

# From the Boardroom to the Boiler Room

What keeps Executive Teams and Up At Night



**STERILE SAFE**  
SOLUTIONS

## We Put Your Goals First

S3 is a customer focused advisory consultancy firm that helps customers realize returns on building system investments, create higher performing buildings, and achieve operational cost reductions.

The roadmap to achieving building performance goals provides the healthiest indoor air quality possible.

A staged investment approach provides immediate returns: consultancy for gap analysis, specialty engineering for implementing highest performing solutions, and curated hardware software providing investment return management through continuous monitoring of all systems.

## Manage Your Buildings, Resources, Staff, Vendors

**#1 - ENERGY STAR®** and professional building management associations corroborate that conducting building energy and resource identifies on average 15% to as much as 30% energy and resource inefficiencies from various reasons including improperly installed equipment.

[https://www.energystar.gov/sites/default/files/buildings/tools/EPA\\_BUM\\_CH5\\_RetroComm.pdf](https://www.energystar.gov/sites/default/files/buildings/tools/EPA_BUM_CH5_RetroComm.pdf)

**#2 -** One of the most significant causes of loss occurs from improperly calibrated building automation and building management systems. Up to 50% of energy used in buildings is wasted due to inefficient building management systems.

<https://www.se.com/ww/en/work/products/building-management>

**#3 -** Today, executive teams and leadership groups can understand engineering and technical mechanical functionality of their facilities impact on investments without ever having to know anything more than Red, Yellow & Green.





## From the Boardroom to the Boiler Room

### What Keeps Executive Teams Up at Night Pertaining to Their Buildings/Facilities Operational Goals

Ask yourself these questions. If any are true, please review this article as a potential way to save enormous amounts of time, resources, money for you and your organization.



- » How many hours are you in meetings to discuss what is required and associated costs with ensuring your buildings comply with the various codes and standards?
- » Is the energy and resource performance of your building portfolio the root cause of many of your frustrations, untold hours of headaches and complications with excessive costs?
- » Do you find yourself frustrated at the increasing operational costs of maintaining a safe and healthy work environment?

- » How many countless hours discussing health/safety issues since the last pandemic developing new policies and procedures to address the next pandemic?

“From the Boardroom to the Boiler Room” refers to this idea for transparency and proper communications for all building’s energy and resource performance. The operational vision and financial goals, including building energy and resource performance, are established in the boardroom. Often, intent and purpose are misconstrued or lost in translation with execution reverting to doing exactly what had been done before.



#### Benchmark to Keep the Vision and Achieve Goals.

Government organizations such as ENERGY STAR® and professional building management associations corroborate that conducting building energy and resource performance studies identify on average 15% to as much as 30% energy and resource inefficiencies from various reasons including improperly installed equipment.

Researchers at three of the foremost building-commissioning think tanks concluded in a study published in December 2004 that a building energy/resource study is one of the most cost-effective means of improving efficiency in commercial buildings.

*U.S. Lawrence Berkeley National Laboratory (LBNL), Portland Energy Conservation Inc., Energy Systems Laboratory at Texas A&M University.*

[https://www.energystar.gov/sites/default/files/buildings/tools/EPA\\_BUM\\_CH5\\_RetroComm.pdf](https://www.energystar.gov/sites/default/files/buildings/tools/EPA_BUM_CH5_RetroComm.pdf)

One of the most significant causes of loss, up to 50%, occurs from improperly calibrated building automation and building management systems.

Investing in a properly performed building energy and resource audit, will provide benchmarks to allow you to make real time adjustments and show immediate returns.

## Ensuring the Continuum of Communications.



The Board and C-Suite Executives provide the vision, strategies, and financial goals. Often, misalignment of understanding between the C-suite and other levels within the organization occurs.

