

IBM Sustainability
Maximo Application Suite
with Envizi

May 2025

IBM



IBM Software

Hybrid Cloud

Unify on-prem, public, private clouds and edge to scale virtualization and AI across environments



Transaction Processing

Deliver unmatched transactional performance, security and reliability



Automation

Automate technology lifecycle management with AI for productivity, resiliency and spend optimization



Data

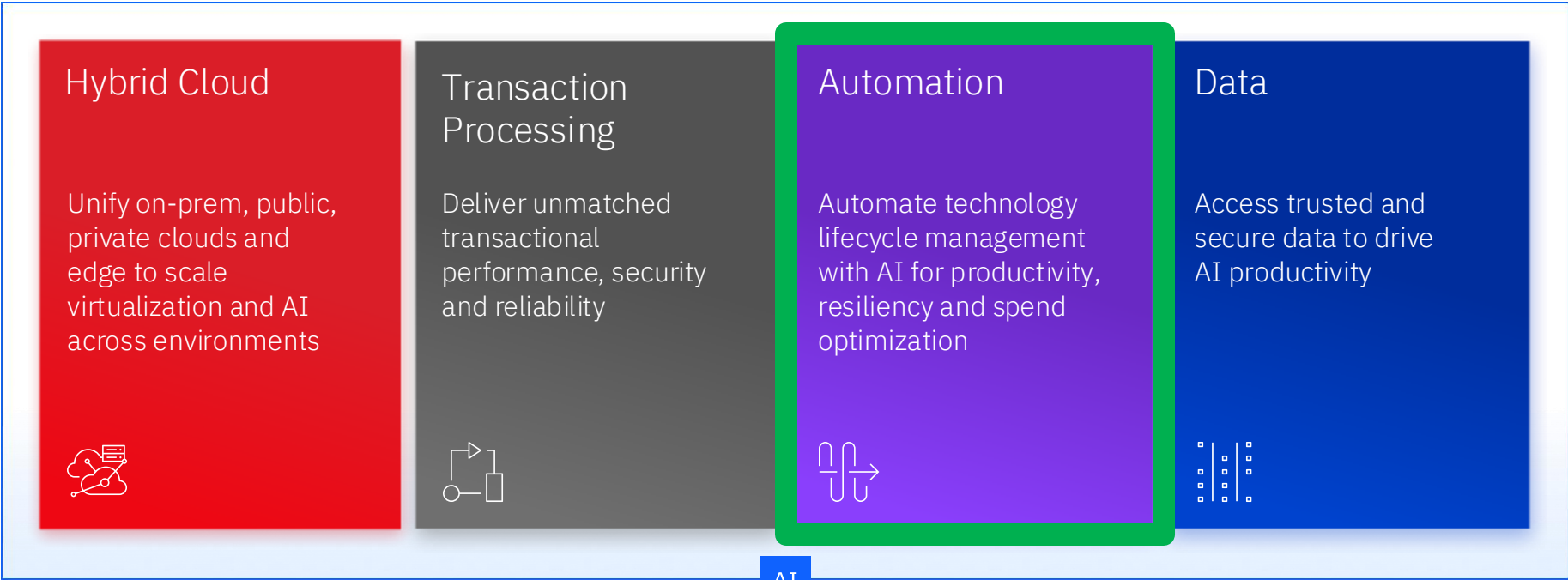
Access trusted and secure data to drive AI productivity



AI

Open and Trusted

IBM Software



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Application Development and Integration

Connect teams, data, and technology to modernize, innovate and automate your systems and applications for faster, more efficient development at scale

Infrastructure Automation

Unlock developer productivity and lower the risk of breaches for more resilient and secure infrastructure and faster time to market with AI-enhanced capabilities

Technology Business Management

Reduce cloud waste, application risk, gain visibility of IT spend, and proactively resolve issues for better uptime and user experiences with AI-enhanced capabilities

Application Development



Enterprise Application Service for Java

Application Integration



Hybrid iPaaS



API Connect®

Infrastructure Lifecycle Management



Terraform



Consul



Nomad



Vault

HashiCorp acquisition pending

Identity & Access Management



Verify

Network Management

NS1

NS1®



Hybrid Cloud Mesh



SevOne®



Rapid Network Automation

Observability



Concert®



Instana®



Turbonomic®

FinOps



Cloudability®



Kubecost

IT Financial Management



Apptio®



Targetprocess

Asset Lifecycle Management



Maximo® Application Suite



Envizi ESG Suite



Environmental Intelligence

Without data
sustainability is not visible,
it's not actionable,
and it's not operational.

