



7 Steps to Building Trust Capital

Strategies To Secure Funding and Drive Positive Change

Today's Discussions

- The healthcare investment challenge
- Defining trust capital
- Step-by-step guide to building trust
- Gordian Cloud

Speaker Profile



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Gordian

Innovative History. Commitment to Delivering Results.

1982

Harry H. Mellon creates Job Order Contracting to simplify and expedite a time-consuming construction procurement process

1990

Harry H. Mellon founded Gordian to help other organizations expedite project completion

2014

RSMeans Data joins Gordian, providing the most reliable and comprehensive construction cost database available

2015

Sightlines joins Gordian, providing facilities intelligence solutions that improve facilities planning and management

2017

4Clicks joins Gordian, providing comprehensive cost estimating and project management solutions

2018

Gordian joins **Fortive**, furthering our ability to provide connected workflows, real-time data and powerful analytics for our customers

2021

VFA and **Kykloud solutions** join Gordian's best-in-class portfolio of assessment and capital planning solutions

2023

NSR Management joins Gordian to provide UK customers with more comprehensive cost data and procurement options.

Our **Insights**, **Technology** and **Expertise** Are the Countermeasure to Your Facilities Constraints



Ensuring a Continuum of Care for the Physical Environment





The Investment Challenge Facing Healthcare Facilities

Funding Gap: The current rate of funding growth cannot meet the escalating demands placed on healthcare facilities.

Razor-Thin Margins: Healthcare operates with such narrow margins, requiring careful justification for every capital or operational investment.

Building Trust Capital: Facility managers need to establish and build trust capital with executives who might lack facilities management expertise.

Step 1 | Goal Setting

Start Small

- Focus on achievable goals to build credibility & momentum
- Use SMART goals

Under Promise and Overdeliver

- Set realistic expectations to establish reliability

Reduce Costs Without Investment

- Identify initial wins that generate savings

Find an Executive Sponsor

- Seek support from a decision-maker who trusts in you





Step 2 | Data Review

Leverage Your Data

- Emphasize the value of leveraging existing data

Review Computerized Maintenance Management System (CMMS) Procedures

- Validate CMMS procedures with engineering best practices
- Highlight importance of successful compliance reviews

Identify Gaps Between Data Sets

- Analyze existing data
- Identify data required
- Plan to close the gap



Step 3 | Disparate Data Collection

Explain Disparate Data

- Assure sponsor understands compartmentalized software systems & formats

Focus On Data From PDC (Planning, Design & Construction) and O&M (Operations & Maintenance)

- Analyze project data and identify trends for improved project decision making

List Common Software

- AutoCAD, Revit, eTakeoff, etc. — what's common in the industry

Consensus On a Centralized Source of Truth

- Establish clear data governance policies
- Maintain data consistency & reliability



Step 4 | Understanding Systems

Centralize Monitoring

- Identify systems monitored locally or remotely
- Establish oversight responsibilities

Prioritize Systems and Impact

- Identify systems critical to operations (elevators, life-safety, etc.)
- Highlight impact to business continuity

Address the Complexity of Technologies

- Identify challenges optimizing disparate systems
- Consolidate technologies where possible

Implement Compliance and Accountability

- Link O&M systems to regulatory compliance
- Lean up maintenance procedures

Step 5 | Project Prioritization

Align Projects With Healthcare Mission

- Prioritize projects that support the missions
- Showcase enhanced patient outcomes

Customize Solutions

- Assure infrastructure projects align with mission priorities
- Include them in project budgets

Quantify Inaction Risks

- Clearly outline and define the "Risk of Inaction"
- Identify Risk to business continuity
- Include downtime, impact on patient care, etc.

Focus On Facts Not Fear

- Present risks accurately, avoiding exaggeration





Step 6 | Alternate Project Delivery

Utilize Integrated Project Delivery (IPD)

- Most efficient model for large-scale projects
- Full collaboration delivery method
- Shortest project schedule

Utilize Job Order Contracting for Smaller Projects

- Faster to first productive use
- Full collaboration delivery method
- Improved transparency & cost control
- Speed to revenue

Emphasize Reduced Burden On Limited Capital Funding Sources

- Increased project capacity/PM
- Increased # of projects/budgeted allocations

An illustration on the left side of the slide shows three stylized human figures. One figure stands on a large, light-colored circular arrow that curves around a central dark blue area. Another figure sits on the edge of the arrow, and a third figure is partially visible at the bottom left. The background is a dark blue with a hexagonal pattern.

