

# Technology Panel

What's working, what's not, and how organizations can plan for the future



# Meet the Panelists

## The Facility Innovators



Cindee Azer, CLSS-HC  
Facilities Coordinator Halifax



Tyler Ferguson  
CEO National Firestopping Solutions



Christopher Hariz  
Founder Hexmodal

# Agenda



Identifying What is Needed | Wants vs. Needs



Implementation | Device Installation & Setup



Contracts & Finances | Financial Outcomes



Poll

# Are you feeling pressure to bring technology into your facility?



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# Identifying What is Needed

Wants & Needs



# What tasks do you want technology to replace?



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# What are you looking for when choosing to integrate technology?



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# Implementation

Device Installation & Setup



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# Who is involved in choosing the technology?



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How do you get your team to buy into the new technology that was selected?



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Why is a pilot program  
important?

# Contracts & Finances

Financial Outcomes



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# What should be included in the agreement terms?



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# Finances & Contract Terms



Rate Lock In

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VS.

---



Price Escalation



Subscription

---

VS.

---



One-Time Price  
*Capital Funding*



Why is a pilot program  
important?

How do you develop a business case for the technology?





## How do you handle referrals?

What type of referrals are you seeking?

- Connect with members of the FHEA community
- Skip the endless demo process
- Ask the company for references that show quality and variety

# Q&A Session

## Stay Connected



Cindee Azer, CLSS-HC



Tyler Ferguson



Christopher Hariz