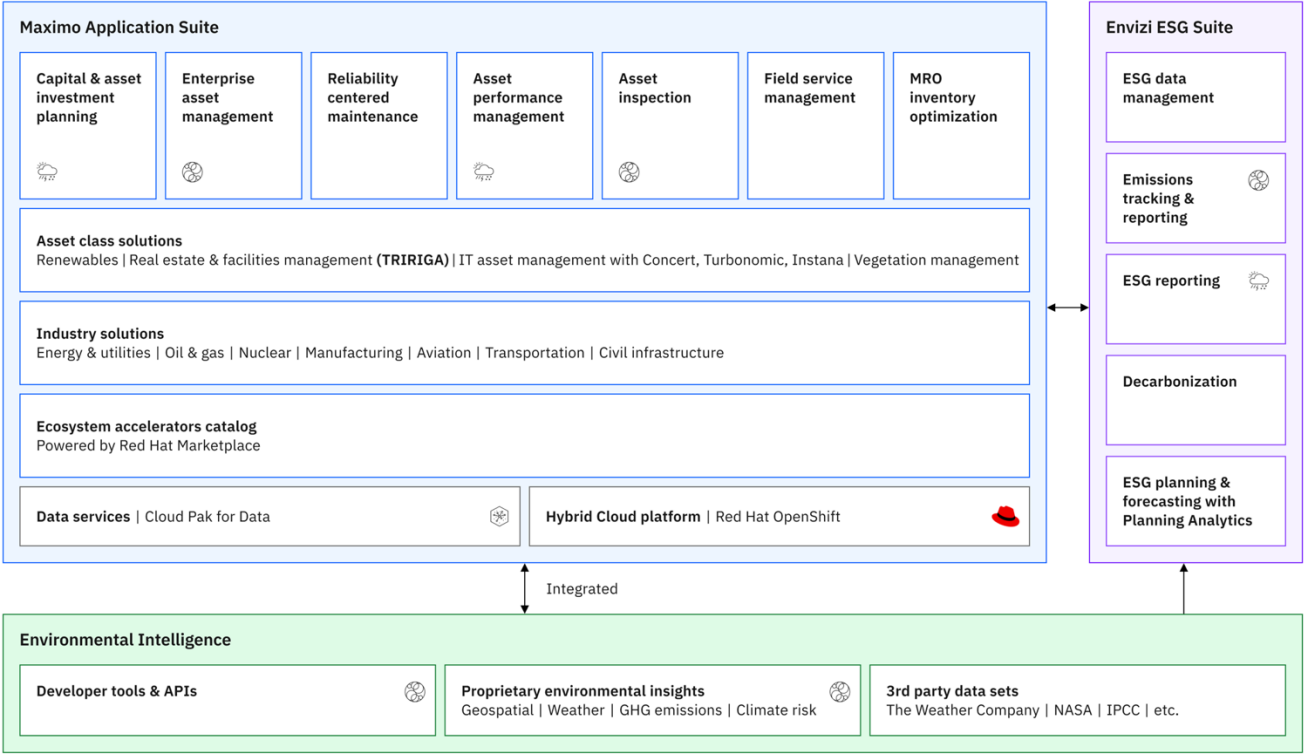
Turning information into competitive advantage

1. Define ESG/Sustainability **Goals** — create purpose and direction
2. Leverage **Data** — establish a baseline and track ongoing performance
3. **Operationalise** sustainability goals — drive organisational change

IBM Asset Lifecycle Management : Integrated solution - powered by Maximo

Value:




- **Assets:** Extend asset life and productivity
- **Costs:** Reduce the cost of maintenance
- **Risks:** Manage risk associated with availability & sustainability
- **People:** Increase productivity



How do we package and offer our solution to meet client outcomes?


Envizi module offerings


Capabilities are offered to as **modular components**, providing clients with flexible solution options.

-  Modules & Add-ons
-  In Preview
-  Included in Data Management Base

Client Outcomes

 Strategic decision-making

 Streamlined reporting, disclosure and climate risk assessment

 Accelerated path to decarbonization



Report, disclose, comply and mitigate risk

ESG Reporting Frameworks

Climate Risk



Improve ESG performance and decarbonize

Building Ratings and Benchmarks

Target Setting and Tracking

Scope 3 Supply Chain Intelligence

Utility Bill Analytics

Sustainability Program Tracking

Scope 3 Financed Emissions

Interval Meter Analytics

Planning Analytics



Calculate and manage ESG metrics

Social & Governance Metrics

Scope 1+2 GHG Acc and Reporting

Scope 3 GHG Acc and Reporting



Build an ESG data foundation

Data Management Base

SSO

Supplier Engagement

Sandbox

API Access

Surveys and Assessments

Connector

Data Export



Positioning the Envizi up-sell

1. Goals

Sustainability Strategy and Roadmap

Co-creating a sustainability agenda and pathways towards delivering corporate social impact and business value

IBM Consulting
IBM Client Engineering

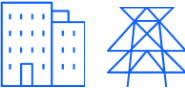
2. Data

ESG Data, Reporting and Risk Management

System of record for ESG data and insights to measure, report, operationalize and achieve your sustainability roadmap

Envizi

3. Operationalise



Intelligent assets, facilities and infrastructure

Operational insights to drive clean energy transition, efficient waste management, and decarbonization

Maximo / (MRE aka TRIRIGA)



Responsible computing and green IT

Responsible computing to enable sustainable IT and drive social impact

Turbonomic



Sustainable supply chains and circularity

Intelligent workflows for equitable, transparent, and carbon regenerative supply chains


OMS / SCIS

Envizi Value Proposition

ESG data management, reporting and insights

The building blocks that accelerate your sustainability performance

1.
Build ↪
Data Foundation




A single system of record that delivers auditable, financial grade sustainability data

2.
Streamline ↪
Reporting + Disclosure



GHG calculation and flexible reporting tools to meet internal and external requirements

3.
Accelerate ↪
Decarbonization



Unlock insights to inform the fastest and most cost-effective pathway to low carbon goals

Maximo Value Proposition

Sustainable Operations: Productive Assets + Infrastructure

Simplify and scale the maintenance of all your critical assets

1.

Maximise ↻
Asset Service Life



Preventive and predictive maintenance to reduce operational incidents and cost of response, repair and replacement

2.

Automate ↻
Operations + Maintenance



Reduce manual work, bottlenecks and cost, whilst improving business processes, up-time and productivity

3.

