maximo customers with technical documents:

- 2D drawings
- Specifications
- Finite element analysis
- Quality and test reports
- Health Safety Environment
- Maintenance procedures
- Configurations, Functional Diagrams
- Real images
- Manufacturing animations
- Etc...
PLM & EAM - Maximo Business Value

**Increased Capacity**
- Increased asset utilization
- Increased production
- Increased revenue
- Service-after-sales new business opportunity
- Improved capacity management
- Aligned goals between maintenance and operations
- Alignment between maintenance and parts planning

**Risk Reduction**
- Compliance to health and safety regulations
- Managed compliance to regulatory requirements
- Management of ‘tolerable risk’
- Audit trails for maintenance and operation activities
- Managed corporate standards
- Product design feedback based on usage
- Enables preventative maintenance

**Cost Reduction**
- Higher maintenance craft utilization
- High compliance to maintenance planning
- Reduced working capital requirements (e.g. higher inventory or A/R turns)
- Better supplier and warranty management
- Lower inventory requirements for maintenance
- Strategic sourcing and leveraged procurement spend
- Asset retirement and support consolidation

**Strategic Positioning**
- Longer term relationships with Service- After-Sales Customers
- Better information to run the overall business
- Full metrics on business value of assets
- Improved supply chain integration
- Ability to more easily operate as a standard maintenance solution
- Greater customer satisfaction for manufactured products or service-after-sales
- Pro-active approach to eliminating waste
Why Maximo Reps Should Position PLM

- Positions as a “best solution” to complement manufacturing missions
  - Provides business focus & issues that expand contacts within the account
  - Demonstrate knowledge of and concern for customer’s business issues
  - Demonstrate that IBM is focused on business results
  - Shift customer relationship to longer-term broader-based IBM values

- New business opportunities for customer – mfg/production efficiency (cost cutting) and service-after-sales (revenue increasing)

- IBM Value messaging - leverage PLM investments thought customer’s business
  - Demonstrate added business value from customer’s investment
  - Broader use and dependency within the enterprise
  - Expand IBM solutions within the enterprise
  - SOA, Middleware,
  - GBS integration and business process modeling

- Secure Incremental Maximo volumes
  - growing data demand and new Dassault Systemes PLM brand apps for visualization, navigation, portal, multi-cad

- IBM- GBS is already engaged with PLM Maximo – BIW, Rolls Royce (ENOVIA, DELMIA, SOA)
Identifying and Engaging PLM Opportunities
## 1. EAM Process - Discrete Manufacturing Play

<table>
<thead>
<tr>
<th>Business Value</th>
<th>PLM Maximo Intersection</th>
<th>Engagement Model</th>
</tr>
</thead>
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<tr>
<td>Plant efficiency and optimized production</td>
<td><strong>PLM Provides</strong></td>
<td><strong>PLM</strong></td>
</tr>
<tr>
<td>Outage management, planned, changeovers, line-shutdowns, disaster recovery</td>
<td>- Equipment &amp; systems system diagrams, equipment BOMs system connectivity, installation, O/M documents, configurations, locations, part numbers, spares, and local plant conditions affecting OM related equipment within the facility</td>
<td></td>
</tr>
<tr>
<td>Outsourcing, service contracts, contractors</td>
<td>- Graphic navigation</td>
<td>PLM sales teams lead in ISUs with PLM + Maximo bundle for OEM’s customers</td>
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<tr>
<td>Preventative maintenance</td>
<td>- Portals</td>
<td>PLM drag: SmarTeam, CATIA, SOA infrastructure, GBS services</td>
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<tr>
<td>Security in disaster or emergency recovery</td>
<td>- Multi-CAD support</td>
<td></td>
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<tr>
<td>Reduced product liability</td>
<td><strong>Maximo Provides</strong></td>
<td><strong>EAM</strong></td>
</tr>
<tr>
<td>Regulatory compliance such as maintenance audits, environmental impact</td>
<td>Maximo manages information on physical equipment availability and status with mainly:</td>
<td>Maximo provides services and the customer is either the ISU who offers this to its customers or to the supplier who purchases the product.</td>
</tr>
<tr>
<td>Business efficiency – reduced spares, warehousing, proof-of-compliance for assets subject to audit and certification</td>
<td>- Geographical location</td>
<td>Maximo drag:</td>
</tr>
<tr>
<td>Lower and predictable maintenance costs</td>
<td>- Functional building blocks</td>
<td>Maximo Asset Configuration Management,</td>
</tr>
<tr>
<td>More effective Maintenance processes – ‘best practices’</td>
<td>- List of maintained equipments, spare parts for maintained equipment and Operations for repair/replacement.</td>
<td>Maximo Mobile Suite if customer is remote to OM work</td>
</tr>
<tr>
<td>Better ‘replace’ vs ‘repair’ decisions</td>
<td>Asset best-practices approach</td>
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<td>Lower Emergency Repair costs</td>
<td>Maintenance schedule</td>
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<td>Longer Asset life with a Proactive PM program</td>
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Qualify 1. EAM Process - Discrete Manufacturing Play

