



### 2012 Winners

IBM Tivoli Best of Show

IBM Tivoli Smarter Planet Award

### 2013 Finalist

IBM Beacon Award

Best Solution to Optimize the World's Infrastructure



Ready for  
Tivoli software



Tivoli Software Award  
Winner 2012

[interlocsolutions.com](http://interlocsolutions.com)

*"Interloc Solutions has been an integral part of our upgrade process providing technical expertise, administrative insight, invaluable knowledge and experience driven guidance for our business practices"*

Walter Wellborn, MMS/ECM Administrator,  
Tarrant Regional Water District

## interloc solutions

### your trusted partner for all your Maximo needs

Interloc Solutions is a recognized leader in providing award winning and innovative Maximo consulting services and industry and product solutions. With IBM AAA technical accreditation and Ready for Tivoli validated products, Interloc delivers innovative and business driven solutions to maximize the performance of all enterprise assets. 100% Maximo focused, winner of two IBM Pulse 2012 Awards for Best of Show for Mobile Informer and Smarter Planet for Interloc's consulting expertise, and finalist for the IBM 2013 Beacon Award for the Best Solution to Optimize the World's Infrastructure — Interloc Solutions is in a unique position to be your Maximo consulting services trusted partner.

#### **The goals of technology**

"It starts with a shared vision. Interloc Solutions believes that the success of projects is measured by a client's satisfaction. To ensure that success, Interloc consultants meet with the client to establish a clear understanding and shared vision about the project and its goals. A shared and consistent project vision and scope leads to a predictable and successful project outcome - on time and on budget."

Dave Dawson  
VP, Professional Services  
[davidd@interlocsolutions.com](mailto:davidd@interlocsolutions.com)

*"After a comprehensive vetting process, Sempra Utilities chose Interloc's Mobile Informer ... a native to Maximo application requiring no middleware that allows us to be more agile and productive, coupled with a team that showed the strongest expertise in Android and iOS development."*

Lev Berkovich, Project Manager,  
Southern California Gas, Sempra Utilities

### **Maximo solutions that fit your business needs**

At Interloc Solutions, we start by listening to your business users and addressing your industry needs. After gaining a thorough understanding of your business, we employ a Maximo-focused project methodology that is based on best practices and industry standards. We do this to ensure that the completed solution is tailored for your business.

Our consultants carefully:

- Review current and future business processes
- Obtain a full understanding of the policies and standards
- Apply industry best practices and standards
- Gather requirements for the data that must be obtained and recorded to successfully measure and manage the performance of your organization
- Validate the design to identify and address any shortcomings

While Interloc Solutions builds EAM solutions based on the best practices of Maximo, we can enhance and extend Maximo to adapt to your business requirements.

### **Best practices to ensure success**

Interloc Solutions uses a project methodology focused on

Maximo that helps you address Change Management and Organizational Readiness. This, combined with carefully executed strategies for the creation of the client's project team, are very effective at mitigating one of the largest risks in all technical implementations — organizational resistance to change.

Our project methodology delivers a holistic approach to typically complex software implementations, taking into careful consideration a number of factors that include the following:

- Your past and future business models
- Industry best practices
- Your internal functional and technical resources
- A strategy to overcome difficult cultural resistance to change

### **Every client matters**

Interloc Solutions employs a client-centric business model focused on client and project success.

We believe in building a strong and lasting relationship with each of our clients. We have the capability, desire, and a strong commitment to meet or exceed your needs.

*“Interloc Solutions is the only IBM Tivoli Accredited Business Partner to hold AAA Accreditation in both the US and Canada. ”*

Marti Lombardi, Business Partner Technical Enablement Manager,  
IBM Tivoli

### **Innovative Maximo services and support**

The experts at Interloc Solutions deliver tailored EAM solutions to address your business needs that are designed to enhance your industry processes. Our successful track record, plus AAA technical accreditation by IBM, gives our clients confidence that they have chosen an excellent consulting services partner. From licenses to services to support, Interloc covers the entire spectrum of your Maximo needs.

### **Implementation and upgrade services**

Maximo Project Management, assessments, software installation, configuration, version upgrades and application development.

### **Integration services**

Maximo Integration Framework (MIF) configuration for JD Edwards, Oracle, PeopleSoft, and SAP. Integration services with numerous business and legacy back-end systems.

### **Training services**

Maximo training for all audiences and user types on all versions. Development of client-specific end-user training where the client's processes, data, application screens and reports make up the course curriculum.

### **Enterprise mobility solutions**

Implementation of a variety of mobile solutions for Maximo including the award winning Interloc Mobile Informer — the culmination of more than 15 years of Maximo experience coupled with more than 15 years experience in the enterprise mobility space.

### **Workflow development**

Development of complex workflows in Maximo, applying workflow strategies, industry standards, and business rules.