Transform ↻
Operating Model



Connect the enterprise with a source of truth for your assets to inform decision making at all business levels – from strategy to operations

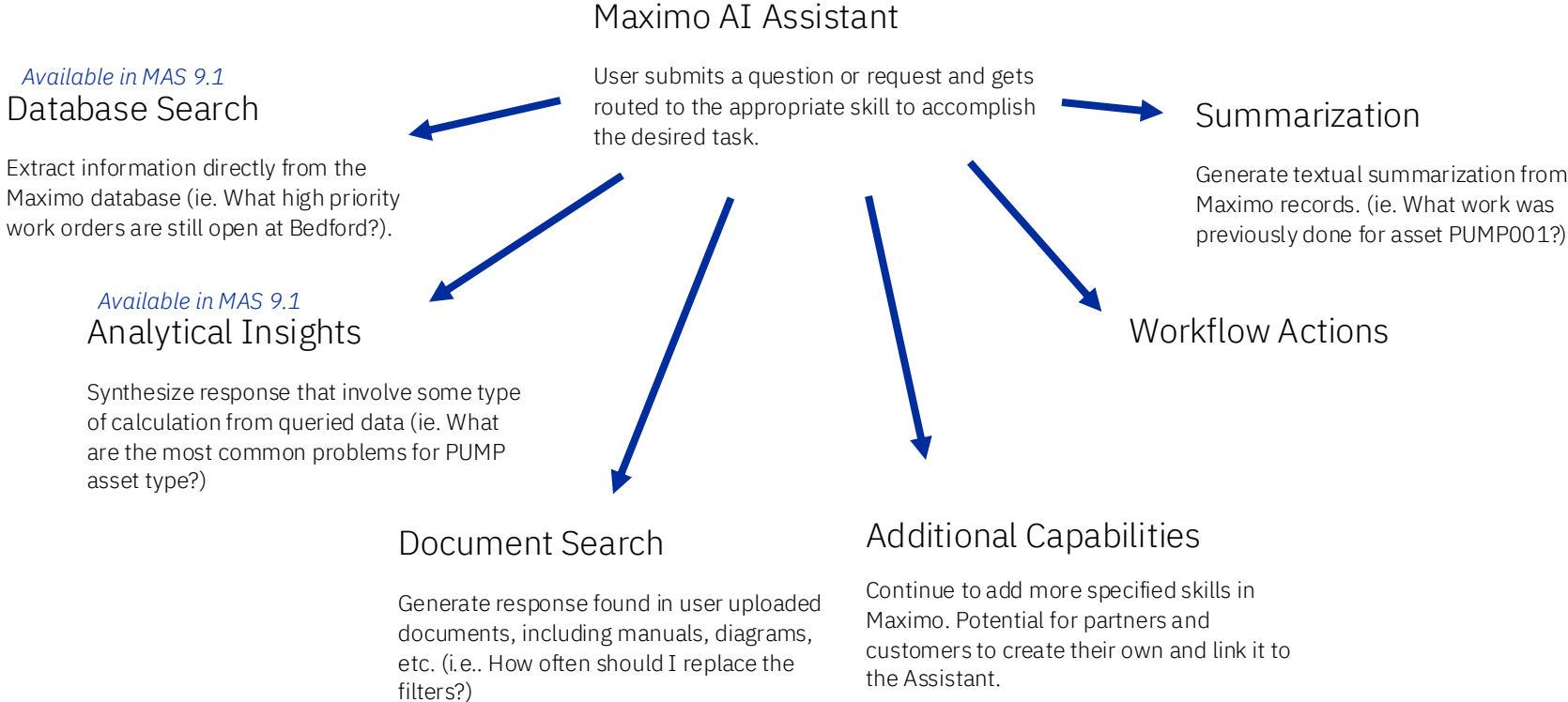
4.

Differentiate ↻
Industry Best Practice



Have confidence that your operating model and procedures are following industry best practices and tailored to your organization's specific needs

More than just a chatbot – Maximo’s AI assistant helps you **do** work



Envizi + Maximo Value Proposition

Sustainability Synergies

Envizi: The building blocks that accelerate your sustainability performance

1.
Build ↻
Data Foundation



2.
Streamline ↻
Reporting + Disclosure



3.
Accelerate ↻
Decarbonization



Envizi + Maximo:

Get **transparency of your operations** and use this to **drive efficiencies** across your management of assets and **elevate overall sustainability practices**



Feed data from your entire portfolio of assets and plug them into Envizi for reporting



Leverage out-of-the-box tools to simplify reporting (compliance and performance)

1.
Maximize ↻
Asset Service Life



2.
Automate ↻
Operational Processes



3.
Transform ↻
Operating Model



4.
Differentiate ↻
Industry Best Practice



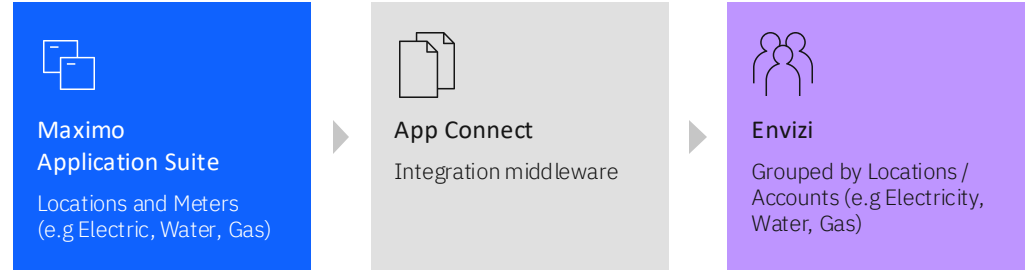
Maximo: Simplify and scale the maintenance of all your critical assets

Envizi + Maximo Working Together

Connector to Envizi (available in MAS 8.9)

Enable a one-way push of [Locations](#) and [Meter Reading](#) data from Maximo to Envizi systems enabled by IBM App Connect.