Step 7 | Expand and Repeat

Highlight Cumulative Impact

- Impact of improved stewardship projects
- Increased project throughput = significant results over time

Reemphasize Job Order Contracting Value

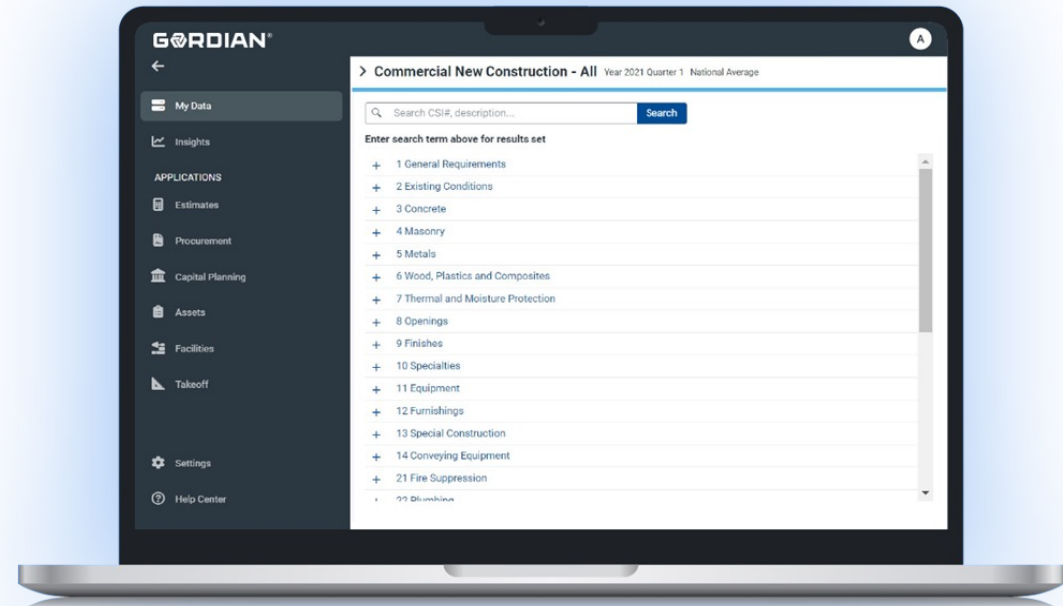
- Job order contracting optimizes capital budgets
- JOC expands access to a wider range of contractors
- Improved use of highly underutilized business

Establish Trust

- Building trust capital is an ongoing endeavor crucial for long-term success
- Establish routine cadence with executive sponsor & stakeholders
- Publish project outcomes

Gordian Cloud Platform: What Is It?

The Gordian Cloud Platform is a unified solution that delivers asset management, facilities management, capital planning, construction cost estimating and JOC procurement capabilities in one unified platform.



Gordian Cloud Platform: What Can It Do for You?

Connected Data

Powered by RSMeans™ Data, the platform provides accurate, up-to-date cost data, constructed using AI, data science and a dedicated team of data engineers.

Insights and Intelligence

Data unification unlocks the ability to provide insights, identify trends and anticipate future needs.

Enhanced Collaboration

Key stakeholders can seamlessly come together to view and share critical insights, leading to streamlined and consolidated workflows.

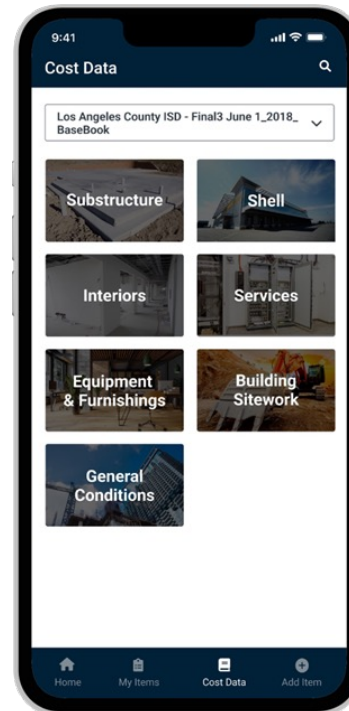
Informed Decision-Making

Decision makers, operators and project leaders can make more informed choices about where to invest when they have the right data, insights and visibility.

Asset Capture | Collect & Sync Your Facilities Data

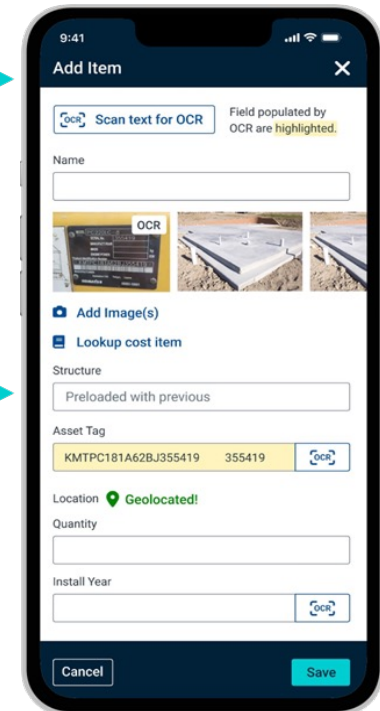
Enhance the insights you get about your facility condition when you connect data from the field to data in the Gordian platform.

