



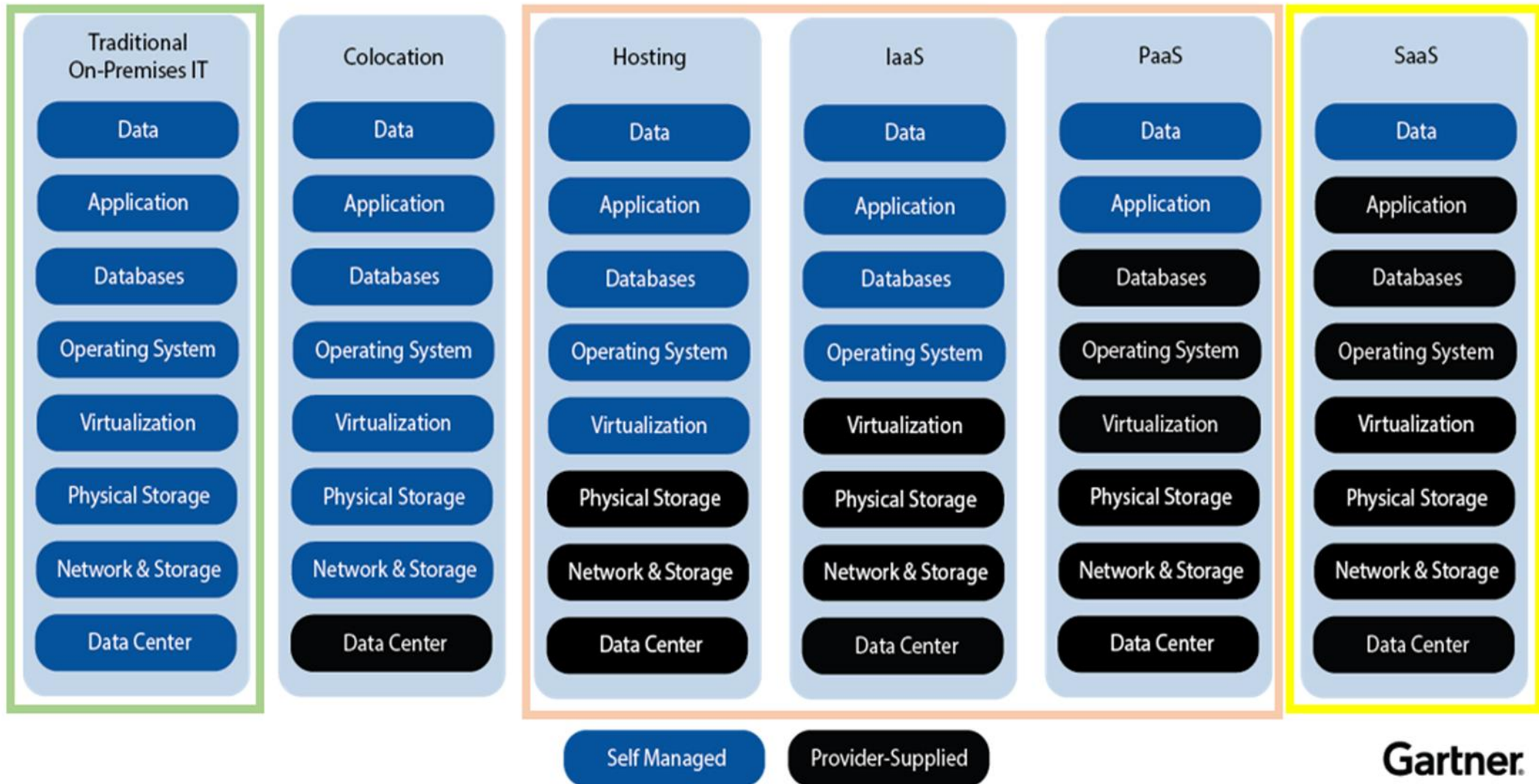
WMMUG: Cloud & Hybrid Hosting

- > Cloud Options
- > License Structure (AppPoints)