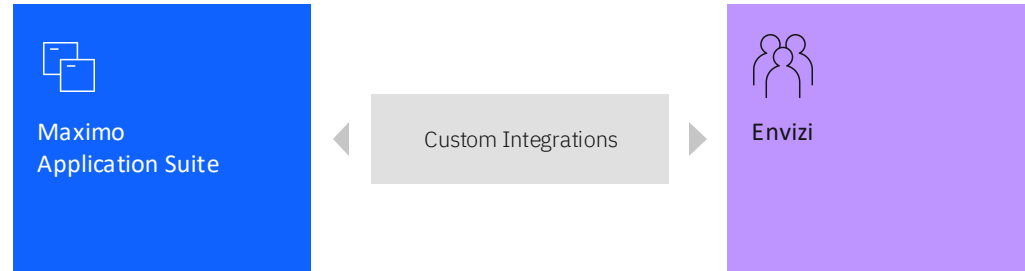
This enables [automated capture](#) of energy usage data directly from Maximo to calculate scope 1 and 2 [emissions such as Electricity, Natural Gas, and Water](#).



Custom Integration

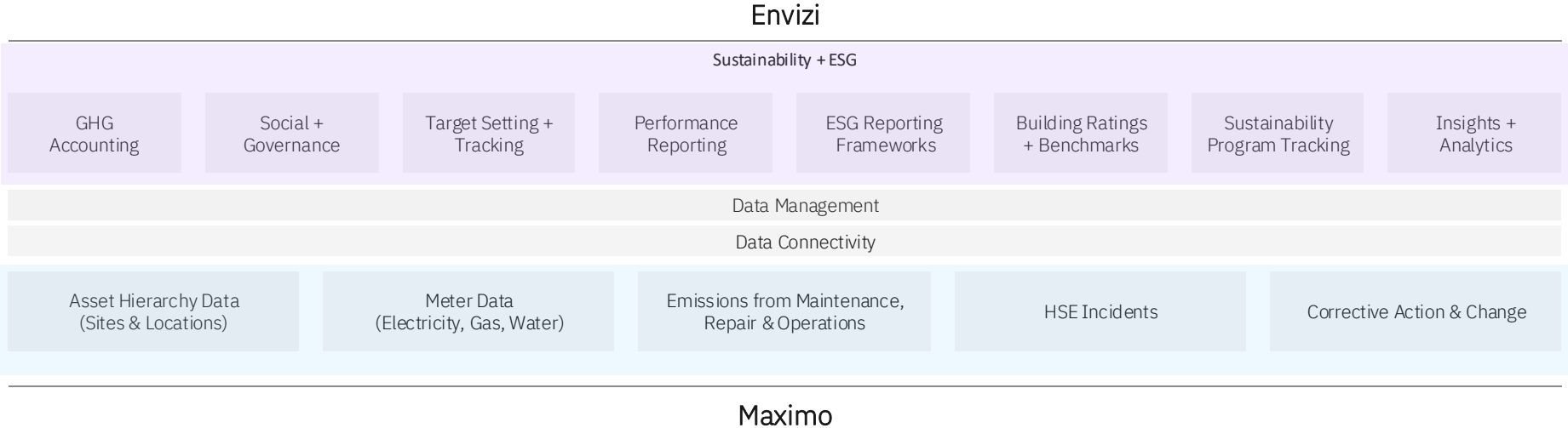
Customers and service providers familiar with the Maximo Integration Framework can build custom bidirectional integrations. The code pattern for the above connector is also available for customers that have App Connect.

- E.g. Sync additional data from Maximo (incidents, inspections, asset performance, IoT Monitoring)
- E.g Create Service Requests directly from Envizi



Envizi + Maximo Technical Integration

Use case Scenarios



Envizi + Maximo Technical Integration

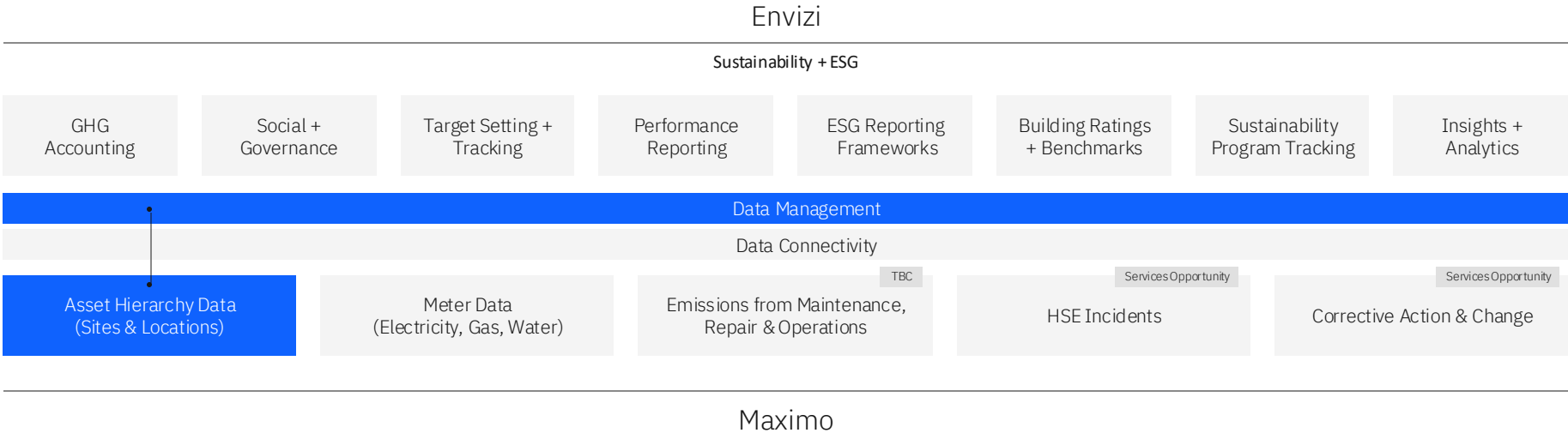


App Connect
Integration middleware

Included with MAS 8.9+



Dynamically synchronize sites and locations utilizing Meters to ensure ongoing reliability and integrity of common data points shared between systems and streamline the integration process.



