



3 THINGS FACILITY AND ASSET MANAGERS SHOULD STOP DOING RIGHT NOW!



INTRODUCTION



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- Co-Founder of SLAM Technologies
- Over 28 years of experience collaborating with higher education institutions across North America on all aspects of facility and infrastructure asset management
- Active member of APPA at the national, regional and local levels

AGENDA



What is Integrated Asset Management

Thing #1

Thing #2

Thing #3

Q&A

WHAT IS INTEGRATED ASSET MANAGEMENT?





THING #1

WORKING IN SILOS



QUESTIONS FOR YOU

- How do the different departments within your organization communicate and collaborate?
 - Every Department for themselves!!!
 - We say hello at the coffee machine, sometimes!
 - We share our plans with each other
 - We collaboratively create our plans together



WHY MOST ORGANIZATIONS HAVE SILOS



Easy to have clearly defined accountabilities



Concentration of technical expertise (birds of a feather)



Creates more leadership opportunities



The way it has always been done

THE DOWNSIDE OF SILOS



- Bad for corporate culture (Us against Them)
- Left hand doesn't know what the right hand is doing
 - Opportunity to “trip over” each other and disrupt users
- Lack of diversity of thoughts and ideas
- Missed opportunities for synergies
- Wasted money



WHAT SHOULDN'T WE DO

- Get rid of all departments and sit together and sing kumbaya



WHAT SHOULD WE DO

- Create a “one team” culture
 - Get the most senior champion that we can find
 - Get the right people in the right seats
 - Manufacture opportunities to collaborate
 - Create joint accountabilities across departments



WHAT SHOULD WE DO



- Develop joint accountabilities across departments
 - Key Performance Indicators and Goals that can only be achieved through interdepartmental collaboration
 - e.g. Reducing our Facility Condition Index while at the same time increasing the amount of preventative maintenance that we are doing
 - Focus on the end users
 - e.g. How can we limit the disruption over time to the users of a particular building or area of campus

WHAT SHOULD WE DO

- Build a single consolidated capital and maintenance plan for the portfolio
 - I'll show you mine if you show me yours
 - Identify areas of improved performance
 - e.g. What HVAC equipment needs to be replaced first, then look for more efficient options, instead of just looking at simple payback
 - Address a range of issues at the same time
 - Condition, Regulatory/Environmental, Functional and Sustainability





THING #2

THINKING IN THE SHORT TERM



QUESTIONS FOR YOU

- How far into the future do you plan?
 - Plan?
 - 1-Year
 - 2 to 4 Year
 - 5 Years
 - Longer



WHY MOST ORGANIZATIONS THINK SHORT TERM

- Societal shift - YOLO
- Highest level of certainty
- It will be someone else's problem
- Too busy putting out fires – looking right in front of us
- Easier to gloss over problems
- Harder problems tend to take a longer time to fix
 - Head in the sand

#YOLO

THE DOWNSIDE OF SHORT-TERM THINKING

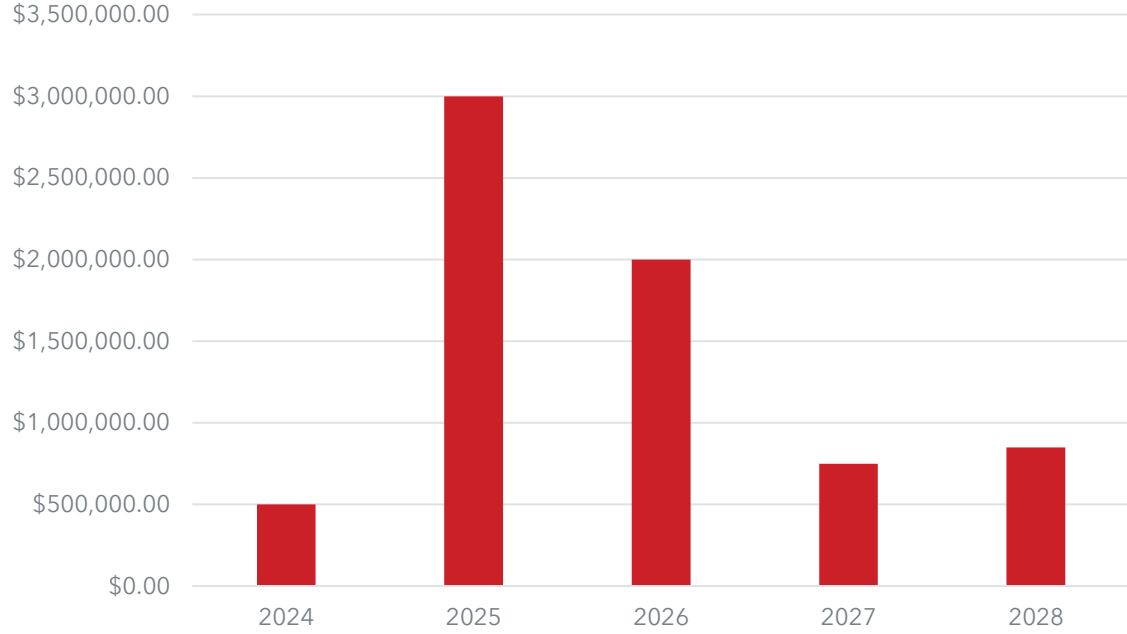
- Facilities have a 50+ Year Lifespan so 5-years is not a long time in the life of the asset
- Misunderstanding of the issues by non-facilities folks
- Short-Term and Long-Term Outlook can be very different
 - May make bad decisions today based only on near-term data





