



Materials Standardization for Facilities and Construction

Adam Mayle, Administrative Director Facilities
Management

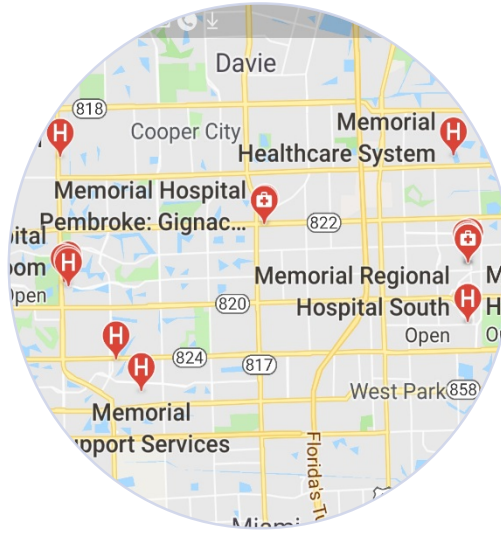
Memorial Healthcare System

Hollywood, FL

Learning Objectives: Materials Standardization



Benefits and Challenges



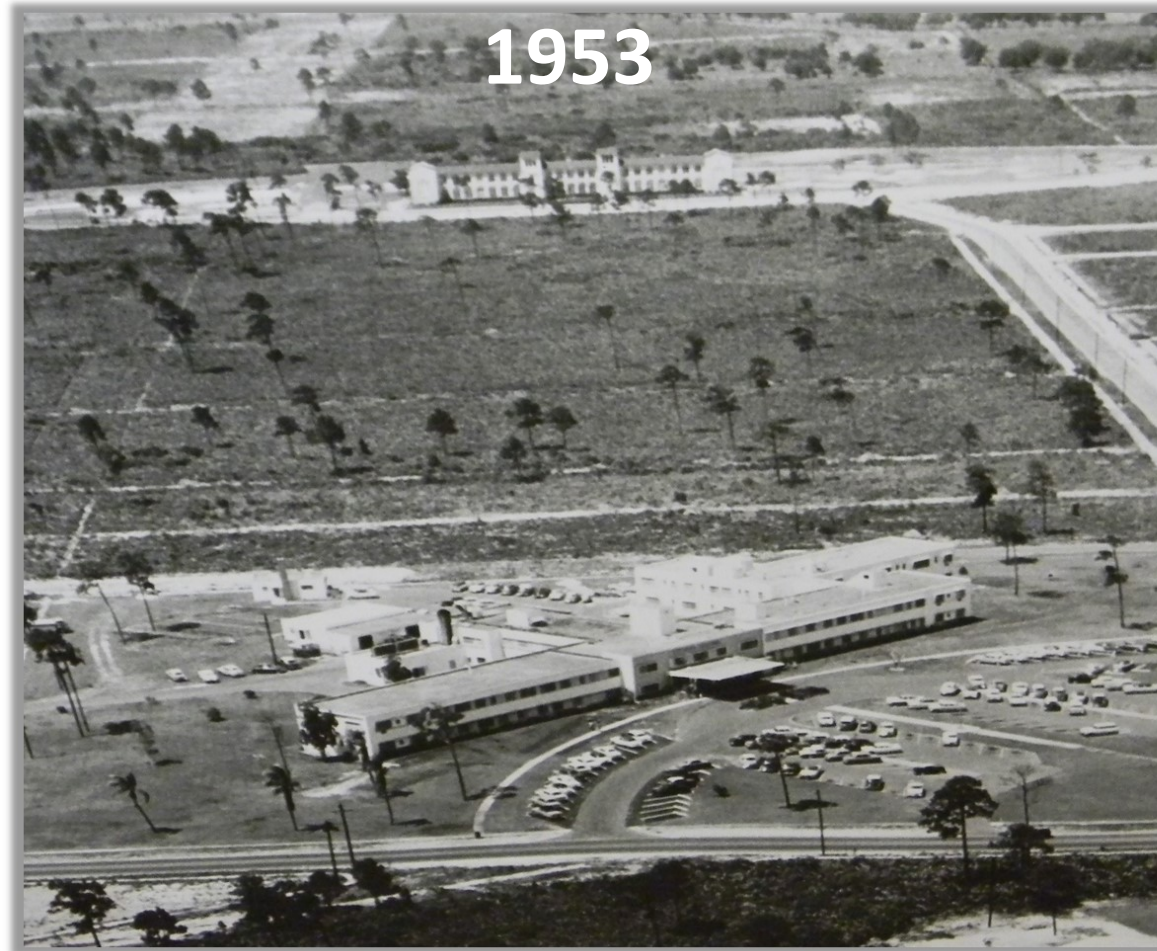
Standardizing
Multiple Locations



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

First Impressions

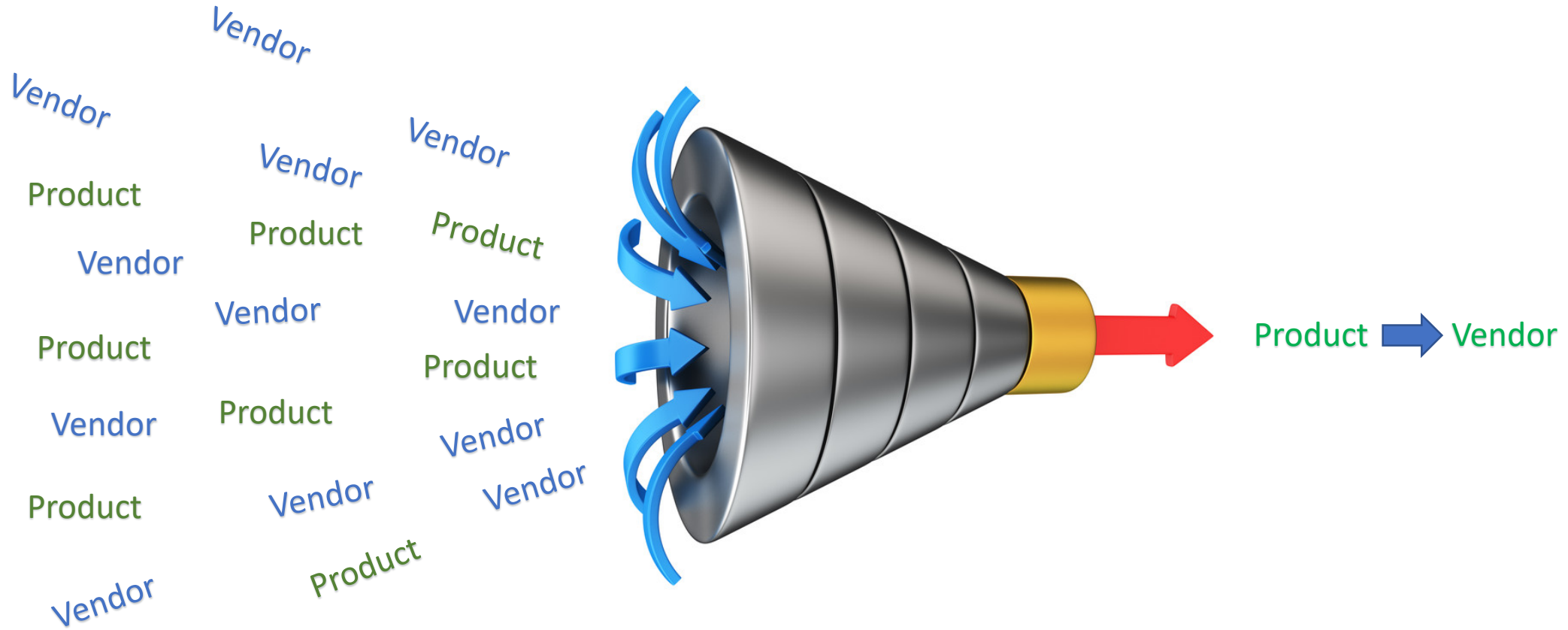


1,000,000 sf Quilt-Like Flooring

Our Projected Path



No Standards



Benefits

“The benefits of standardization far outweigh the cost.”

-Adam Mayle



Cost Savings



Aesthetics (Improved Patient Experience)



Reduced Inventory



Shorter Lead Times



Easier Tracking of Expenses



Quality

Environmental Impact



Healthcare accounts for 9.8% of U.S. greenhouse gas emissions and more emissions than the entire United Kingdom.

