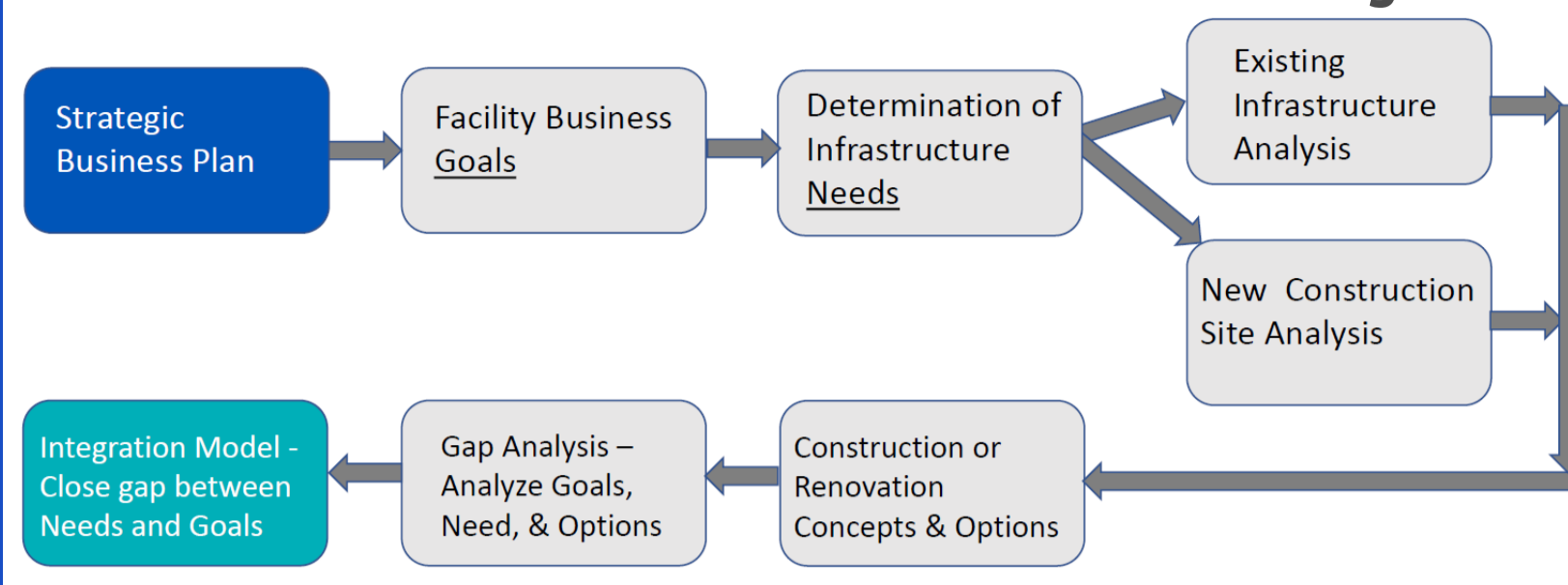
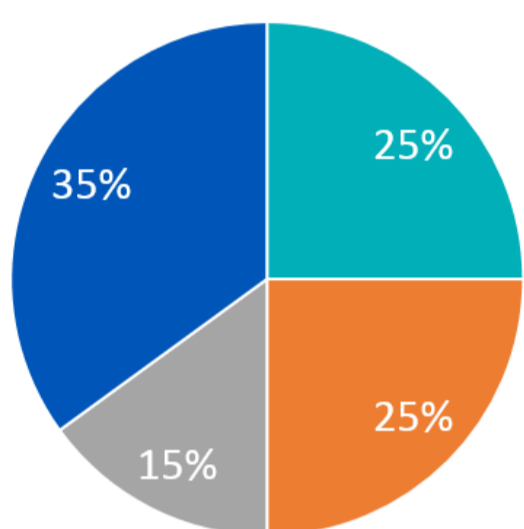


