

The Threat of “Free Capital”



Generating CFO Oriented Documents

- Documents of the same caliber
- Hard Data
 - latest ratios of expense and cost savings.
- Best practices
- Trends and Equipment Information
- Patient Satisfaction Results
- Software Support

In Summary we needed MORE HELP!



How Can DM&A Help?

We have learned that without the data or the presentation of a cohesive thought process Administrators simply will not invest in the department 98% of the time.



Coaching Team

- Assisting Food Service Leaders with preparing the data driven reports
 - Malnutrition diagnosis revenue stream
- Help them to break through barriers
- Avoid delays in the developmental progress
- Software implementation assistance
- Operationalize the innovation
 - From Idea to Go Live



Why Administrators Need Your Help

- Square Footage requirements
- Staffing Ratios
- Equipment Specifications
- Physician Satisfaction
- Nursing Work Flows
- Food Trends
- Kitchen Designs
- Communications Requirements
- Quiet Initiatives Support
- Patient Scheduling & Discharge



Change Management Plan

- Schedule time with your Senior Leader
- Hot Buttons
 - **PATIENT SATISFACTION**
 - Financial Savings and Return on Investment
 - Robotics
 - Software
 - Quieter Environment of Care
 - Energy Efficiency



Adopt the IT Planning Paradigm

- Three to Five years Minimally
 - not 1 – 3
- Avoid implementation conflicts
 - If it is a battle for resources we will almost always lose unless we coordinate
- Management team must be more visionary in scope
- Remember you are their expert
 - Educate your senior leaders



Finding Resources

- Professional Organizations
- Peer Relationship Forums - Alluserv
- Good to Best in March
- USDA Food Cost Projections for 2013



Design Considerations

- Patient Satisfaction
- Affordability
- Functionality
- Construction
- Operating Costs
- Competitive advantage
- Maintenance
- Equipment Life Cycle
- Energy Efficiency
- Scalability to Market Projections
- LEAN Principles



Be Creative – Grow Your Vision

- Alignment equals support
- Year-End Contingency Capital
 - Directly link it to your vision, not just subsistence.
 - Round on Sr. Leaders at Fiscal Year End for Contingency Funds held back
- Reaffirm you are building what they want
- Demonstrate success



Take home points





And more

- To see all the meal delivery equipment solutions that alluserv has to offer visit www.alluserv.com or call 888.892/2213

**Please contact Marsha Diamond, MA, RD:
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future webinars**

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