

Business Value Assessment (BVA) for Maximo - Approach⁽¹⁾



Collaborative process to strengthen the business case and **stakeholder buy-in** for the initiative



Targeted and proven approach that **leverages insights from operations and financial subject matter experts** and stakeholders while minimizing their time commitment



Elapsed timeline is **approximately two weeks**, with initial 2-3 interviews, interim checkpoints, and socialization of final deliverable

Assessment Scoping – ½ hour

Discovery Interviews – 1 hour per

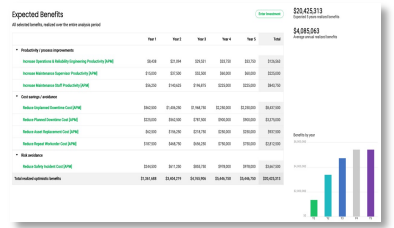
Synthesis and Value Model – 1 week

Value Case Readout – 1 hour



Objectives	Benefit Categories	Example Benefits
Increase Productivity	Maintenance Labor Productivity	1 Increase Operators & Reliability Engineering Productivity
		2 Increase Maintenance Supervisor & Staff Productivity
	Maintenance Cost	3 Increase MRO Inventory Productivity
		4 Increase Asset Warranty Claims Recovery
		5 Reduce Maintenance Downtime Cost
		6 Reduce External Maintenance Vendor Spend
Reduce Cost	7 Asset Utilization & Performance	7 Reduce Planned Downtime Cost
	Asset CapEx Optimization	8 Reduce Unplanned Downtime Cost
		9 Increase Production Quality and Yield
Mitigate Risk	10 Extend Economic Life of Assets & Equipment	
	11 Safety & Regulatory Compliance	11 Reduce Compliance Labor, Management, and Penalty Cost
	12 Reduce Service Level Agreement (SLA) Penalties	

	Current	Impact	Proposed
A Number of Maintenance Staff FTEs	100		100
B Cost of Maintenance Staff (burdened cost rate per year)	\$60,000		\$60,000
C Percent of Time Spent on Unproductive Tasks - addressable through EAM		20.0%	20.0%
D Increase in Maintenance Staff Productivity (with Maximo - Core)		0.0%	20.0%
E Increase in Maintenance Staff Productivity (with Mobile Technology)		0.0%	25.0%
Annual Total (A*B)*(1-(D+E)), without realization	\$1,200,000	\$540,000	\$660,000



1) The approach is flexible and can be customized to the client-specific situation and scope

If you are interested in learning more, please contact your IBM representative or business partner