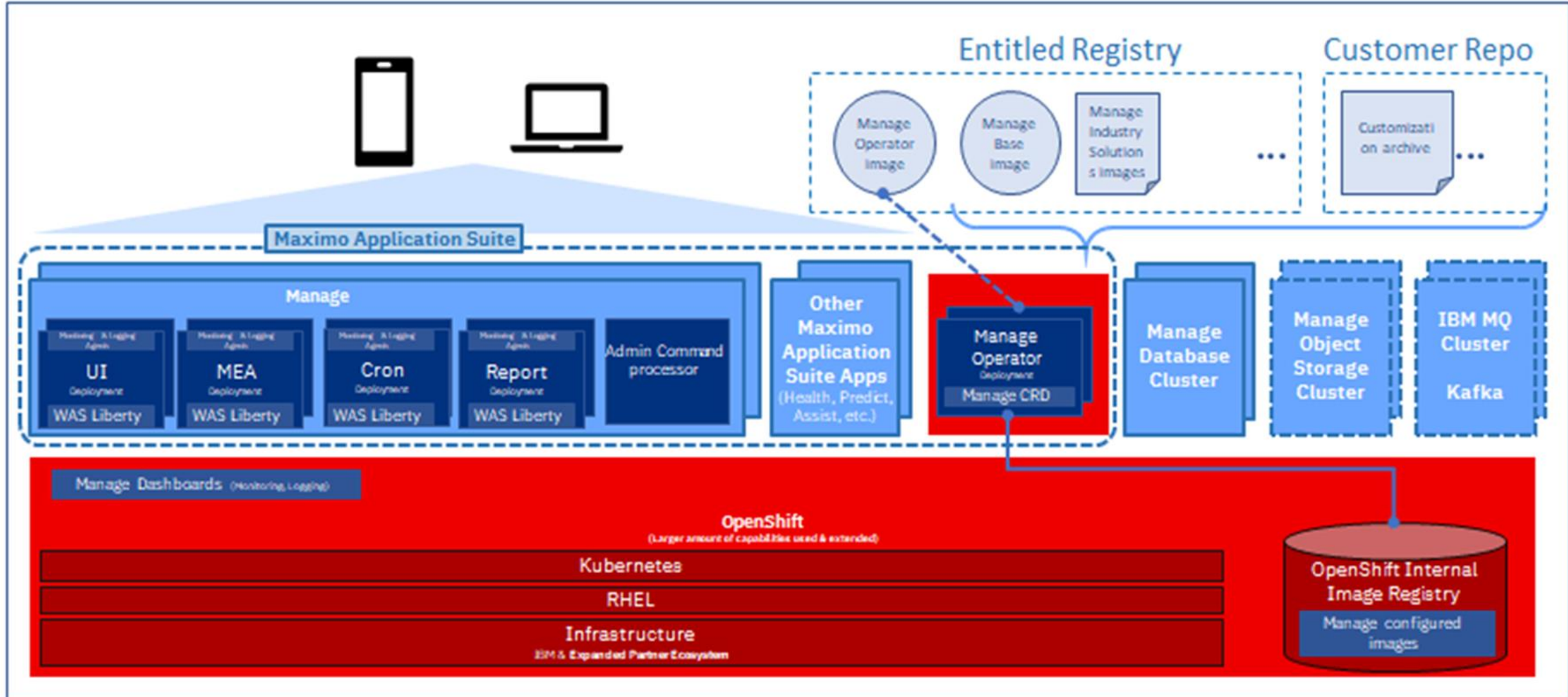


Darrell Tucker
Director of Business Development
Projetechn

MAS Deployment Options



MAS Deployment Options



MAS Deployment Options

Deployment	Availability	Procurement	Provision/Operation	Benefits
On Premise Customer Managed	Now	Client purchases MAS from IBM Client provides infrastructure	Client provisions, manages & operates full stack	<ul style="list-style-type: none"> Maximum operational flexibility
Hyperscalers Customer Managed	Now on AWS	BYOL - Client purchases 1) Software from IBM 2) Infrastructure from Hyperscaler	Client runs IBM-provided automation scripts to deploy MAS on Hyperscalers' cloud	<ul style="list-style-type: none"> Simplifies procurement & deployment Allows client to select their Hyperscaler Client manages & operate their environment
	3Q22 on AWS	Marketplace Listing - Client purchases software & infrastructure from Hyperscale's' Marketplace		
MaaS SaaS	Now	Client purchase's single part (includes software, infrastructure & operations)	IBM provisions, manages & operates Client's MAS environment using IBM's AWS cloud account	<ul style="list-style-type: none"> Reduced time to value Reduced operational costs Allows client to focus on business priorities
Dedicated Service	Now on IBM Cloud, 1Q23 on AWS	Client purchases: 1) Software and 2) Managed Service (including infrastructure) from IBM	IBM provisions, manages & operates MAS environment using IBM's cloud account	<ul style="list-style-type: none"> Simplifies deployment & operations Provides more flexibility to customize environment than SaaS Provides more operational flexibility than SaaS
Other Solutions (MaaS, Cloud Managed Service Offerings, Dedicated, ...)	Now IBM Cloud, AWS, ...	Client purchases: 1) Software or BYOL, and ... 2) Managed Service (including infrastructure)	MSP provisions, manages & operates <u>v76x/MAS</u> environment	<ul style="list-style-type: none"> Simplifies deployment & operations Flexibility to customize, integrate, develop as needed Upgrade path to MAS on your timeline (maybe even after EOS)

