

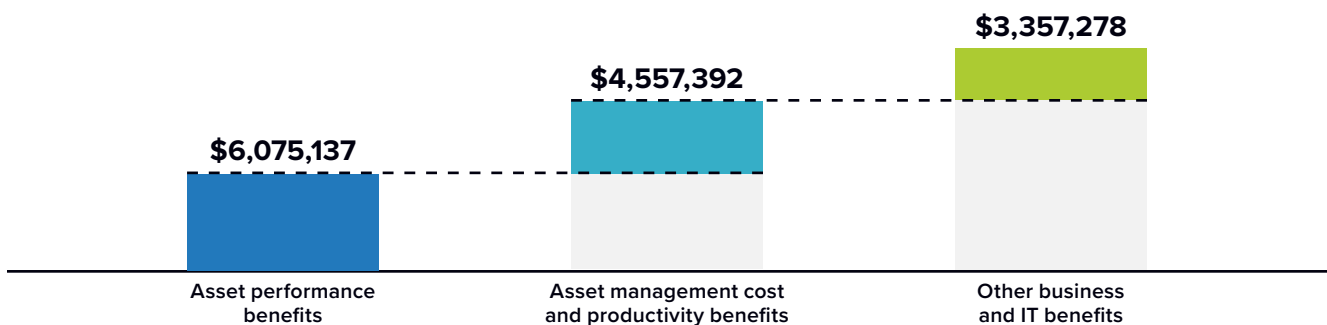
The Business Value of IBM Maximo

Organizations can achieve significant value by using IBM Maximo to manage their fleet of assets and the employees responsible for their maintenance. IDC projects that due to richer asset management capabilities, user productivity gains, decreased risk, and business enablement, organizations will realize **an annual average of \$2.9 million in benefits per 50 maintenance employees**, which results in an average **five-year ROI of 522%**.

KEY RESULTS



Average Annual Benefits per Organization: \$13.9M



CUSTOMER QUOTE:

“The biggest value-add of IBM Maximo is that we are starting to perform predictive maintenance on our equipment which will cut down on our forced outages. IBM Maximo provides greater workflow transparency to our user base, which we lacked before. Everyone knows where things are in the process and our business gets done much more efficiently by using IBM Maximo.”

ASSET PERFORMANCE BENEFITS

- **18%** better overall equipment effectiveness
- **47%** reduction in unplanned equipment or site downtime events
- **52%** quicker unplanned downtime resolution
- **17%** increase in average lifespan of assets

ASSET MANAGEMENT COST AND PRODUCTIVITY BENEFITS

- **40%** more productive asset managers
- **26%** more productive technicians
- **34%** increase in inspection accuracy rate
- **57%** improvement to mean time to repair rate

OTHER BUSINESS AND IT BENEFITS

- **21%** more productive compliance teams
- **\$2.8 million** in additional revenue per year

CUSTOMER QUOTE:

“IBM Maximo mobile is a game changer for my organization. Mobile has given technicians all the needed information about jobs, which they lacked before. With their smart device, you can issue them the workorder. From there they get the job number, the serial number of the equipment, and the hours they're meant to spend on it, along with any job specific instructions. This has had a very positive impact on technician efficiency.”

Business value results are based on interviews with IBM Maximo customers. Your benefits, costs, and results may vary.