PLM: Director of Engineering, Mgr of Manufacturing Planning, Mgr of Production Ops

Does your customer have a need to:

- Stimulate product innovation?
- Reduce time to market?
- Manage inventory and extensive supply chains?
- Is customer designing and manufacturing complex parts or finished goods?
- Eliminate product prototypes - plastic/paper models, scaled mockups etc. to validate design layouts?

Other questions to ask:

- Is customer looking to integrate EAM, ERP with PLM manufacturing?
- Is customer looking to optimize manufacturing processes and tooling that supports production?
- Can enterprise EAM users access product technical information: drawings, bills-of-material or product configurations? Can technical information be linked/embedded into Maximo documents and templates?
- Is the customer challenged by excessive or fraudulent warrantee claims? Can designs be analyzed and usage simulated in CAD system?
- Does customer have a 3D CAD design strategy?
- Does customer using 2D drafting solutions CAD (e.g. AutoCAD) for plant layout, systems design, technical documentation? Of low end CAD for design and tooling (e.g. Jigs and fixtures)?
- Can customer use his CAD data downstream to support manufacturing and service-after-sales support?
## 2. Manufacturing: Service After Sales

### Business Value

- Service lifecycle management
- Eliminates high cost for customer to maintain direct relationships with multiple suppliers
- Establishes a single point of contact with customer base
- Extends OEM-customer relationship beyond point of sales
- Provides CRM feedback to PLM for new product releases
- Design innovation for manufacture and maintenance
- Lower and predictable maintenance costs
- More effective Maintenance processes – ‘best practices’
- Better ‘replace’ vs ‘repair’ decisions
- Lower Emergency Repair costs
- Longer Asset life with a Proactive PM program

### PLM Maximo Intersection

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<tr>
<th>Maximo Provides</th>
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<td>- Maximo information on manufactured elements delivered to customer</td>
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<td>- Optional interface to SAP</td>
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<td>- Maintenance and operations management</td>
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<td>- Asset best-practices</td>
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<td>- CRM feedback – OEM/Supplier product design performance</td>
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### Engagement Model

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<td>PLM drag: ENOVIA SmarTeam, CATIA, SOA infrastructure, GBS services</td>
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<table>
<thead>
<tr>
<th>EAM</th>
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<tr>
<td>Maximo provides services and customer is either OEM or OEM’s customer</td>
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<td>Maximo drag:</td>
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<td>Maximo Service Provider</td>
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<td>Maximo Mobile Suite if customer is remote to OM work</td>
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<tr>
<td>Lead industries are:</td>
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<tr>
<td>Aerospace, Automotive, Industrial Products, Electronics, Process, Power, Shipbuilding</td>
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</table>
Qualify 2. Manufacturing: Service After Sales

PLM: Director of Customer Services, Manager of Supply Chain Procurement

Does your customer have a need to:

- Improve customer satisfaction and product differentiation?
- Expand revenue opportunities by using service management capabilities?
- Reduce excessive or fraudulent warrantee claims?
- Track all component suppliers for all products design and delivered?
- Reduce replacement part inventory?