AppPoint Math (Available for v.7.6.1.x & MAS8)

User's access to modules and solutions



Admin Users



Installs

Self Service User	Limited User	Base User	Premium User
<p>Free 0 AppPoints</p> <p>Self Service Applications</p> <ul style="list-style-type: none"> • Service Requests • Desktop Requisitions • Requests (Oil & Gas) • Create/Review Incidents (HSE) • Vehicle Requests (Transportation) • Graphical Appt Book (Scheduler) • Bill review (Service Provider) • Data Transfer via devices and sensors (Safety) 	<p>Concurrent 5 AppPoints Authorized 2 AppPoints</p> <p>3 Modules:</p> <ul style="list-style-type: none"> • Manage • Manage Industry Solutions • Manage Add-ons <p>Mobile</p> <ul style="list-style-type: none"> • Maximo Mobile • Assist • Anywhere • 3rd Party <p>Monitor</p>	<p>Concurrent 10 AppPoints Authorized 3 AppPoints</p> <p>Manage</p> <p>Includes:</p> <ul style="list-style-type: none"> • Linear • Calibration • Spatial (requires install) <p>Scheduler</p> <p>Health Safety</p>	<p>Concurrent 15 AppPoints Authorized 5 AppPoints</p> <p>Manage</p> <p>Industry Solutions</p> <ul style="list-style-type: none"> • O&G, Aviation, Transportation, Utilities, Nuclear, Civil Infrastructure <p>Add-ons</p> <ul style="list-style-type: none"> • ACM, SP, HSE <p>Predict</p> <p>Health and Predict - Utilities</p> <p>Visual Inspection</p>

Admin User Type	Reserved Points	Role
Application	Base (10)	Add & assign users to applications and manage user privileges
Suite	Premium (15)	Manages overarching system configuration settings

Install – 1 AppPoint (x multiplier)	SAP/Oracle Connector (x80)	Spatial (x20)	Civil Infrastructure (x50)	Visual Inspection (x45) MVI Edge (x1 per Connected Device)	Assist (x150)	Health & Predict - Utilities (x60)
For each Production Env Install	Manage-Workday Connector (x80)		Optimizer (x220)	Optimizer Limited (x60)		



Magic Script: Peak Concurrent Usage



Peak Number	User Count	Date
1	256	2/23/2023 10:52
2	256	3/28/2023 12:40
3	253	4/19/2023 11:59

MAS Type	User Count
BASE	69
LIMITED	526
SELSERVICE	28

Peak Date	Total Points
Peak Date 1	1290
Peak Date 2	1350
Peak Date 3	1375



Facility Management

AppPoint Estimate Worksheet Convert v7 User-based Licenses to AppPoints for Manage Projotech Inc. Confidential