WHAT DOES THIS TELL YOU?

5-Year View

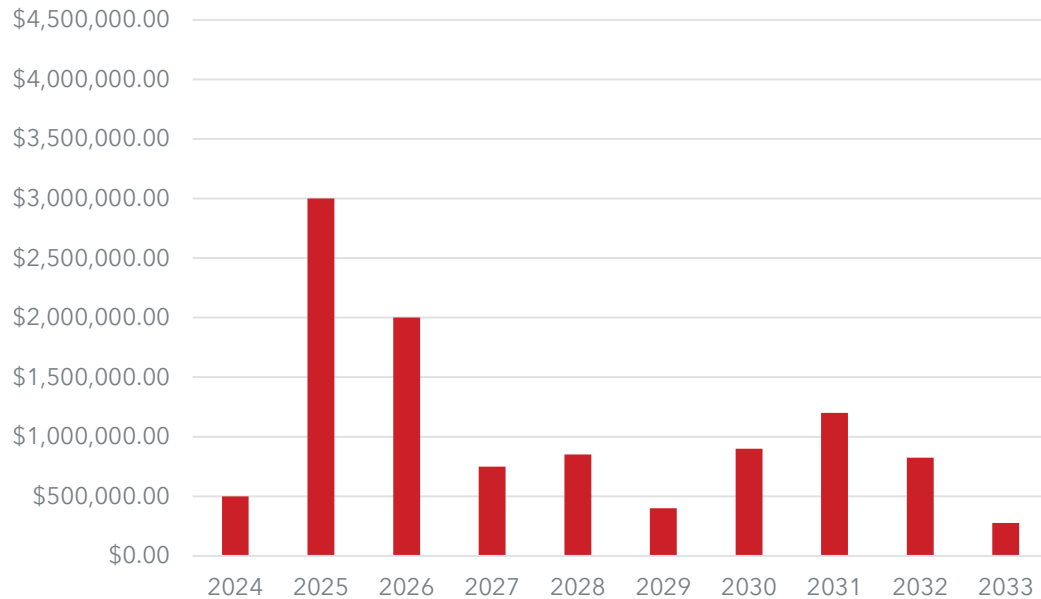


WHAT WOULD YOU DO NOW?

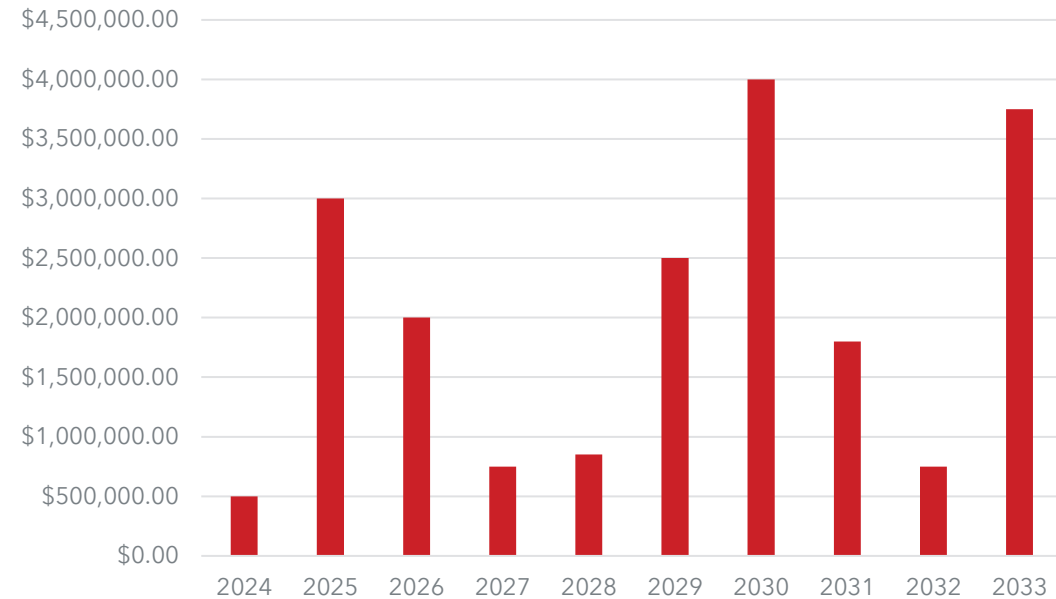
What does this tell you?