### **Report development services**

BIRT report installation, design, and development.

### **Application support services**

User-focused Maximo application support for post implementation, combining tailored application support with the depth of Interloc technical capability.

### **Technical support services**

Interloc Solutions 7x24 Support Help desk providing Interloc Premium Support and IBM authorized provider of Maximo Level 1/Level 2 annual support and maintenance

### **Innovative tools that makes business sense**

Engaging with Interloc Solutions gives your company access to a team of recognized, technically-accredited, and innovative Maximo experts. Take advantage of some of the innovative tools that we have in our Technology Toolbox.



### **Interloc Data Loader for Maximo**

The Data Loader will revolutionize the way you approach Maximo data loading. Integrated as an application into the Maximo environment, the proven Interloc Data Loader provides a consistent and repeatable method for staging, coordinating, and loading data into Maximo. Repeatability ensures that your Maximo solutions are efficient, flexible and predictable because data is loaded the same way, every time.

*"The experts at Interloc Solutions provided a Maximo implementation that enabled Lifespan hospitals in managing safety and quality performance of medical equipment cost effectively. "*

Shyue-Ling Chen, Director Medical Engineering,  
Lifespan Hospitals

### Interloc Release Manager

The Interloc Release Manager is a "one of a kind" solution providing repeatable and manageable ways to distribute any custom Maximo installation across your enterprise.



Integrated as a native Maximo application, the Release Manager assures that the customizations and configurations that made on one environment translate directly across your enterprise. Use the Release Manager

to migrate configuration content from a development environment to test and then on to production — with no surprises.

### JUnit for Maximo

Interloc Solutions has developed specific extensions to the automated testing tool JUnit to allow it to interact with Maximo. We have developed a base Maximo test fixture that provides base features for logging in and out of Maximo as specified users, performing work flow actions, interacting with MBO objects, as well as providing utility methods for performing spell checking (useful for checking workflow instructions) and other laborious tasks.

Our JUnit extensions will reduce the amount of time needed to perform all the necessary tests to ensure release changes do not affect existing functionality. Imagine not having to worry about running manual, or often impractical test scripts, to verify the correct operation of new and existing functionality — with JUnit you can.

### Ready for Tivoli products; ready for your business

Interloc Solutions is proud to have achieved the Ready for Tivoli technical validation mark for our product set. From client driven mobile applications to innovative ways to capturing data, Interloc's expert consultants are always on the lookout to develop applications that integrate with Maximo and drive the most ROI from your software investment.

Our Ready for Tivoli product set includes:

- Interloc Mobile Informer
- Interloc Mailer
- Capturx for Maximo



### Innovative technology sets us apart

"The best technologies are the ones that you don't notice, the ones that just work when you need them, the way you expect them to. Interloc is dedicated to implementing solutions without compromise to the end user, no matter what the technical challenge. Whether it is a data loader that automatically configures the integration framework or a dynamic class loader that lets you deploy customizations without restarting Maximo, our solutions simplify your implementation and operations."

Jason VenHuizen  
VP, Products and Technologies  
[jasonv@interlocsolutions.com](mailto:jasonv@interlocsolutions.com)

*"Mobile Informer provided a Work Management solution on the iPad that our maintenance workers were using within minutes. Based on the immediate business benefits gained, ATK has more than doubled our Mobile Informer deployment."*

Ed Larson, Facilities/Maintenance Specialist,  
ATK Aerospace

## mobileinformer

Mobile Informer is a mobility platform built directly within Maximo that delivers lightweight, extensible mobile applications on iOS or Android platforms, requiring no middleware software.

Built with your business processes, field workers, and Maximo administrators in mind, Mobile Informer applications deliver on the principle of doing the simplest thing possible with the greatest benefit. Supporting the smart devices your workers want, Mobile Informer provides applications that are readily adopted by your field workers, requiring little to no user training.

With Mobile Informer, you now have the ability to mobilize any work process or Maximo industry solution, whether connected or disconnected, and adhere to regulatory compliance, be aware of GPS/GIS locations, or quickly perform inventory via barcode/RFID scanners. Returning that data to Maximo in near real time, a Mobile Informer client application allows businesses to gather data quicker and smarter, giving the ability to make informed choices.

Interloc approaches your mobility projects by understanding your mobile users' work processes. Obtaining buy-in from both field workers and management leads to mobile applications that directly support and enhance your processes. The result is widespread and successful user acceptance of mobile applications that do the simplest thing possible — empowering your field workers and your Maximo Administrator!

### **Award winning mobility — now with disconnected GIS capability**

Winner of the IBM 2012 Tivoli Best of Show Award and finalist for the IBM 2013 Beacon Award for Best Solution to Optimize the World's Infrastructure, Interloc's Mobile Informer couples the power of Maximo itself with iOS and Android device features.