- Assessors can create a digital record of any facility asset in the field with an intuitive mobile-native app.
- Data is synced in real time, eliminating the need for manual transfers.
- RSMeans Data is applied directly to captured assets, ensuring accurate replacement costs.



Quick capture with Optical Character Recognition (OCR)

Get accurate data visualizations through Geolocation

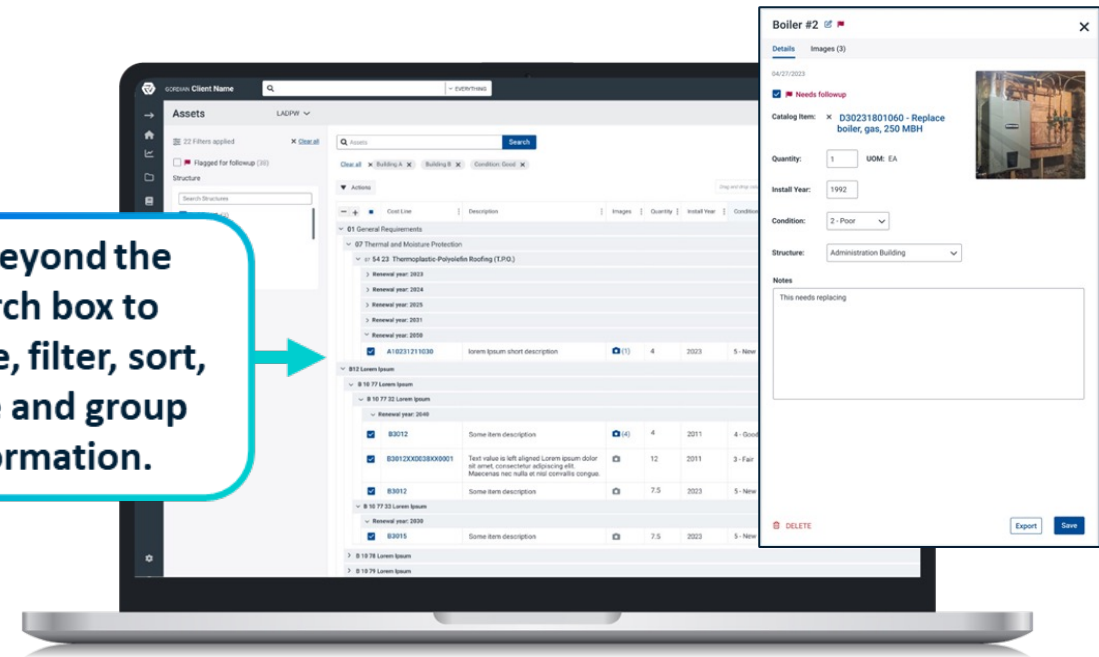


Asset Capture | Advanced Search

Evaluate assets and access data at your fingertips with a dynamic tool with advanced search and browse capabilities.

- Go beyond the search box to browse, filter, sort, refine and group information.
- Data is organized in useful ways so you don't have to scroll long lists.
- Surface the information you need quickly.

Go beyond the search box to browse, filter, sort, refine and group information.



Strategy | Project Prioritization & Selection

Determine which projects you should prioritize for renewal or replacement.