Envizi + Maximo Technical Integration

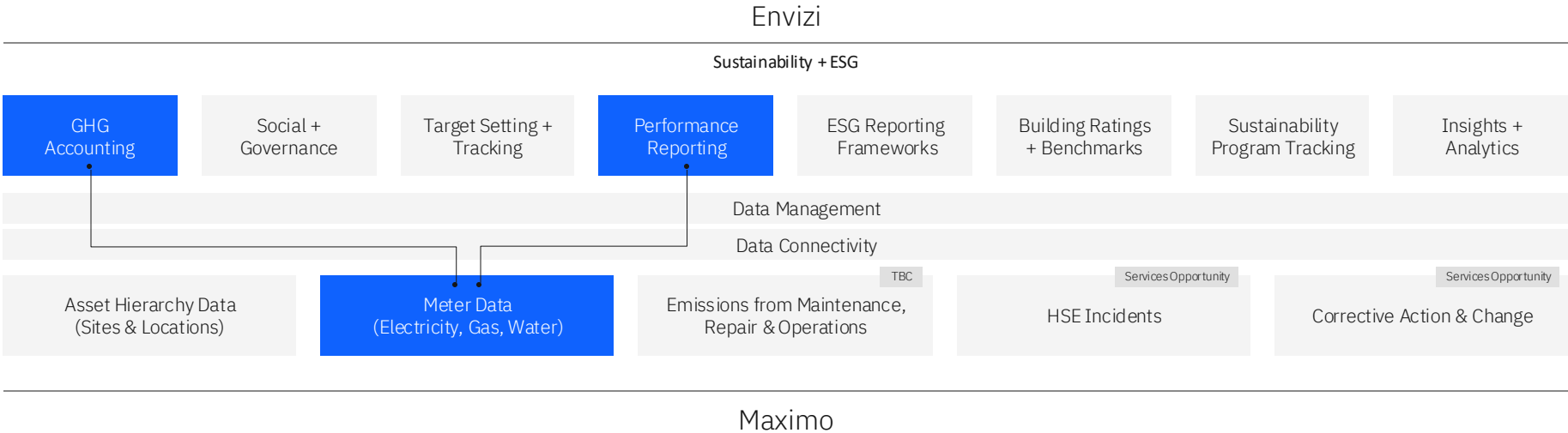


App Connect
Integration middleware

Included with MAS 8.9+



Envizi to display electricity, water and gas from Maximo Meters to enable comparisons between actual performance and baselines or targets. It also enables tracking of improvements over time resulting from efficiency initiatives.

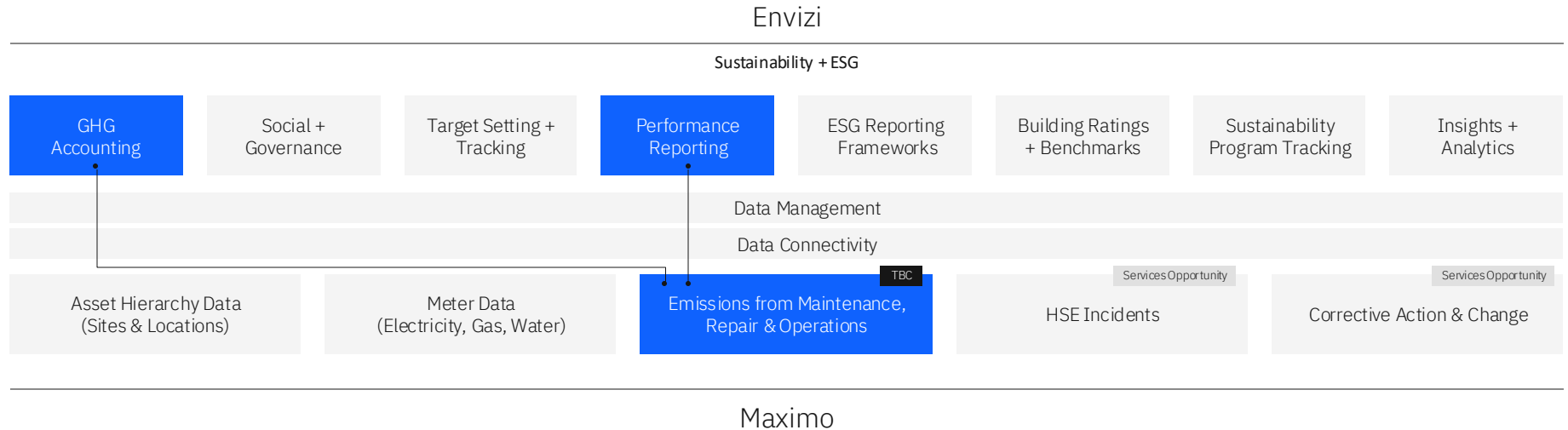


Envizi + Maximo Technical Integration



Custom integrations can be considered on a case-by-case basis. Please engage the Envizi and TRIRIGA product teams for feasibility and timelines.

Envizi to capture activity data from purchased goods & services (e.g. fuels, refrigerants, oils & lubricants).