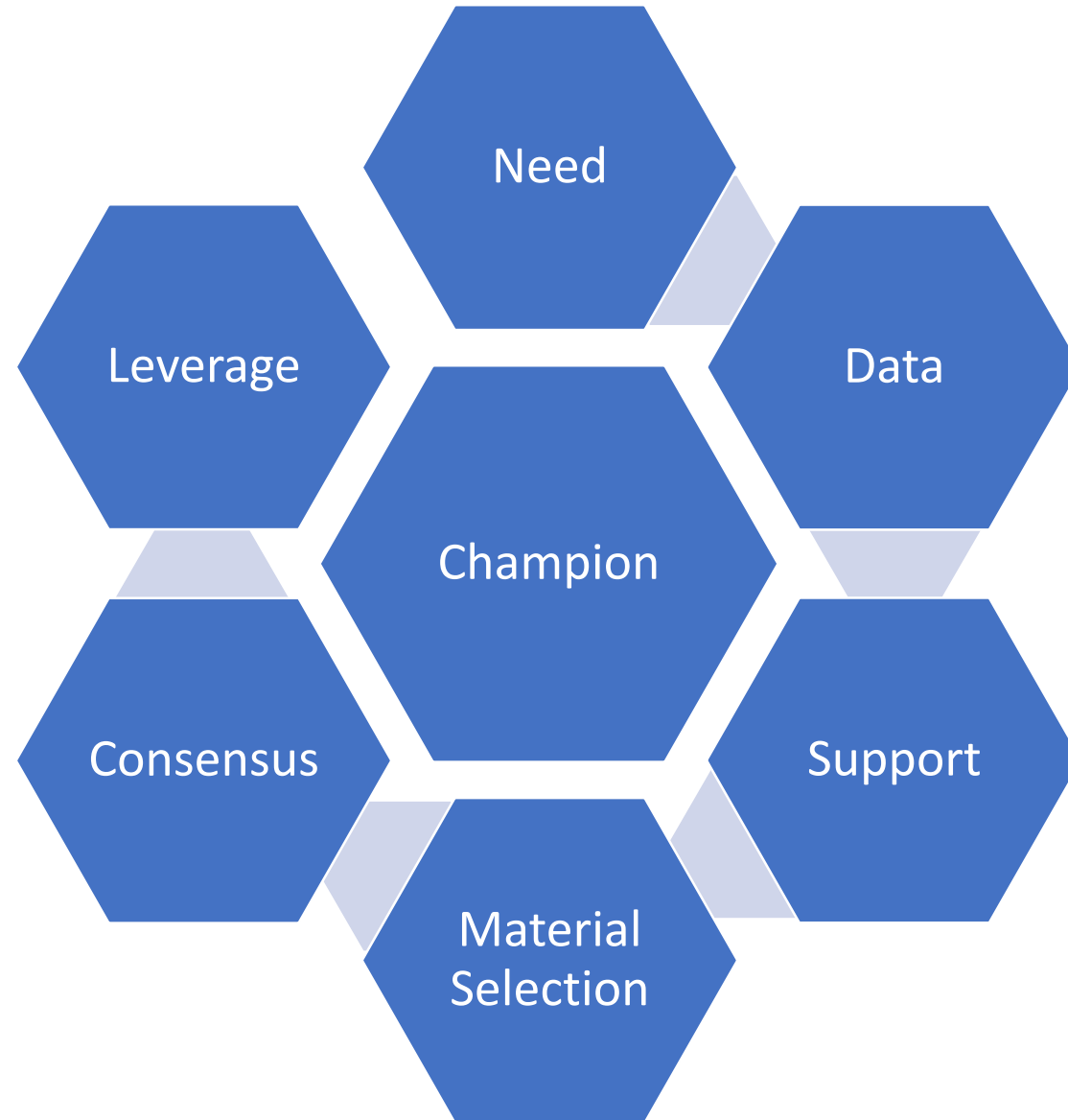
Ziba Kashef
YaleNews June 9th, 2016

- 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?

