

**AQUITAS
SOLUTIONS**

MAXIMO **NOW**

Simplified Success in EAM





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An accomplished Enterprise Asset Management and Supply Chain Management professional with over 20 years of experience in multiple asset driven industries including Utilities, Government and Defense.



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Darren has 28 years in the industry and 23 years of direct Maximo experience in multiple asset driven industries including Utilities, Oil and Gas and Transportation.

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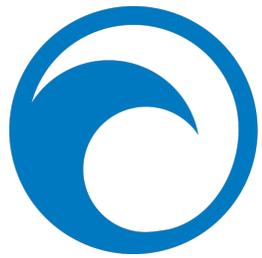
What is MaximoNOW

Benefits

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Q&A





AQUITAS SOLUTIONS

– at a Glance

Founded: 2006 | HQ: Atlanta, GA



- Consultants Avg. 14+ Years Asset Management Experience
- Focused on EAM and IoT Software, Services & Strategy
- Service-Disabled Veteran Owned Small Business (SDVOSB)
- Advocate of Women in Reliability & Asset Management (WIRAM)
- Gold Level IBM Business Partner
- GSA Schedule
- Robust Master Data Management Program



What was MaximoNOW?

What it used to be –

-  **MaximoNOW Work Management:** leverage core Maximo functionality to enable the management of a work order backlog through workflows, basic work types (PM, CM, EM, CP, and HSE), work order statuses, saved queries, and more.
-  **MaximoNOW Inventory Management:** enable quick setup for the management of inventory movement (issues, transfers, returns) and the replenishment of inventory via Inventory Reorder.
-  **MaximoNOW Purchasing Management:** get up and running quickly with simple Purchase Request (PR), Purchase Order (PO) and Request for Quotation (RFQ) processes in Maximo.
-  **MaximoNOW Classifications:** improve ability to report, analyze and make informed business decisions with a rapidly built customer specific classification structure that can be used to classify Items, Assets, Operation Locations, or any other Maximo objects.
-  **MaximoNOW Failure Codes:** expand ability to quickly identify and report multiple contributing failure modalities. This functionality does not replace OOTB Failure Reporting application, but is an additional tool to feed FMEA process.



What is MaximoNOW... Now?

MaximoNOW is the refresh of that past initiative where we have now created a service accelerator that can be **easily** positioned, sold and installed, resulting in our customers getting Maximo up and running at an accelerated pace.

Customers will receive:

- ① **12 simplified applications** in Maximo with many of the “unnecessary/mature” fields conditionally hidden **vs** the consultant spending time and effort to perform these repetitive tasks, freeing up their time to provide more value-added activities for the client.
- ② **7 start centers / user roles** with result sets that reflect the industry standard requirement of a large percentage of industry **vs** customers indecision on what they want or to see and the inevitable time it takes to figure that out and build the screens.
- ③ **5 predefined workflows** enabling common best practices around procurement and work management. Customers have the option to mature workflows as required **vs** customers not even leveraging the power of workflow until Phase 2 or 3 of their projects.



What is MaximoNOW... Now?

MaximoNOW is the refresh of a past initiative to create a service accelerator that can be marketed, sold and installed, resulting in our customers getting Maximo up and running at an accelerated pace.

Customers will receive

- ① Access to all Aquitas published accelerators such as legacy PO and WO, and Inspection Results Manager vs having to purchase those accelerators at a future time.
- ① More competitive/flexible services cost.
- ① Prebuilt training based on the standards MaximoNOW are built on vs typical 2-3 weeks of customer training development.
- ① Application import/export enabled for key applications allowing customers to use simple integration techniques vs having to develop expensive and time-consuming integrations.
- ① Optional Inventory Standardization tools that quickly cleanse inventory data vs time and effort and inevitable stalling that comes with customers standardizing their inventory or worse yet, loading it as is.

DEMO

MAXIMO **Now**



Statistics

- ① Statistically, our implementations are taking approximately **8 weeks from start to finish**.
- ① Typical implementations include production and development environments.
- ① All MaximoNow implementations thus far have been on Projotech hosting.
- ① We rely on the timely support of Projotech for standing up the environment and any hosting support related issues.
- ① We've produced an accelerated process to have the system up and available for client data in **a matter of days**.
- ① **We help the clients understand** what is required of them for data both during the sales cycle and during implementation trying to reduce as much of the data collection-related bottleneck as possible – **Education is key**.
- ① We always offer the customer **flexibility**. The idea is MaximoNOW is what we implement, and it will be quick, but we're prepared to help the client with issues in the future.



Thank you! Questions?



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