And now activeG's InformME product married with Mobile Informer brings disconnected GIS data and Maximo together in the field.

### **Client-defined applications**

Mobile Informer uses native mobile features to meet the needs of both your end-users and your business.

Interloc's Mobile Informer provides:

- Seamless connected/disconnected operation
- Continuous, near real time updates
- Client-defined, industry-specific applications, requiring little to no user training
- GPS/GIS integration of Maximo assets & locations, even disconnected
- The ability to quickly track assets via barcode/RFID scanners
- Managed within Maximo; no middleware
- Quick adoption with continual ROI
- iOS and Android smart device options

## interloc@mailer

The IBM Ready for Tivoli Interloc Mailer streamlines the decision making/approval or comprehensive workflow process for users of Maximo Asset Management or Maximo Industry Solutions. The Interloc Mailer makes Maximo as accessible as your inbox!

Consider the possibilities: A busy supervisor spending their day in meetings will no longer have to take time out to log into Maximo to review work order request details. They can review pertinent information and act on it directly from within their email, on the device of their choosing — eliminating being a speed bump within their organization.





*"Interloc Solutions is great to work with! The Interloc Mailer and the Interloc Mobile Informer products combined provide GTC/OPC businesses flexible mobile solutions that streamline our Maximo Industry Solution Work Management, Inventory processes, and approval processes, delivering near real-time responses from any work location"*

Catherine Lai, Business Application Consultant  
Georgia System Operations Corporation

Seamlessly extending Maximo's out of the box standard communication template, the Interloc Mailer provides expanded functionality that can include actions, sequenced actions, manual input nodes, and even attachments. Now you can easily create email templates that include detailed record information such as work order task details or purchase order lines for review and approval with workflow decision nodes – without ever having to log into Maximo. The Interloc Mailer initiates email generation in near real time, based on user defined events. When a Maximo condition is met (or not met), emails will be sent to the group of users specified in the mailer configuration.

The Interloc Mailer tracks each email to a specific Maximo user, once a user performs an action from an email, that action may not be used again. And Interloc Mailer security matches Maximo security; if an intended recipient does not have access to the area of Maximo denoted within an email they will not be able to violate their security restrictions by taking action from the email.

Native to Maximo, the Interloc Mailer is completely configurable, and its flexibility makes it relevant to countless usage scenarios. At the same time, its elegant simplicity means that the implementation and configuration often takes less than a week.



### Strategic relationship philosophy

Interloc Solutions has developed a community of strategic business relationships to deliver more value to our clients. With a strong focus on developing and fostering mutually beneficial business alliances to meet the needs of our clients.

Some of these relationships include:

- IBM/IBM GBS
- activeG
- Adapx/Capturx
- Solufy
- Motorola
- Oracle
- Siemens

### Partnership with IBM

Interloc Solutions has a strong partnership with IBM. We are an IBM AAA Premier Business Partner and reseller that provides Level 1/Level 2 annual Maximo support for our clients on behalf of IBM. We also feature a wide range of products that have been validated as Ready for Tivoli and can be readily found in the IBM Integrated Service Management Catalog.

### Our Commitment to Our Clients

"At Interloc Solutions, we continue to foster first-time customers into long-time clients who turn to us for best practice advice and trusted counsel. We maintain a business code of conduct, resulting in client satisfaction, trusted relationships, and joint partnerships. Interloc Solutions cares about you and your business; we've built our reputation on it. Ask our clients."

Gretchen Gallagher  
VP, Strategic Relationships  
[gretcheng@interlocsolutions.com](mailto:gretcheng@interlocsolutions.com)

## Interloc Solutions is the right partner for your business

Choosing the right technology partner often is determined through a combination of skills and trust. Interloc Solutions is committed to our clients and our strategic relationships. With IBM AAA technical accreditation and Ready for Tivoli validated products, Interloc delivers innovative and business driven solutions to maximize the performance of all enterprise assets. 100% Maximo focused, winner of two IBM 2012 Pulse awards for Best of Show and Smarter Planet for Asset Management for project excellence, and finalist for the IBM 2013 Beacon award for Best Solution to Optimize the World's Infrastructure — Interloc Solutions is in a unique position to be your Maximo consulting services trusted partner.

### A message from the CEO...

"At Interloc Solutions, we are proud to say that our focus is 100% Maximo. We are pleased to offer what we feel is a unique blend of innovative consulting services and industry solutions, as well as a range of Ready for Tivoli products. We bring a blend of business acumen and technical expertise to each and every client project. Whether you are considering a new Maximo implementation or extending your current implementation to enhance or further integrate Maximo into your business, we will provide Maximo solutions that are tailored specifically for you, our client. As Interloc Solutions continues to grow in capability and depth, we commit to remaining sharply focused on the quality and value of our services to meet the needs of our clients."

Mike Watson  
President & CEO  
Interloc Solutions

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