MAXCON 2027 Expense Justification

April 5–9, 2027 · Maximo + TRIRIGA/MREF User Conference · Port Canaveral, FL

To: *[Manager / Approver]* **From:** *[Your name, role]* **Re:** Request to attend MAXCON 2027 — the lowest total-cost option for Maximo/TRIRIGA training next year.

THE ASK: Approve $4,000 (ex-airfare) for MAXCON 2027 — $300–$550 less than other comparable land-based conferences at the hotel rates attendees actually paid.

1. What we're buying: training, not a trip

- **The program: 15 sessions running an hour to a full day each — hands-on labs in live Maximo environments, an IBM-aligned workshop that prepares attendees to sit the IBM certification exam, and two IBM product managers presenting the consolidated Maximo and MREF roadmap. Every session, lab and workshop is inside the registration fee — there are no separate course fees. IBM classifies conferences as a training modality for exactly this reason: "deep dive" sessions and direct communication with product development teams.**
- **Payback threshold: $4,000. At a $75/hour loaded rate, this covers itself if what comes back saves about 53 hours over the year — roughly an hour a week. Substitute our rate and the threshold moves; the order of magnitude doesn't. Section 3 commits to a specific scoped change so it's measured, not assumed.**
- **Budget line — this should come out of the training budget. It is a skills-development expense, not travel and entertainment: the sessions, labs and certification-prep workshop are the deliverable and the ship is the venue. IBM notes that for a conventional conference, travel and lodging "may double the cost of the actual conference" — here both are already inside the registration fee. (IBM Training, "The Value of Training," 2008.)**

2. Head-to-head cost comparison (ex-airfare, attendee-paid hotel rates)[1]

Line item	MAXCON 2027	Other Conferences
Registration	$3,750 (full price)	$1,800–$2,700 (plus membership where applicable)
Hotel	1 pre-night ≈ $250	$1,400–$1,500 (4 nights)
Meals (all)	Included	$200 (dinners out)
Evening activities	Included every night	$150
Total (ex-airfare)	**$4,000**	**$4,300–$4,550**

The $300–$550 advantage is a floor, not a ceiling. Two reasons: (1) MAXCON's $3,750 above is the full individual rate — group pricing at 5+ registrants brings it to $3,400 per seat (liquidenterprise.com/maxcon/pricing), which widens the gap. (2) MAXCON's lodging, meals, and evening activities are bundled at fixed cost, while the land-based conferences carry the same line items as variable expenses that routinely exceed estimates once on-site (resort upgrades, dinner overages, off-site networking). What we approve here is what shows up on the expense report.

3. What I will bring back

- **Written trip report** within 5 business days — three highest-leverage takeaways for our Maximo/TRIRIGA roadmap.
- **Named peer + vendor contacts** for our top two open implementation questions, with intros made.
- **One concrete process or configuration change** proposed, scoped, and quantified for your approval within 30 days of return.

Approved by: _____ **Date:** _____

[1] Hotel rates reflect attendee-paid totals at recent comparable events of the same scale — $1,400–$1,500 for 4 nights ($350–$375/night). MAXCON figure assumes one pre-cruise night at the conference's negotiated rate of $229 + taxes (rounded to $250); the remaining 3 nights are aboard the ship and included in the registration fee.