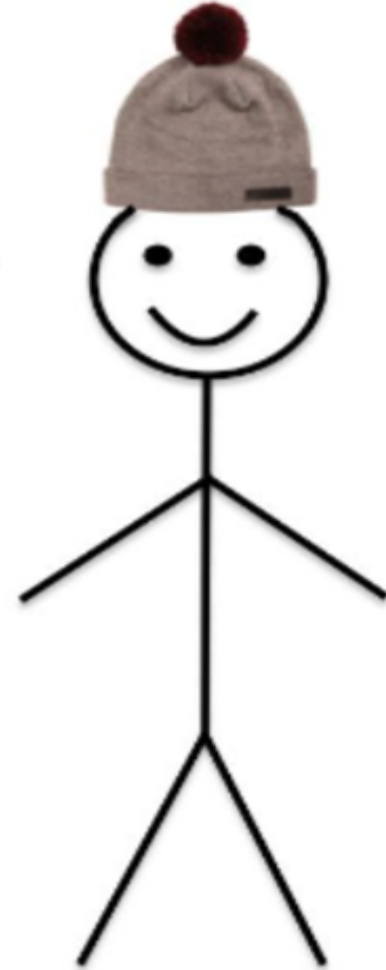


COLLABORATION

This is Adam


Adam likes
to collaborate

Be like ADAM



Challenges

← 🔍 Director, Plant Opera... ⋮

 1 week ago

**Director, Plant Operations
- \$10K SIGN-ON BONUS - N...**

Tenet Healthcare
Miami, FL, US

🕒 Be among the first 25 applicants

[SAVE](#) [APPLY](#)



Turnover



Steadfast Compliance



Interior Designers

Effective Collaborative Techniques



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

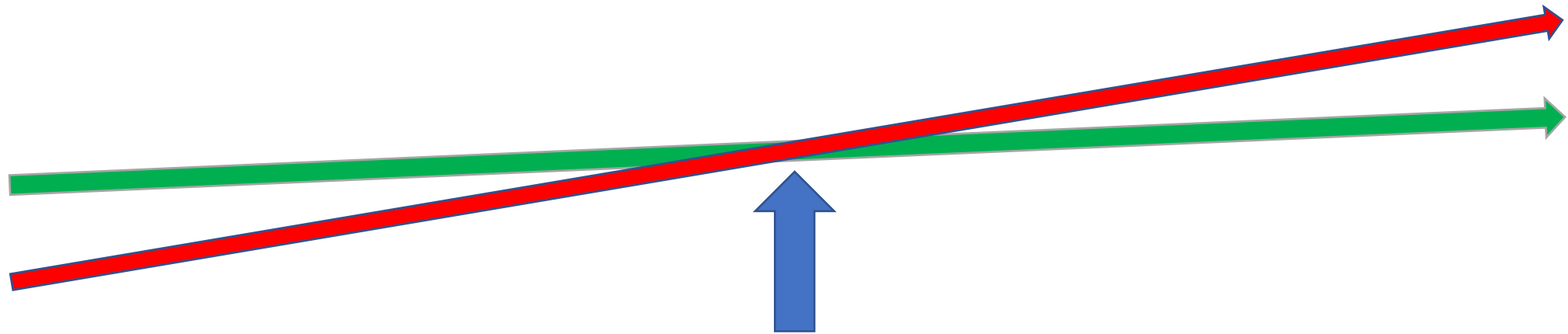
Wall Protection

GPO Pricing and Incentives

- Standardized to a single GPO manufacturer
- Formalized program to ensure purchases under GPO agreement
- Increased quality of wall protection

Our Projected Path

REVENUE MEETS EXPENSES...LATER



Revenue

Expenses

Next CFO Problem

What's Next?

LED Lights

Plumbing

Fixtures

HVAC Filters/Process

HVAC

Doors

Equipment

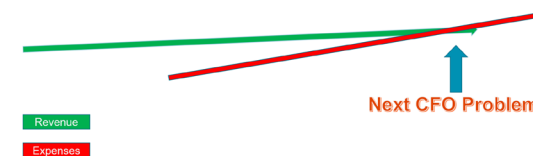
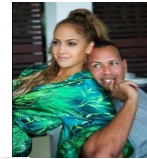
Service Companies

Building Automation

Life Safety

Summary

- 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

