Materials Standardization for Facilities and Construction

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Learning Objectives: Materials Standardization

- Benefits and Challenges
- Standardizing Multiple Locations
- Effective Collaborative Techniques
Our Growth

1953

NOW
Our Growth

Memorial Regional Hospital  
1953

Memorial Manor  
1989

Memorial Hospital West  
1992

Memorial Hospital Pembroke  
1995

Memorial Hospital Miramar  
2005

Memorial Regional South  
2006

Joe DiMaggio Children’s Hospital  
2011

65 Offsite Locations

Our Growth
1,000,000 sf Quilt-Like Flooring
No Standards
“The benefits of standardization far outweigh the cost.”

-Adam Mayle

Benefits

- Cost Savings
- Aesthetics (Improved Patient Experience)
- Reduced Inventory
- Shorter Lead Times
- Easier Tracking of Expenses
- Quality
Healthcare accounts for 9.8% of U.S. greenhouse gas emissions and more emissions than the entire United Kingdom.

Ziba Kashef
YaleNews June 9th, 2016

- Reduce waste by standardizing higher quality materials and replacing them less often.
- Standardize to a higher quality and cleanable paint then clean it instead of constantly repainting.
- Replace HVAC filters based on performance instead of time.
- Monitor plant efficiency.
EARTH
Can I Standardize?

- Need
- Leverage
- Champion
- Data
- Consensus
- Support
- Material Selection
This is Adam

Adam likes to collaborate

Be like ADAM
Executive Support
Communicate a Clear Need
Establish Goals
Encourage Feedback
Utilize Team Knowledge/Experience
Communicate Frequently
100% Transparency (Be Honest)
Celebrate Success
The Numbers

Paint
- Significant Discount and Tiered 3% - 5% Rebate
  - Formalized program and started capturing rebates from sales to contractors
  - Outstanding service and partnership from local sales representatives

Flooring
- Tiered 2% - 10% Rebate
  - Standardized to a manufacturer under our GPO
  - Distributor rebates as well as GPO pricing and GPO incentives

Ceiling Tiles
- Guaranteed Best Price vs. Competitor
  - Standardized to a single GPO manufacturer
  - Formalized program to ensure purchases under GPO agreement

Wall Protection
- GPO Pricing and Incentives
  - Standardized to a single GPO manufacturer
  - Formalized program to ensure purchases under GPO agreement
  - Increased quality of wall protection
REVENUE MEETS EXPENSES...LATER
What’s Next?

LED Lights
HVAC
HVAC Filters/Process
Equipment
Service Companies
Building Automation
Plumbing Fixtures
Doors
Life Safety
• Why We Standardized

• Benefits

• How You Can Standardize

• Challenges of Facilities Materials and Multiple Sites

• Effective Collaborative Techniques

• Outcomes Achieved
Questions?

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APPLAUSE