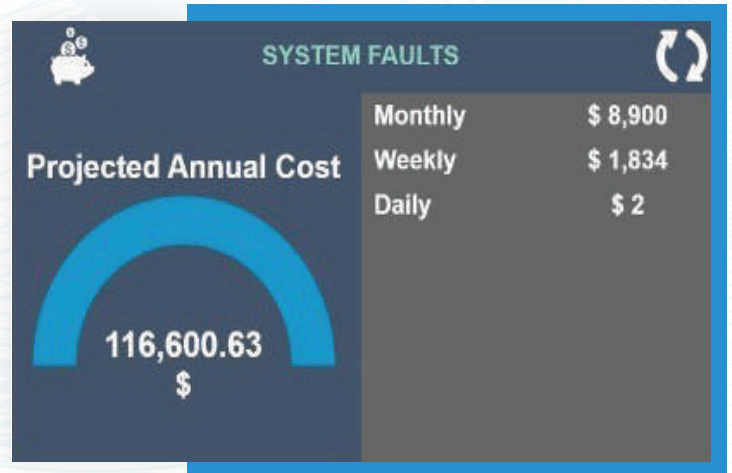
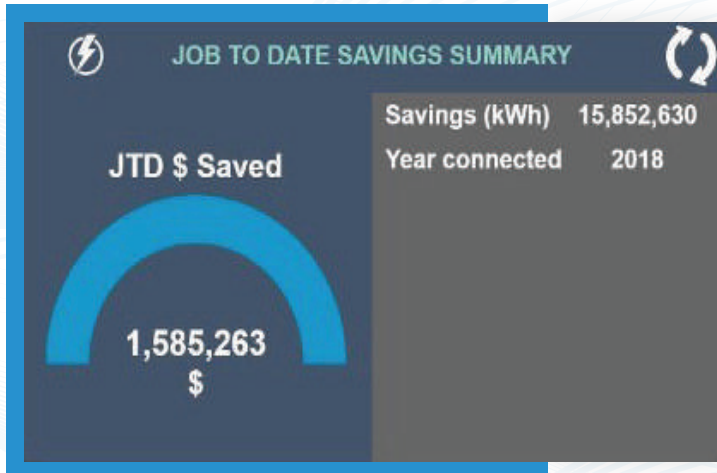
Therefore, a lack of continuity from the vision of the top-down goals to those responsible for managing the building portfolio.

This results in inefficiencies with building expectations and performance conflicts that produce elevated costs. How do you keep the vision intact and aligned throughout your entire operation?

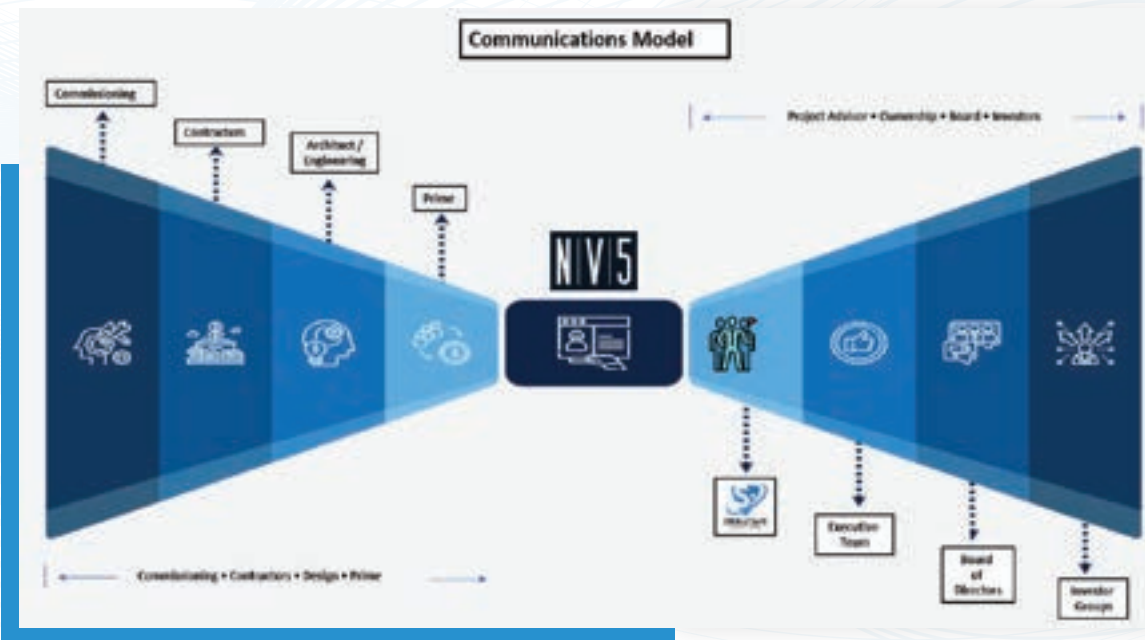
A proper communications conduit between the boardroom and the building's operations team executing the tasks and addressing work orders is needed to harmonize efforts with the overall vision, strategies, and financial goals.

