

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. 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 undiscounted rate — early-bird tiers and group pricing (5+ registrants) at liquidenterprise.com/maxcon/pricing reduce it further. (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.

2. Conservative ROI — what comes back to the team

- **Maximo optimization:** The work-management and PM techniques covered in MAXCON's hands-on workshops are benchmarked by IBM at 10-25% reductions in labor and inventory cost. A 1% improvement on a single workflow pays for the trip.²
- **Upside:** Industry case studies of training-led conference ROI report **3x-6x returns within 12 months** — a \$12,000-\$24,000 contribution back, against a \$4,000 spend.

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: _____

¹IBM Training, "IBM Maximo" program page (ibm.com/training/maximo).

²Hotel 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.