Envizi + Maximo Technical Integration

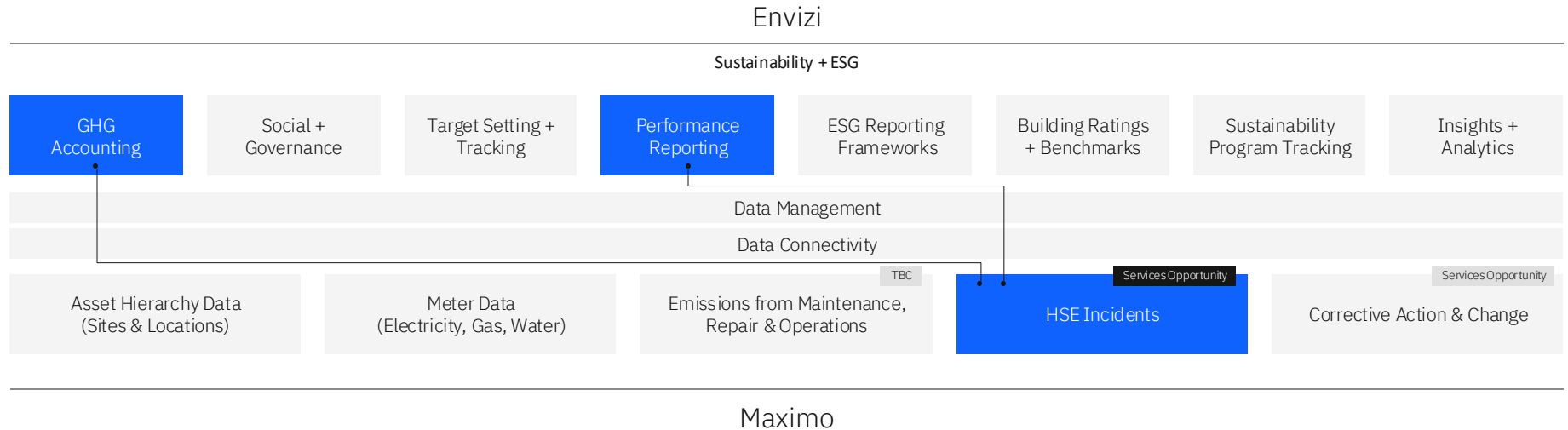


Custom integrations can be considered on a case-by-case basis. Please engage the Envizi and TRIRIGA product teams for feasibility and timelines.

Envizi to capture HSE incidents, including Environmental (e.g. refrigerant leaks & flaring events) that are tracked and reported at the corporate level.

* Incident qualification can be additionally supported through a Services engagement

* Future capability supported by a Services engagement: OSHA-style incident reports (in Maximo) feed up into Envizi ESG Reporting

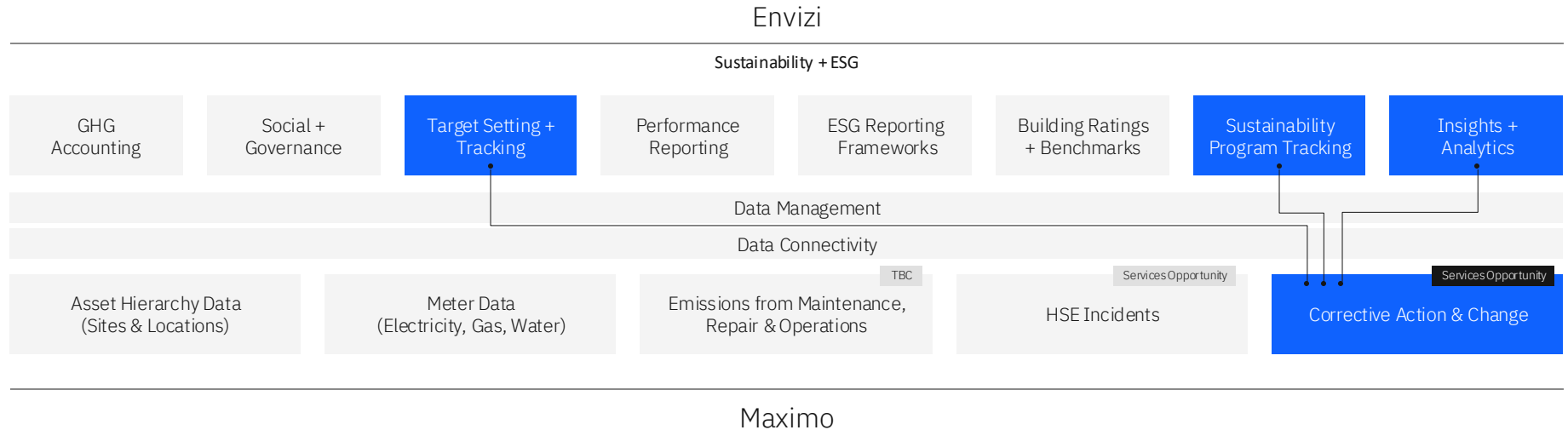


Envizi + Maximo Technical Integration

Custom integrations can be considered on a case-by-case basis.



Connections between goal setting at the corporate level (Envizi) and operation level (Maximo).
Envizi to trigger Corrective Action Tasks (surfaced in Maximo) based on anomaly detection e.g. large variance in emissions intensity identified for Metered asset.



Maximo's Sustainability Focus

HIGH
organizational
maturity



Maximo's sustainability play focuses on **raising the maturity level** of an organization's sustainability program from **compliance to optimization**.

Framing the up-sell conversation

Understand Client Context and POV

- Organisational challenges
- Client sustainability goals
- Target personas

Anticipate Client Asks and Build Trust

- Buyer's journey

Prepare for Client Conversations

- Conversations aligned to sustainability goals
- Sustainability use cases

Sustainable Operations: Productive Assets & Infrastructure

Client Context and POV

Organisational Challenges

Corporate level

- Balanced scorecard into corporate operational reporting
- Operational KPIs as trends and near misses
- Sustainability KPIs on goals and impact
- Longer term risks and strategies

Environmental function level

- Operational risks assessed on environmental impact
- Coordinated with operational teams
- Flow into impacted operational plans

Plan level

- Short term operational risks and mitigation actions
- Environment being included in safety
- Critical equipment reported with readiness

Client Sustainability Goals



Establish corporate sustainability baseline



Execute corporate sustainability strategy and meet targets



Maximise asset service life and reduce environmental impact

Target Personas



Sustainability Executive

Responsible for Environmental, Social, Governance (ESG) and sustainability adoption, compliance matters and reporting.

Focus: Ensure that relevant regulatory, sustainability goals are met in prescribed timeframes to the delight of stakeholders.