Improved information systems from the boardroom effectively communicated to all organizational levels is crucial for alignment, motivation, and success. A clear understanding by all within the organization fosters accountability.

## Realize Investment Returns.







Implementing a digital protocol system coupled with HR management processes ensures seamless execution of your vision from inception to fruition.

It provides an effective communications conduit for everyone to have real time visualization of the building systems promoting alignment of your vision and financial goals.

Proper digitization platforms allow for investments in building systems to yield near-immediate returns, sustainable improvements, and long-term cost reductions.

Providing 24/7/365 building investment monitoring, you can immediately address inefficiencies and challenges, ensuring your building portfolio operates at peak efficiency.

As a result, you achieve the best possible return on your building system investments while simultaneously reducing operating costs. All levels, from the boardroom to the operators, will have immediate access to energy performance verification.

With a key performance indicator (KPI) dashboard, operators will see an immediate snapshot into the performance of their building.

This allows for easy identification of problem equipment, issues with controls (or vendors), and receiving corrective action recommendations. For your team, digitization provides a tool to ensure meaningful operator training.

## Final Thought

Implementing the approach presented, you can now concentrate on your core business activities.

With the proper trusted advisor to manage the intricacies of your building systems, you can focus solely on your business.

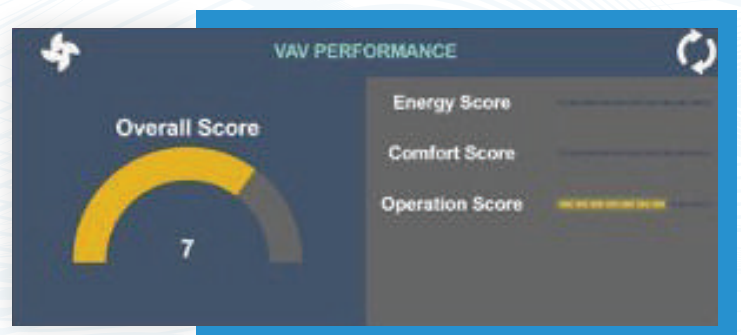
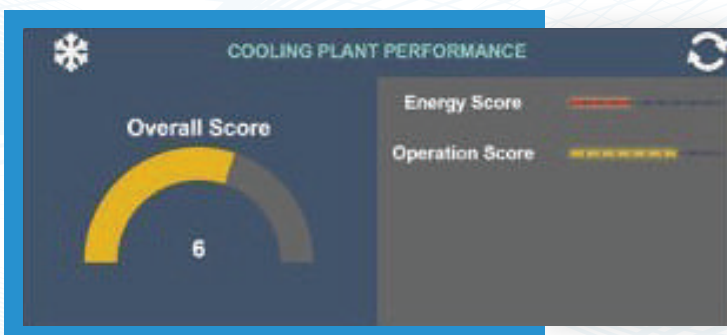
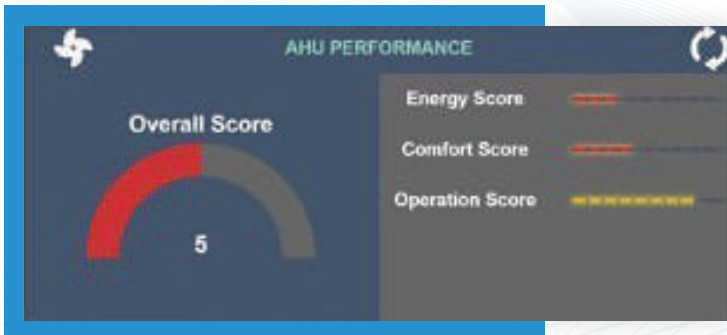
*-the following page outlines recommendations when selecting your trusted advisor-*