What is different now?

10-Year View #1



10-Year View #2





"We can't afford long term planning. We may not even be here tomorrow."

WHAT SHOULDN'T WE DO

- Forget about the short term and only focus on the long-term

WHAT SHOULD WE DO

- Senior leadership needs to take the lead in expanding the field of view
 - Take a longer-term view of your data to make more informed decisions
 - Move from reactive to preventative maintenance
 - Short-term pain for long-term gain
 - Will reduce Deferred Capital Renewal and Maintenance in the long run
 - Accept that “Less Worse” may be the best that we can do





THING #3

FOCUSING ON THE DATA

WHY MOST ORGANIZATIONS FOCUS ON THE DATA

- We are facilities folks, we love data (well most of us!)
 - We understand it
 - When you trust it, data has a certainty to it
 - We have lots of it



THE DOWNSIDE OF FOCUSING ON DATA TOO MUCH

- Most of our stakeholders are non-facilities people
 - Finance
 - Educators
 - Students and Parents
 - General Public

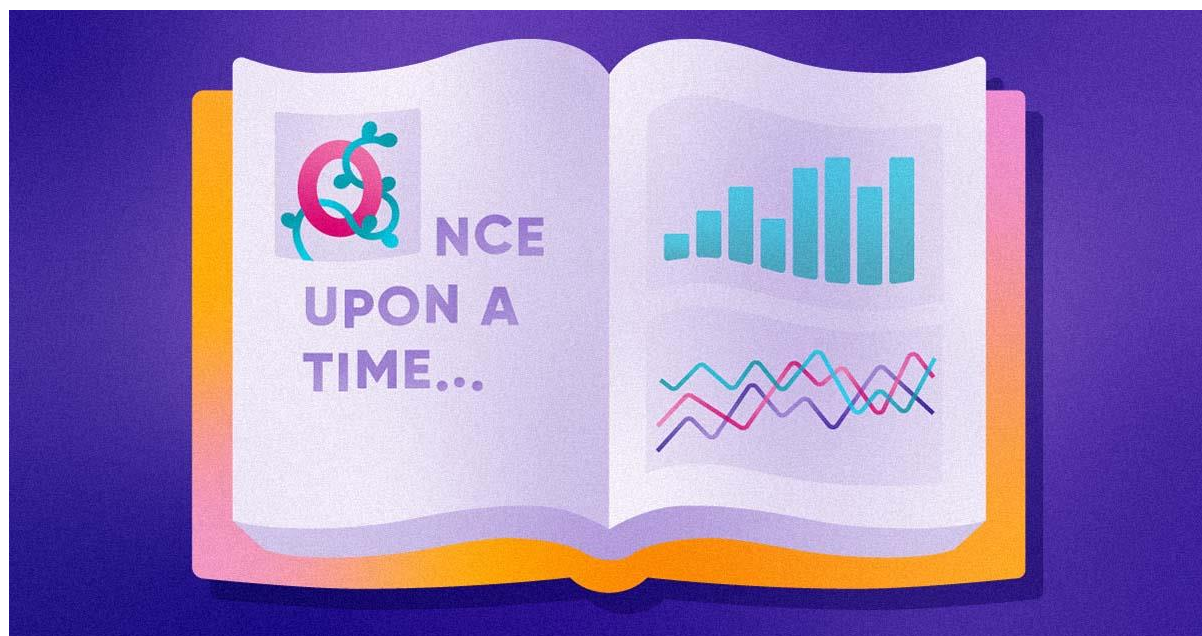




WHAT SHOULDN'T WE DO

- Throw the data out with the bathwater

WHAT SHOULD WE DO

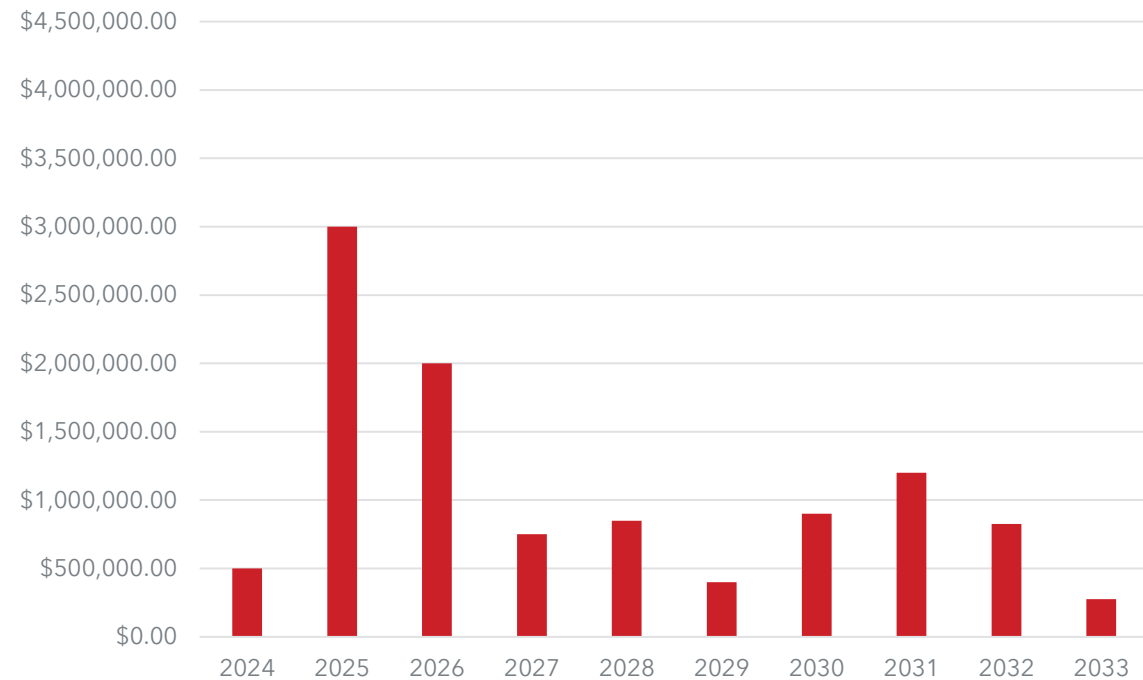


- Use the data as the basis for a story that we tell our stakeholders