Enter Data into Green Shaded Cells

Job Role / Integration / Install Description	Current v7 License Name	Current v7 Qty	Current v7 User Concurrency Type	Future MAS User Concurrency Type	Future MAS User Type	# of Users per each Concurrent Use	MAS Qty	AppPoints per User / Install / Integration	AppPoint Total	Concurrent Load	Calculated # of Users (excl Self Svc)
	Maximo Admin User	1	Authorized (Named)	Authorized (Named)	Application Admin Base	1.0	1	10	10	1	1
	Maximo Integration Limited Concurrent - No equivalent v7 license		Concurrent	Concurrent	Integration Limited Concurrent	1.0	-	5	-	-	N/A
	Maximo Integration Base Concurrent User - No equivalent v7 license		Concurrent	Concurrent	Integration Base Concurrent	1.0	-	10	-	-	N/A
	Maximo Integration Premium Concurrent User - No equivalent v7 license		Concurrent	Concurrent	Integration Premium Concurrent	1.0	-	15	-	-	N/A
	Maximo Self-Service User Named		Self-Service	Concurrent	Self Service User Concurrent	1.0	-	-	-	-	N/A
Role 1	Maximo Core Express User	150	Authorized (Named)	Concurrent	Limited Concurrent	8.0	19	5	95	19	152
Role 2	Maximo Core Limited User	69	Authorized (Named)	Concurrent	Limited Concurrent	5.0	14	5	70	14	70
Role 3	Maximo Core Authorized User	22	Authorized (Named)	Concurrent	Base Concurrent	4.0	6	10	60	6	24
		-					-	-	-	-	-
TOTAL		242				TOTAL	40		235	40	247

Facility Management

AppPoint Calculation Worksheet
MAS Manage User License Types
Projotech Inc. Confidential - For Internal Use Only

Enter Data into Green Shaded Cells

Job Role / Integration / Install Description	MAS User Type	MAS Qty	MAS User Concurrency Type	# of Users per each Concurrent Use	AppPoints per User / Install / Integration	AppPoint Total	Concurrent Load	Calculated # of Users (excl Self Svc)
	Application Admin Base	1	Authorized (Named)	1.0	10	10	1	1
	Application Admin Premium		Authorized (Named)	1.0	15	-	-	-
	Integration Limited Concurrent		Concurrent	1.0	5	-	-	N/A
	Integration Base Concurrent		Concurrent	1.0	10	-	-	N/A
	Integration Premium Concurrent		Concurrent	1.0	15	-	-	N/A
	Self Service User Concurrent		Concurrent	1.0	-	-	-	N/A
	Limited Authorized (Named)		Authorized (Named)	3.0	2	-	-	-
	Base Authorized (Named)		Authorized (Named)	3.0	3	-	-	-
	Premium Authorized (Named)		Authorized (Named)	3.0	5	-	-	-
Role 1	Limited Concurrent	19	Concurrent	8.0	5	95	19	152
Role 2	Limited Concurrent	14	Concurrent	5.0	5	70	14	70
Role 3	Base Concurrent	6	Concurrent	4.0	10	60	6	24
	Premium Concurrent		Concurrent	3.0	15	-	-	-
					-	-	-	-
TOTALS		40				235	40	247

Sports Arena

AppPoint Estimate Worksheets
Convert v7 User-based Licenses to AppPoints for Manage
Projotech Inc. Confidential

<i>Enter Data into Green Shaded Cells</i>											
Job Role / Integration / Install Description	Current v7 License Name	Current v7 Qty	Current v7 User Concurrency Type	Future MAS User Concurrency Type	Future MAS User Type	# of Users per each Concurrent Use	MAS Qty	AppPoints per User / Install / Integration	AppPoint Total	Concurrent Load	Calculated # of Users (excl Self Svc)
	Maximo Admin User	1	Authorized (Named)	Authorized (Named)	Application Admin Base	1.0	1	10	10	1	1
	Maximo Integration Limited Concurrent - No equivalent v7 license		Concurrent	Concurrent	Integration Limited Concurrent	1.0	-	5	-	-	N/A
	Maximo Integration Base Concurrent User - No equivalent v7 license		Concurrent	Concurrent	Integration Base Concurrent	1.0	-	10	-	-	N/A
	Maximo Integration Premium Concurrent User - No equivalent v7 license		Concurrent	Concurrent	Integration Premium Concurrent	1.0	-	15	-	-	N/A
	Maximo Self-Service User Named		Self-Service	Concurrent	Self Service User Concurrent	1.0	-	-	-	-	N/A
	Maximo Core Authorized User	2	Authorized (Named)	Authorized (Named)	Base Authorized (Named)	1.0	2	3	6	2	2
	Maximo Core Express User	27	Authorized (Named)	Concurrent	Limited Concurrent	3.0	9	5	45	9	27
							-	-	-	-	-
							-	-	-	-	-
							-	-	-	-	-
	TOTAL	30				TOTAL	12		61	12	30