Other questions to ask:

- Does the company need to drive business improvement and growth? Are they considering service-after-sales strategies for their manufactured good?
- Does customer require specific product installation and configuration?
- Are PLM product assemblies and bills of material communicated to Maximo and ERP system?
- Is CAD system providing technical training information service-after-sales?
- Can manufacturer’s CAD system provide technical documentation for installation, testing and functional validation?
- Can enterprise EAM users access CAD product technical information: drawings, bills-of-material or product configurations?
- Are Hazardous materials in CAD products/processes communicated to customer support applications?
- Is customer looking to integrate EAM, ERP with CAD? Is inventory control a priority with the customer?
### 3. PLM – Maximo Integration Play

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<tbody>
<tr>
<td>Management of the product lifecycle</td>
<td>Existing customers with both solutions already installed</td>
<td>PLM</td>
</tr>
<tr>
<td>Leverage PLM assets through the enterprise</td>
<td>Examples: Hydro Quebec, Canada</td>
<td>PLM sales teams lead in ISUs with PLM+Maximo bundle for OEM’s customers</td>
</tr>
<tr>
<td>Cross LOB coordination</td>
<td>Bath Iron Works, USA</td>
<td>PLM drag: ENOVIA SmarTeam, CATIA, SOA infrastructure, GBS services</td>
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<tr>
<td>Design Engineering</td>
<td>US Army Vehicle Depot</td>
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<tr>
<td>Facilities O/M</td>
<td>Roll Royce, UK</td>
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<td>EDF Nuclear, France</td>
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<tr>
<td></td>
<td>Others ...</td>
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</tbody>
</table>
Qualify 3. PLM – Maximo Integration Play

PLM: Director of Engineering, Mgr of Manufacturing Planning, Director of Facilities & Operations

Does your customer have a need to:

- Insure maximum availability of facilities and assets all phases of product life and supply chain?
- Standardize on design/build/manage operations across multiple design/manufacturing and support centers?
- Reduce costs from duplication due to acquisitions and mergers?

Other questions to ask:

- Is customer looking to integrate EAM, ERP with PLM manufacturing? Is inventory control a priority with the customer?
- Can enterprise Maximo users access PLM product technical information: drawings, bills-of-material or product configurations? Can technical information be linked/embedded into Maximo documents and templates?
- Are PLM product assemblies and bills of material communicated to Maximo and ERP system?
- Is customer looking to optimize production with EAM support? For example, does Maximo manage robots, ERP, tool cribs, conveyors, product transport devices etc. used in production?
- Is customer challenged to demonstrate HES compliance during PLM product manufacturing?
- Is customer looking to improve OEE (operational equipment effectiveness) and ROA (return on production assets?)
- Is PLM providing technical training information for Maximo MRO: simulated maintenance procedures, workflow sequences, work instructions?
- Are Hazardous materials in PLM products/processes communicated to Maximo MRO applications?
# 4. ERP Manufacturing Play

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<td>Service contracts, Contractors</td>
<td><strong>PLM Provides</strong>&lt;br&gt;- Equipment &amp; systems system diagrams, equipment BOMs system connectivity, installation, O/M documents, configurations, locations, part numbers, spares, and local plant conditions affecting OM related equipment within the facility&lt;br&gt;- Graphic navigation&lt;br&gt;- Portals&lt;br&gt;- Multi-CAD support</td>
<td><strong>PLM</strong>&lt;br&gt;PLM sales teams lead in ISUs with PLM+Maximo bundle for OEM’s customers&lt;br&gt;PLM drag: DELMIA simulation, ENOVIA SmarTeam, CATIA, SOA infrastructure, GBS services</td>
</tr>
<tr>
<td>Preventative maintenance</td>
<td><strong>Maximo Provides</strong>&lt;br&gt;- Asset best-practices approach&lt;br&gt;- Interface to SAP, Oracle, other operational systems</td>
<td><strong>EAM</strong>&lt;br&gt;Maximo provides components and interfaces to SAP or other ERP&lt;br&gt;Customer is either the ISU who offers this to its customers or to the supplier who purchases the product. Maximo drag:&lt;br&gt;Maximo Asset Configuration Management, Maximo Mobile Suite if customer is remote to OM work</td>
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<td>Business efficiency – reduced spares, warehousing, proof-of-compliance for assets subject to audit and certification</td>
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## 5. Manufacturing Simulation Play

