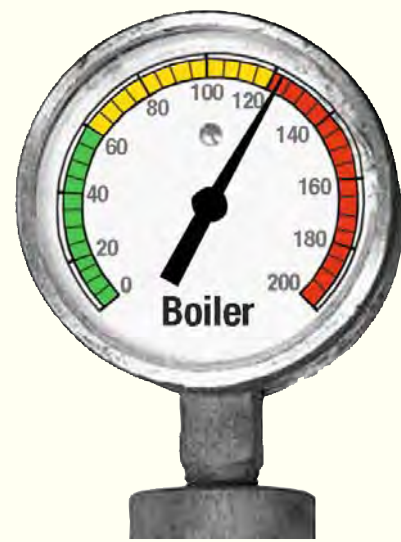


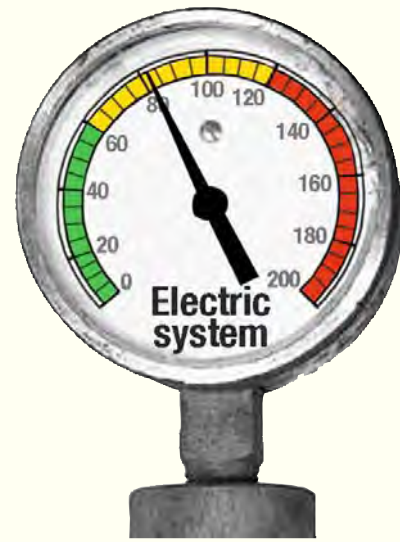
## Five threats to your fiscal health.



Double up on preventive maintenance?



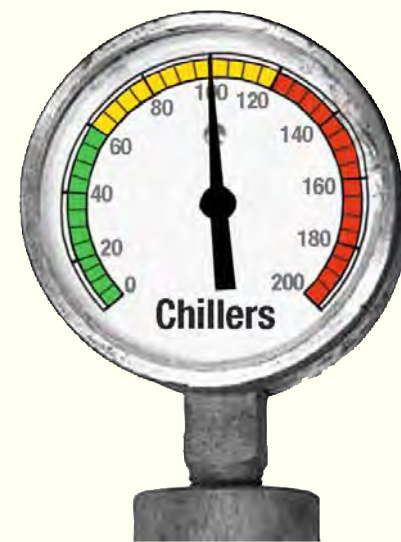
Looming unplanned investment?



Plan for upgrade in 4 years?



Lukewarm return on capital investments?



How long before you need replacements?

### Even the most aggressive preventive maintenance programs can't give you the answers you need.

Problems can build up unseen before they burst to the surface—and then it's too late. The situation gets worse if one of your most experienced engineers retires or you face a looming JHACO inspection. The answer?



*Guaranteed return on investment. Plan on having more capital for new life-saving equipment.*

### Guaranteed outcomes—and the possibility of 100% recovery.

If our action plan doesn't result in the contracted guaranteed savings, we'll reimburse you for the difference at the end of each year. Better still, if those savings exceed the guaranteed amount—which is often the case—you retain 100% of them. What's more, we guarantee the operational budget and day-to-day performance for the department, as well as the cost and completion date of any infrastructure improvement project.

*Above all, Sodexho Facility Solutions will guarantee your return on investment—in writing. Our price is linked to our performance. So we're prepared to step up and share the risk.*



*Sodexho Facilities Solutions. The Rx for your fiscal health.*

### Our experience is all about the patient experience.

What makes Sodexho a different kind of company? We believe it's our focus on creating a positive experience for your patients and their families. The better the patient experience, the better for your whole hospital.

All Sodexho people benefit from our exclusive CARES training program: the many ways to show Compassion, Accountability, Respect, Enthusiasm and Service. That's our company culture—some say it's our DNA. That's the spirit you'll see from the Sodexho staff, who work with you every day.

### Schedule your check-up for early detection.

Contact us today for your Sodexho Facilities Assessment.

**1-800-000-0000**

**E-mail  
Address**

Is your capital budget moving toward a meltdown?

# Sodexho Facility Solutions: The Rx for your fiscal health.

You want to be able to plan for capital improvements instead of reacting to problems. Plus, you want to keep daily operations humming—while keeping costs to a minimum.

To do that you need a clear picture of what's going on within your infrastructure. *Sodexho Facility Solutions* provides that high-resolution image. It becomes the basis for your facility's customized Fiscal Wellness Program in three stages: *Diagnosis, Prescription, Treatment.*



## Diagnosis:

*The Sodexho Facilities Assessment.*

### An x-ray of your infrastructure in operation.

*The Sodexho Facilities Assessment* is a fact-based, comprehensive process for identifying critical infrastructure issues that could impact your capital budget over the next five to ten years. It reveals hidden problems in time to deal with them in the most cost-effective way possible—before they affect patients and staff.

### An objective, third-party analysis.

*Sodexho Facility Solutions* is a national leader in facilities-management services for acute care hospitals. We manage over 40 million square feet across the country. Our experience enhances yours. But we don't sell boilers, chillers or other equipment, so we offer an unbiased, expert opinion, pure and simple. When we propose a solution, its only criteria are your best interests.

You can pay for hospital improvements *with guaranteed results across your entire facility.* So, by the time you have to replace a major system, you've probably already saved enough to pay for it.

### How we'll begin the capital conservation process.

Our team—architects, engineers, systems analysts, energy specialists and construction managers—will evaluate your facility, its systems and operations:



*Guaranteed operational budget & daily performance. Stop paying for inefficiencies. Start adding patient services.*

- Heating, ventilation and air-conditioning requirements
- Plumbing and piping systems
- Fire protection
- Life safety systems
- Electrical systems

Using our unique diagnostic process, we "score" every major infrastructure system on its performance and condition. You then use these factors to prioritize future capital outlays with greater precision. You can also compare how your facility ranks against similar hospitals.

## Prescription:

*Capital Advice for Challenging Times.*

We recommend new ways to maximize efficiency. We then develop a 5- to 10-year strategic plan that maps out a progression for achieving them, optimizing your facility investments over the years.

Our review includes:

- Space planning
- Infrastructure planning
- Life cycle cost analyses
- Capital budget planning
- Central energy plants
- Energy Upgrades

## Treatment:

*Innovation, Implementation & Achievement.*

You'll see creative new approaches to nagging problems, based on the deep facilities experience of our team that comes from decades of working with thousands of hospitals across the U.S. We take these proficiencies and apply them to yours.

Then, we assume responsibility for the successful implementation of our recommendations. That's where you'll

see our expertise in action, extending the life of your critical equipment assets. Our teams are also specialists at managing infrastructure renewal projects.

*Your plan, combined with our on-site Operations & Maintenance team, delivers a total Facility Solution: reducing your risks while assuring smooth day-to-day physical-plant operations.*

You draw from the resources of Sodexho Health Care, a \$4 billion specialist in support services, part of the \$13 billion Sodexho organization. Our national buying power gives clients an edge in cutting costs.



*Guaranteed savings in writing. Invest in patient comfort, not energy bills.*



*Guaranteed cost & completion date for infrastructure improvements. Savings you can count on to invest in patient satisfaction.*

### Operations & Maintenance: Continuous improvement, every day.

Faulty thermostats. Leaky pipes. Electrical problems. Now you have the means to head off problems—and complaints. Sodexho Facilities Solutions offers proactive maintenance—an approach that goes beyond preventive maintenance to keep your facility running more smoothly on a daily basis. Safety, comfort and fiscal strength all show healthy signs of improvement. How healthy? Take a look at our guarantee in writing on the back.