# Aligning Infrastructure Decisions with Healthcare Business Plans

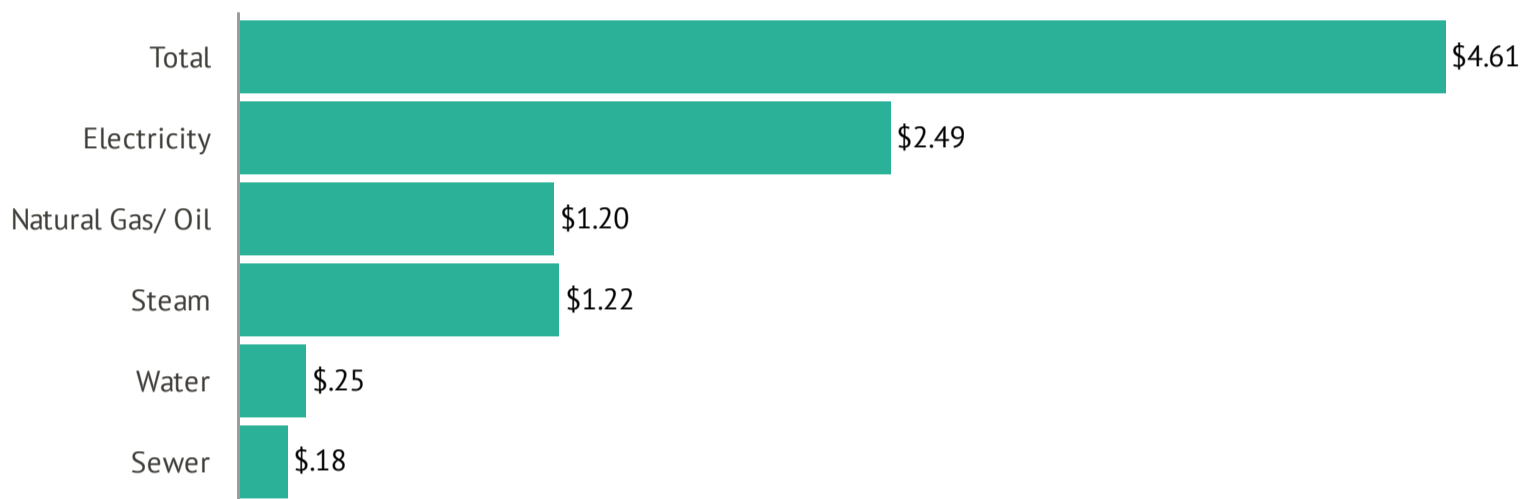
## The Process of Infrastructure and Business Model Alignment



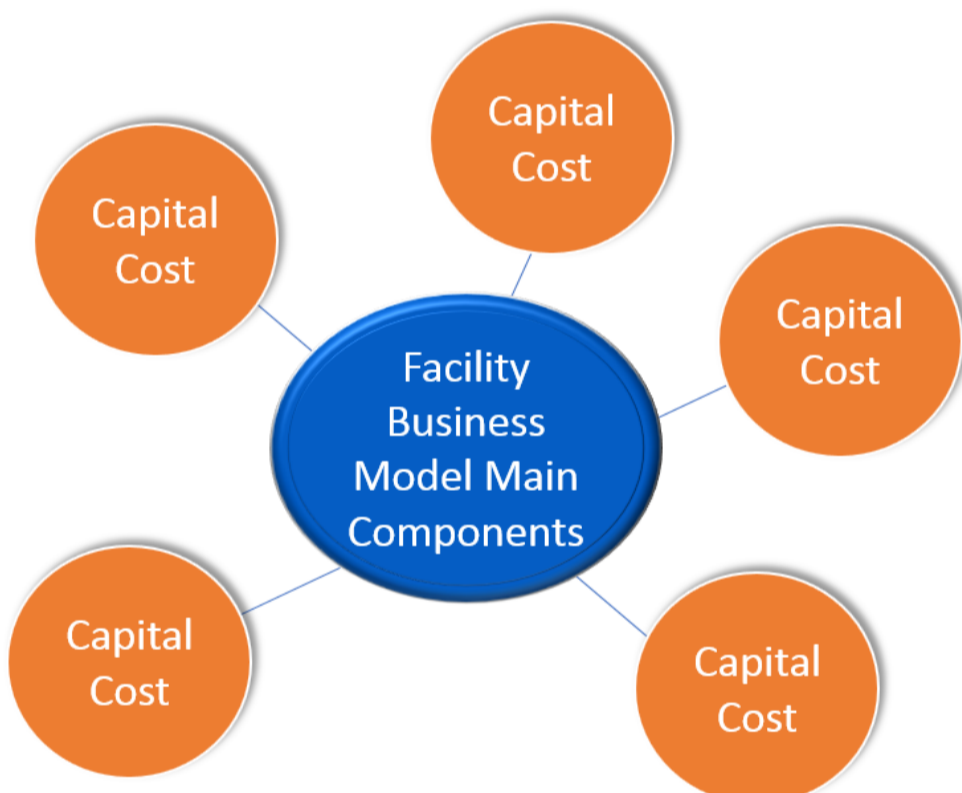
## How Healthcare Organization Capital is Spent



- Facility renovation projects
- Facility new construction projects
- Facility infrastructure equipment replacement / upgrade
- Other capital expenditures (Diagnostic equipment)



Typical Utility Costs for Healthcare Buildings (per gross SF)



## Key Goals for Good Infrastructure Options

**1.**

DEVELOP WITH A GOOD TEAM

**2.**

USE A GOOD IDEATION PROCESS

**3.**

HAVE A LIFE CYCLE PERSPECTIVE

## 4 Steps to Getting Buy-in

**1.**

GET TEAM MEMBERS INVOLVED

**2.**

EXPLAIN "WHY"

**3.**

BE OVERT ABOUT TIME PERSPECTIVE

**4.**

DON'T DISCOUNT EMOTIONS

**Key Aspects of Due Diligence**

- Configuration
- Adequacy
- Condition
- Recommendations