

# How to talk to the C-suite about budget and infrastructure



## Learn the language

It's no secret that facility and operations managers and the C-Suite think about facility needs differently. Before approaching them with a budget, step back and think about what they're looking for. Maintaining current infrastructure isn't big news. It's not something they can announce to shareholders or write on the company website. The only cards you can play are urgency and risk. But those cards need to be played wisely, and always backed by objective data.



## Be prepared

The best way to defend the capital you're asking for is to provide data that backs up your requests. Facility and operations managers aren't the only ones asking for a piece of the pie. You have to prove that you need as much capital as you're asking for. Now is the time to pull out all of the data available from your facility condition assessment or the Facility Health Index™ and justify your capital requests.



## Be direct

Don't bend the truth. It may sound juvenile, but the C-Suite knows when budgets, urgency, and risk have been inflated. They almost expect it. Instead, be direct and honest. Let the data speak for itself. This will increase trust between facility and operations managers and the C-Suite, leading to a better working relationship over time.



## Get noticed

A lot of work facility and operations managers do is invisible. Pinpoint areas where return on investment has been high or equipment repairs or replacements have created better efficiency and improvements to patient safety and care. Pinpoint areas where return on investment has been high or equipment repairs and replacements will lead to better efficiency and savings.



## Sort your priorities

It may feel like every repair or replacement on your to-do list is urgent, but that's probably not the case. If you present a long, expensive laundry-list to the C-Suite, they'll say the same thing. Instead, be realistic about what upgrades can wait or which need to be dealt with immediately. You'll also need to evaluate how many projects you can actually achieve in a year. This is another place where data can strengthen your claims and help you prioritize.

## Bottom line:

Asking for money doesn't have to be hard. [Contact us](#) for help to secure the capital you need.