Sustainability Officer

(May be referred to as an Environmental Officer, if working as part of the HSE or environmental management team)

Responsible for meeting operational performance targets. (This is done by working closely with Operations, at a site level)

Focus: Management of operational sustainability, at a site level. May liaise with the corporate sustainability team.

May have a direct reporting line to the corporate sustainability team. At a large site there may also be a Sustainability or Environmental Manager in place.



Operations + Maintenance Manager

Responsible for the entire asset portfolio, operational efficiencies, minimizing CAPEX as well as HSE compliance matters related to assets.

Focus: Ensure that asset availability is maximized while containing cost, ensuring compliance to regulatory requirements including ESG metrics and sustainability goals.

- Minimize down-time and losses in production
- Ensure safety of staff, plant and operations – rules and regulations are followed, maintenance and operation of facilities are kept up
- Deliver on operational target



HSE Manager

Responsible for establishment and ongoing management of HSE programs and processes.

Focus:

- Ensure appropriate procedures and processes are in place
- Audit procedures regularly and reports on HSE performance
- Ensure that personnel have the necessary competence to carry out their duties – plays a key role in training
- Ensure timely and accurate reporting to regulatory bodies



IT Manager

This is often a key stakeholder in the current relationship and could be used as an entry point to discussions with the above-described personas.

Target Industries

Heavy industry and manufacturing

- Mining / Resources • Oil and Gas • Automotive

Infrastructure

- Utilities • Telecommunications • Transport



Sustainable Operations: Productive Assets & Infrastructure

Buyer's Journey: Pre-Sale

Sales Stage	Plan 1. Identify target customers	Engage 2. Initial conversation	Qualify 3. Broader Sustainability discussion	Qualify, Design, Propose 4. Discovery & Envizi deep dive	Closing ▶
Who?	IBM Sustainability Seller	IBM Sustainability Seller IT Manager Operations + Maintenance Executive HSE Manager	IBM Sustainability Seller Envizi Tiger Seller MAS Tech Sellers Operations + Maintenance Executive HSE Manager Sustainability Executive	IBM Sustainability Seller Envizi Tiger Seller MAS Tech Sellers Operations + Maintenance Executive HSE Manager Sustainability Executive	
What? Why?	<ul style="list-style-type: none"> Initial research to identify target Maximo customers with Sustainability goals that would benefit from Envizi offering 	<ul style="list-style-type: none"> Entry point conversation between IBM Seller and IT to get an introduction to Operations, Maintenance and or HSE Manager(s) Initial conversation between IBM Seller and Operations, Maintenance and or HSE Manager(s) to understand Sustainability needs and pain points 	<ul style="list-style-type: none"> Follow-up conversation between IBM Seller, Operations, Maintenance and or HSE Manager(s) and Sustainability Executive to "open the aperture" and discuss sustainability approach more broadly 	<ul style="list-style-type: none"> Discovery session to : <ul style="list-style-type: none"> understand the technical context and main objectives identify use cases 	
Key Actions/ Outcomes	<ul style="list-style-type: none"> Reaches out to contact in IT for an initial conversation 	<ul style="list-style-type: none"> Introduces Envizi (value proposition, capability, demo) Introduces MAS HSE (value proposition, capability, demo) <p>Proposes follow-up: joint meeting between Operations, Maintenance and or HSE Manager(s) and Sustainability Executive</p>	<ul style="list-style-type: none"> Gains awareness and context behind sustainability targets being "handed down from above" Gains insight into the operational processes that feed back up in to the overall Sustainability performance scores driven by assets (i.e. emissions/regulatory permit reporting) 	<ul style="list-style-type: none"> Conducts discovery session Demos capability of Envizi, Envizi+Maximo Answers technical questions (architecture, governance) Understands the extent to which Envizi+Maximo streamlines reporting both regulatory compliance and sustainability performance 	

Sustainable Operations: Productive Assets & Infrastructure

Client Conversations

Client Sustainability Goals

Conversation Entry Points

Target Audience



Establish corporate sustainability baseline

- Collection of consumption and emission data to corporate sustainability system of record
- Sustainability and ESG compliance reporting

Sustainability Executive	Envizi
Operations + Maintenance Mgr	Maximo
HSE Manager	Maximo



Execute corporate sustainability strategy and meet targets

- Establish and plan corporate sustainability strategy and operational targets
- Improve sustainability performance through environmental management and operational change



Maximise asset service life and reduce environmental impact

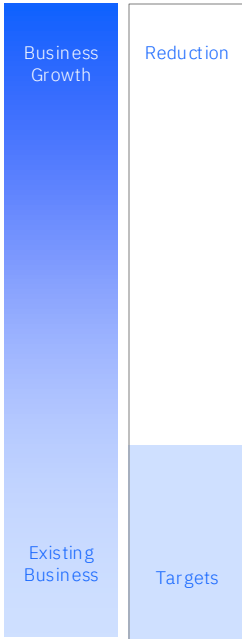
- Drive operational change through sustainability insights

Sustainability Officer	Envizi
Operations + Maintenance Mgr	Maximo
HSE Manager	Maximo

Operationalizing Sustainability with Maximo+Envizi

Use Case Overview

Consumption & Emissions



Measure
Establish a data foundation (including capturing data inputs) to set baseline measurements

Analyse & Plan
Analyze data to understand state-of-play, identify risks and opportunities, develop scenario models and a action plans