Sports Arena

**AppPoint Calculation Worksheet
MAS Manage User License Types
Projotech Inc. Confidential - For Internal Use Only**

Enter Data into Green Shaded Cells

Job Role / Integration / Install Description	MAS User Type	MAS Qty	MAS User Concurrency Type	# of Users per each Concurrent Use	AppPoints per User / Install / Integration	AppPoint Total	Concurrent Load	Calculated # of Users (excl Self Svc)
Role 1	Application Admin Base	1	Authorized (Named)	1.0	10	10	1	1
	Application Admin Premium		Authorized (Named)	1.0	15	-	-	-
	Integration Limited Concurrent		Concurrent	1.0	5	-	-	N/A
	Integration Base Concurrent		Concurrent	1.0	10	-	-	N/A
	Integration Premium Concurrent		Concurrent	1.0	15	-	-	N/A
	Self Service User Concurrent		Concurrent	1.0	-	-	-	N/A
Role 2	Limited Authorized (Named)		Authorized (Named)	3.0	2	-	-	-
	Base Authorized (Named)	2	Authorized (Named)	3.0	3	6	1	2
	Premium Authorized (Named)		Authorized (Named)	3.0	5	-	-	-
Role 2	Limited Concurrent	9	Concurrent	3.0	5	45	9	27
	Base Concurrent		Concurrent	3.0	10	-	-	-
	Premium Concurrent		Concurrent	3.0	15	-	-	-
					-	-	-	-
TOTALS		12				61	11	30

Thank You!



Darrell Tucker, CRL
dtucker@projetech.com
(937) 689-9924



Application User (Authorized/Concurrent)	Limited (2/5)	Base (3/10)	Premium (5/15)	Notes
MAS Manage Limited	✓	✓	✓	Full access to 3 Manage modules (cannot be Planning and Scheduling, Administration, Integration, System Config, Security) and the ability to view reports, change status and update work orders in any module. Includes Linear, Calibration and Spatial. Spatial requires an Install.
Industry Solution/Add-on Limited	✓	NA	✓	Includes Manage Industry Solutions (IS) and Add-ons. If installed and more than 3 IS/Add-on modules selected must be a Premium user, cannot be a Base user. 3 modules selected cannot be Planning and Scheduling, Administration, Integration, System Config, Security.
MAS Manage		✓	✓	Includes Scheduler, Linear, Calibration and Spatial. Spatial requires an Install.
Manage Industry Solutions			✓	Manage ISs - Utilities, Nuclear, Aviation, Oil & Gas, Transportation, Civil Infrastructure (CI requires an Install) Health & Predict-Utilities (HPU requires an Install)
Manage Add-on			✓	Manage Add-ons - Asset Configuration Manager, Service Provider, Health, Safety and Environment
MAS Mobile	✓	✓	✓	Maximo Mobile (for use of Assist, Assist also requires an Install), Anywhere and 3 rd party mobile
MAS Monitor	✓	✓	✓	
MAS Health		✓	✓	
MAS Safety		✓	✓	Base users required for a Supervisor/Team Lead/Safety Officer

Administrative User	Limited (5)	Base (10)	Premium (15)	Notes
Application Administrator	NA	✓	✓	<p>Users administrate one or more applications, can add and assign users to these applications, and can use the application-specific user interfaces to manage further user privileges.</p> <p>If an Industry Solution is installed, the user must have a premium entitlement.</p>
Suite Administrator	NA	NA	✓	<p>Users manage the overarching system configuration settings from the Suite Administration pane.</p> <p>Suite Administrator entitlements are for Projotech use only.</p>



Limited User



- Access to a maximum of three (3) Maximo Manage modules including Industry Solutions and Add-On applications within those 3 modules.
 - *Excludes Planning and Scheduling (Scheduler), Administration, Integration, System Configuration, and Security.*
 - *Limited is the least access user type. There is no Express user type in MAS.*
- Access to applications in all modules for the limited purpose of running and viewing reports, viewing records as read-only, and changing the status of records, updating Work Orders, and conducting Inspections assigned to the user.
- Access to update Work orders using Work Order Tracking, Quick Reporting, Labor Reporting, or Activity and Tasks applications.
 - *Assignment is not available to a Limited User.*
- Access to Maximo Mobile



Base User

- Has read, write, and status change access to all Maximo Manage modules, applications, and functionality, including Scheduler.
- Access to Maximo Application Suite – Maximo Health and Maximo



Premium User

- Has read, write, and status change access to all Maximo modules, applications, and functionality, including Industry Solutions and Add-ons.
- This is the most comprehensive license type