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<td></td>
<td>Maximo manages information on physical equipment with mainly</td>
<td>Maximo provides services and Customer is either the ISU who offers this to its customers or to the supplier who purchases the product.</td>
</tr>
<tr>
<td></td>
<td>- Geographical location</td>
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<td></td>
<td>- Functional building blocks</td>
<td>Maximo drag:</td>
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<tr>
<td></td>
<td>- List of maintained equipments, spare parts for maintained equipment and Operations for repair/replacement.</td>
<td>Maximo Mobile Suite if customer is remote to OM work</td>
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<td></td>
<td>- Asset best-practice approach</td>
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<td></td>
<td>- Maintenance schedule</td>
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</tbody>
</table>
6. **Lifecycle Configuration Management**

<table>
<thead>
<tr>
<th>Business Value</th>
<th>PLM Maximo Intersection</th>
<th>Engagement Model</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service contracts, contractors</td>
<td><strong>PLM Provides</strong></td>
<td><strong>PLM</strong></td>
</tr>
<tr>
<td>Preventative maintenance</td>
<td>- Equipment &amp; systems system diagrams, equipment BOMs system connectivity, installation, O/M documents, configurations, locations, part numbers, spares, and local plant conditions affecting OM related equipment within the facility</td>
<td>PLM sales teams lead in ISUs with PLM+Maximo bundle for OEM’s customers</td>
</tr>
<tr>
<td>Disaster or emergency recovery</td>
<td>- Graphic navigation</td>
<td>PLM drag: ENOVIA, DELMIA, CATIA, SOA infrastructure, GBS services</td>
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<tr>
<td>Regulatory compliance such as maintenance audits, environmental impact</td>
<td>- Portals</td>
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<tr>
<td>Business efficiency – reduced spares, warehousing, proof-of-compliance for assets subject to audit and certification</td>
<td>- Multi-CAD support</td>
<td><strong>EAM</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Maximo Provides</strong></td>
<td>Maximo provides services and Customer is either the ISU who offers this to its customers or to the supplier who purchases the product.</td>
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<td>Maximo manages information on physical equipment with mainly:</td>
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<td>Maximo Asset Configuration Management</td>
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<tr>
<td></td>
<td>- Functional building blocks</td>
<td>Mobility Suite if customer is remote to OM work</td>
</tr>
<tr>
<td></td>
<td>- List of maintained equipments, spare- parts for maintained equipment and Operations for repair/replacement.</td>
<td>Lead industries are: Aerospace, Automotive, Industrial Products, PPP</td>
</tr>
<tr>
<td></td>
<td>- Asset best-practices</td>
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<td></td>
<td>- Maintenance schedule</td>
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</tbody>
</table>
Resources
Learning More
Resources & Contacts
Webinar Series

- “Maximo Monday”
- “Tivoli Talk”
- PLM Webinars
PLM Tivoli-Maximo SSI Sales Site

w3-03.ibm.com/sales/support/information/plm/

PLM Gateway to Sales Support Information (SSI) for Tivoli-Maximo
Product Lifecycle Management with Tivoli Software and IBM Maximo Asset Management

IBM’s Product Lifecycle Management (PLM) solutions have led the way in product design and production innovation for more than 25 years. And now, IBM’s Tivoli software and IBM Maximo Asset Management solutions extend PLM capabilities with solutions for asset management at the plant where products are made and to Enterprise Asset Management, Service-after-Sales and Configuration Management of installed equipment. Manufacturers and manufacturers will benefit from more competitive, integrated production processes.
PLM – Maximo Demonstrations

1. Aerospace Accelerated Services Environment (AASE)
2. Service after Sales Warranty and Service Bulletins
3. BOM Synchronization: As Designed, As Built, As Maintained
4. Plant Operations and Safety
5. Remote Asset Fault Detection, Field Repair and Part Redesign
6. Aerospace Rapid Service Response
7. Integration Maximo with MatrixOne (as the leading PDM system part of the Dassault Systemes offering)
8. Integration with Delmia (Dassault Systemes) for 3D graphics for Maximo Asset Management
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