- Tailor the story to our audience
 - How you tell finance a story is going to be different than how you tell the general public
 - Speak their language
- A picture isn't worth a thousand words, it can be worth a Million Dollars if you use it to tell your story effectively

WHICH TELLS A BETTER STORY?

| 10-Year Facility Needs Forecast | |
|---------------------------------|----------------|
| Year | DCRM |
| 2024 | \$500,000.00 |
| 2025 | \$3,000,000.00 |
| 2026 | \$2,000,000.00 |
| 2027 | \$750,000.00 |
| 2028 | \$850,000.00 |
| 2029 | \$400,000.00 |
| 2030 | \$900,000.00 |
| 2031 | \$1,200,000.00 |
| 2032 | \$825,000.00 |
| 2033 | \$275,000.00 |

10-Year Facility Needs Forecast



IN SUMMARY



Stop working in silos and collaborate across your entire team



Stop looking only 5-Years (of less) into the future and take a longer-term view of your portfolio



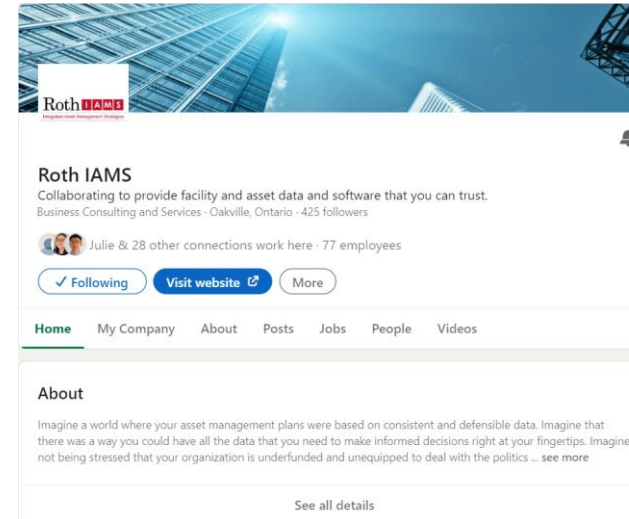
Stop throwing data at people and start telling them a story



Q & A

THANK YOU FOR ATTENDING

- ▶ Visit our website at rothiams.com
- ▶ Follow us on [LinkedIn](#)
- ▶ Connect with us directly through email at bill.roth@rothiams.com or call **(727) 247-9419**



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Dive Into Our Thought Leadership