Adapt
Take actions to drive sustainability outcomes

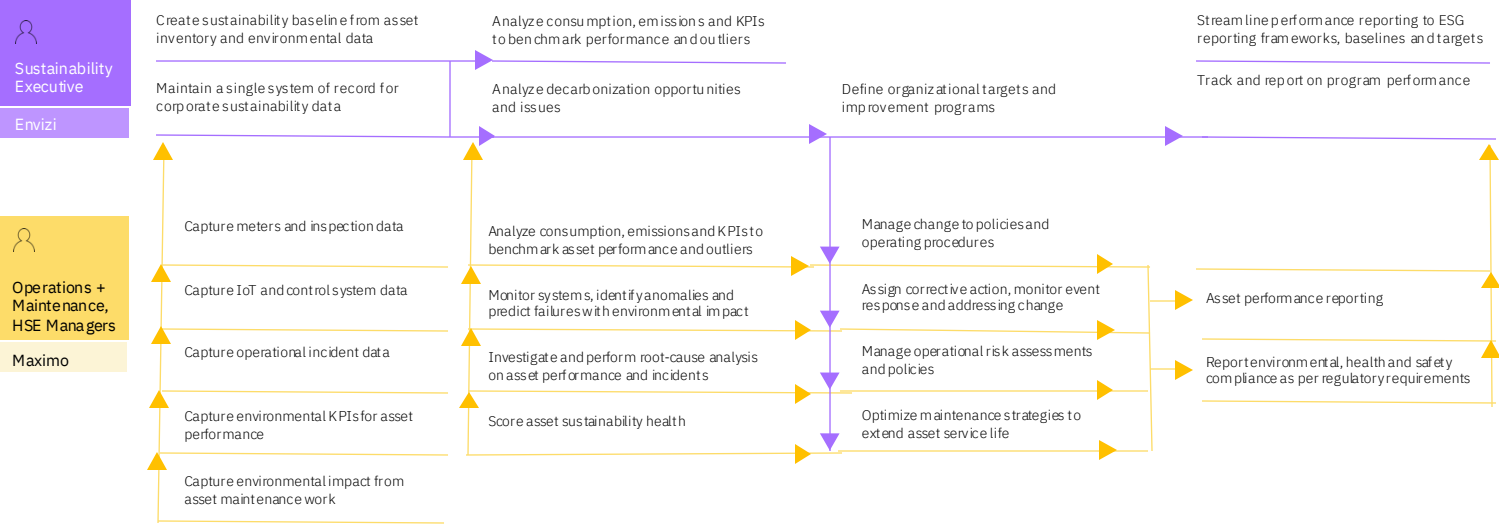
Report & Comply
Report on progress, performance and compliance

Maximo+Envizi Process to Operationalizing Sustainability
Identify most environmentally critical assets and the operational changes that provide the largest reduction of consumption and emissions.

Link the environmentally critical assets to business goals for a additional business benefits and return on investment. Create prioritized roadmap.

Act on the largest consumption and emissions reduction and business benefits.


Obtain sustainability goals early while running your business more efficiently and effectively.



Productive Assets & Infrastructure

Client Solution (Envizi + Maximo)


GOAL 1



Establish corporate sustainability baseline





USE CASE 1.1
Create sustainability baseline from asset inventory and environmental data

 Sustainability Executive Envizi




- USE CASE 1.3** Capture meters and inspection data
- USE CASE 1.4** Capture IoT and control system data
- USE CASE 1.5** Capture operational incident data
- USE CASE 1.6** Capture environmental KPIs for asset performance
- USE CASE 1.4** Capture environmental impact from asset maintenance work

 Operations + Maintenance Mgr Maximo

 HSE Manager Maximo


USE CASE 1.2
Streamline performance reporting to ESG reporting frameworks, baselines and targets

 Sustainability Executive Envizi

Productive Assets & Infrastructure

Client Solution (Envizi + Maximo)

GOAL 2



Execute corporate sustainability strategy and meet targets



Establish a data foundation (including capturing data inputs) to set baseline measurements

Analyse data to understand state-of-play, identify risks and opportunities, develop scenario models and action plans

Take actions to drive sustainability outcomes

Report on progress, performance and compliance

USE CASE 2.1

Analyze consumption, emissions and KPIs to benchmark performance and outliers

USE CASE 2.2

Analyze decarbonization opportunities

 Sustainability Executive	Envizi
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USE CASE 2.3


Define organizational targets and improvement programs

 Sustainability Executive	Envizi
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⋮ Data feeds down from Envizi into Maximo
▼

USE CASE 2.4


Manage change to policies and operating procedures

 Operations + Maintenance Mgr	Maximo
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 HSE Manager	Maximo
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Productive Assets & Infrastructure

Client Solution (Envizi + Maximo)

 GOAL 3

Maximise asset service life and reduce environmental impact



Establish a data foundation (including capturing data inputs) to set baseline measurements

Analyse data to understand state-of-play, identify risks and opportunities, develop scenario models and action plans

Take actions to drive sustainability outcomes



Report on progress, performance and compliance

USE CASE 3.2
Analyze consumption, emissions and KPIs to benchmark asset performance and outliers

USE CASE 3.5
Monitor systems, identify anomalies and predict failures with environmental impact

USE CASE 3.8
Investigate and perform root-cause analysis on asset performance and incidents

USE CASE 3.10
Score asset sustainability health



 Operations + Maintenance Mgr	Maximo
 HSE Manager	Maximo

USE CASE 3.3
Manage change to policies and operating procedures

USE CASE 3.6
Assign corrective action, monitor event response and addressing change


USE CASE 3.9
Manage operational risk assessments and policies

USE CASE 3.11
Optimize maintenance strategies to extend asset service life

 Operations + Maintenance Mgr	Maximo
 HSE Manager	Maximo



USE CASE 3.1
Track and report on program performance

 Sustainability Officer	Envizi
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 Data sharing to track performance at corporate level (Envizi) and operation level (Maximo)

USE CASE 3.4
Asset performance reporting

USE CASE 3.7
Report environmental, health and safety compliance as per regulatory requirements

 Operations + Maintenance Mgr	Maximo
 HSE Manager	Maximo

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