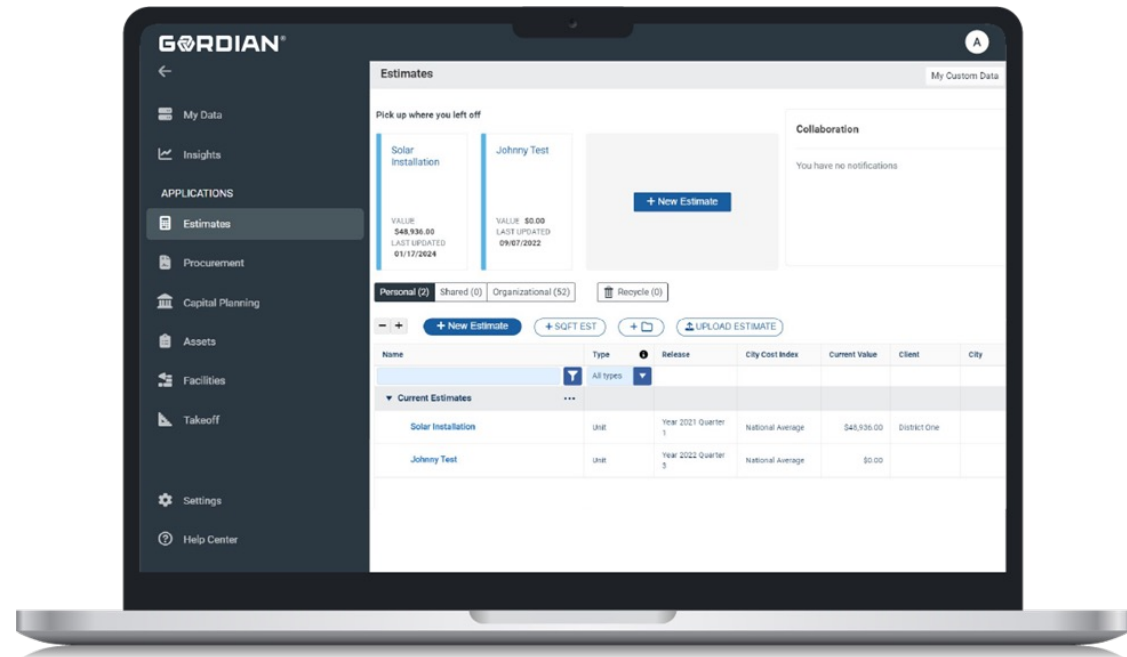
- Apply configurable scoring criteria to your projects to determine priority.
- Rank your projects to identify those that align best with your strategy.
- Ensure objectivity in your project selection process.



RSMMeans™ Data | Cost Estimates

Establish detailed cost estimates with North America's most trusted construction cost database.

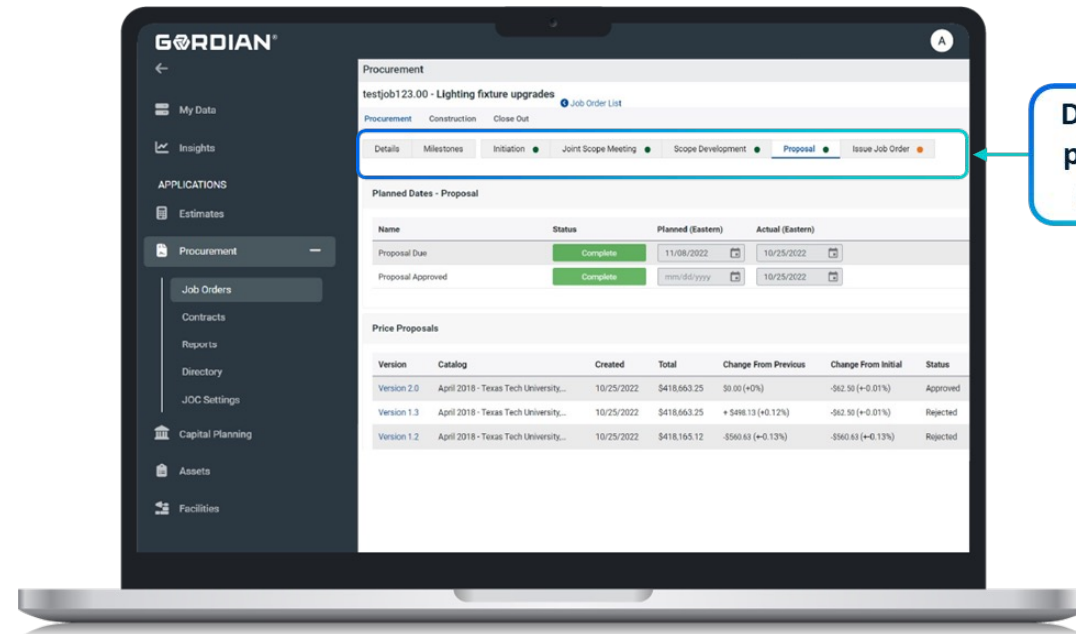
- Translate your project scope into a project estimate.
- Access a suite of robust estimating tools using RSMMeans Data.
- Ensure you stay on budget and identify when you need to adjust scope.



Procurement | Project Execution

Use Job Order Contracting (JOC) to get proposals from approved contractors for project scopes of work.

- **Custom Pricing:** Get localized costs, specs, and labor rates for accurate proposals.
- **Streamlined Review:** Comment and edit proposals directly for scope and budget control.



Defined process steps

Parting Thoughts

- Funding constraints make building trust capital with leadership essential.
- Start with achievable goals, prioritizing immediate cost-saving wins.
- Tap into existing data and streamline your data flow to support decision-making.
- Align every project with the core healthcare mission for maximum impact
- Explore innovative project delivery methods to conserve traditional funding.
- Remember — Building trust capital is an ongoing process for long-term success



Thank you for attending!

Phone a trusted source for additional expertise.
Gordian is here to help.

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