



**Facilities Management Solutions**

## FACILITIES SPEND & OPPORTUNITIES ASSESSMENT (FSOA)

# A safe environment starts with proactive solutions.

It's not enough to have just anyone assess your facility's operational well-being. The healthcare industry has its own particular set of concerns and circumstances that makes it essential to have a professional on board. Facilities Management Solutions (FMS) has direct healthcare facilities management experience and over 100 years' combined experience applied across more than 180 hospitals. We don't just provide data; we provide a holistic picture of your facilities' operational health that is supported by facts and empirical knowledge.

FSOA partners with hospitals in developing their baseline facilities spend and its comparison with the industry, as well as an in-depth analysis of the facilities operations to identify opportunities for efficiencies and cost reduction. FMS has partnered with hospitals across the nation to truly understand how each hospital operates and has developed its assessment process with a mindset of "for healthcare facilities management by healthcare facilities management professionals." We are confident in our ability to produce a product that is based on facts, corroborated by local leadership, and proven to deliver results.

### As your FSOA partner, we will:

- Review existing staffing mix and skillset to provide optimization recommendations based on environmental factors including, but not limited to, region, size, and industry benchmarks
- Develop a normalized baseline facility cost with comparison to industry benchmarks and provide recommendations to reach top percentile in relation to industry standards
- Review existing provided services and associated cost to develop recommendations for optimization based on insourcing opportunities, vendor consolidation, cost control, and reduction practices
- Complete a Facilities Operations Audit to identify the overall health of the operations and determine correlations to the Normalized Cost per Square Foot

## A unique approach to healthcare facilities operations.

Facilities Management Solutions (FMS) has direct healthcare facilities management experience and over 100 years' combined experience applied across more than 180 hospitals. We are an essential partner in ensuring that maintenance teams and facilities are functioning at optimum levels and regulatory compliance risks are minimized.

### MANAGEMENT SERVICES

- Director/Consultant of Facilities Management Placement
- Integrated Facilities Program
- Regulatory Compliance
  - Mock Survey
  - Safety Officer Readiness Training
  - Ligature Risk Assessment
  - Life Safety Assessment
  - Life Safety Plan Drawing Design & Updates
- Emergency Management
- Construction Project Management

### ASSESSMENT SERVICES

- Energy Management
- Facilities Spend & Opportunities Assessment (FSOA)
- Facilities Infrastructure & Condition Assessment (FICA)

### WHO WE SERVE

- Acute, Rehabilitation, Behavioral and Specialty Hospitals
- Outpatient Care Facilities
- Long-term Acute Care Facilities

## What does Facilities Spend & Opportunities Assessment Include?

### Labor Optimization Assessment:

- Conduct individual talent assessment and salary comparisons
- Review existing organizational structure and provide recommendation to improve as needed
- Comparison of current FTE count by specialty to benchmarks

### Facilities Spend Assessment:

- Collect, process, and analyze all financial data as it relates to facilities management
- Review and clarify all facilities spend through site interviews and review of invoices
- Categorize facilities spend and apply FMS facilities spend normalizations
- Produce a normalized facility cost of operations per square foot vs. benchmarks

### Cost Reduction and Opportunities assessments:

- Review and document all facilities services contracts and facilities vendors
- Utilize data from spend assessment to provide recommendations for cost reduction
- Provide pro-forma for each in sourcing opportunity

### Facilities Audit:

- Conduct a facilities audit in conjunction with facilities leadership and produce a facilities audit spreadsheet
- Analyze facilities audit findings and determine correlation to facilities spend
- Complete verification of square footage

**FSOA Individual Reports:** Paper and electronic copies of formal reports outlining current state of the facilities, assessment findings, facilities spend, benchmarks, and recommendations

**Facilities Operations Audit:** Electronic copy of the Facilities Audit

**PowerPoint Presentation:** Electronic copy of the closeout presentation

**Supporting Documents:** All collected information and data will be provided electronically