## Process and Methodology to Achieve Your Goals

### Key Features of a Comprehensive Consultancy

- 1. Holistic Approach:** We address all facets of your building portfolio's system needs, including strategy, operations, technology, and accountable and managed human resources pertaining to your building systems ongoing real time efficiency of operations, digitally.
- 2. End-to-End Services:** We provide support throughout the entire lifecycle of your project, from initial planning and analysis to implementation and beyond.
- 3. Customization:** Each building is a "living entity" requiring tailored solutions to meet its specific needs and goals.
- 4. Integrated Solutions:** We combine various areas of expertise to deliver cohesive and effective Strategies.

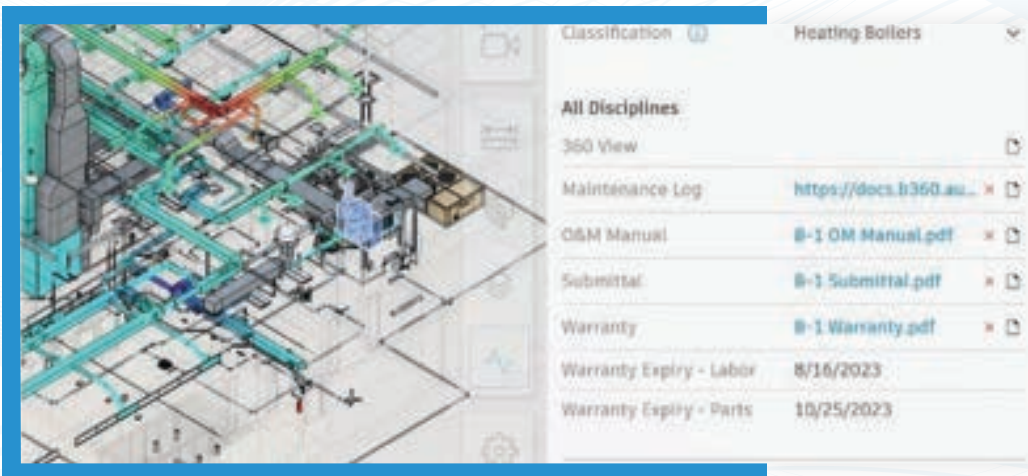
The focus is on long term success and sustainability, not just short-term fixes





**Comprehensive end-to-end and beyond services include:**

- » **Initial Consultation & Concept Development:** We collaborate closely with clients to understand their vision and goals, crafting a detailed project plan that outlines objectives, timelines, and required resources.
- » **Gap Analysis:** We analyze the differences between the current state and the desired future state, identifying specific gaps in processes, systems, skills, and strategies that need to be addressed.
- » **Root Cause Analysis:** We use systematic techniques to identify the underlying causes of the (identified?)S gaps. This involves data collection, interviews, and analytical tools to pinpoint the root issues. Our systematic approach to identifying root causes enables sustainable solutions and long-term improvements.
- » **Strategic Planning & Analysis:** Our team conducts in-depth market research, feasibility studies, and risk assessments to ensure your project is viable and aligned with current market trends.
- » **Design & Development:** We collaborate with creative and technical teams to design and develop all necessary components, whether it's a software solution, marketing strategy, or business plan.
- » **Implementation & Execution:** We manage the execution phase with precision, overseeing all aspects to ensure the project remains on track, within budget, and meets the highest quality standards.
- » **Monitoring & Adjustment:** Throughout the project, we continuously monitor progress and make necessary adjustments to address any issues or changes in scope, ensuring alignment with initial objectives.
- » **Final Delivery & Evaluation:** We ensure the project is delivered on time and to the highest standards. Post-delivery, we conduct a thorough evaluation to measure success and identify areas for future improvement.
- » **Ongoing Support & Maintenance:** Our commitment doesn't end with delivery. We provide ongoing support and maintenance to ensure the long-term success and sustainability of your project.





## CONTACT INFORMATION

 **Daryl DeJean, President**

 **619.218.5522**

 **daryld@sterilesafesolutions.com**

 **Bill Ganz, CEO**

 **310.991.9798**

 **Billg@sterilesafesolutions.com**