

## Project 7 Business case

# Make the CFO your ally

Your CFO is a powerful ally. If you're not used to dealing with the business side of running a hospital, it can be intimidating at first. But don't let it get to you. Come to them with some numbers, and show them how the hospital can save money or even make more. Once the CFO sees you're speaking their language, they will help you.

### Considerations

You can gain soft and hard ROI from different sources, and use that to fund a multi-year strategy.

Soft ROI comes from engaging your workforce (particularly physicians and RNs, who are in short supply), and marketing to your commercial patients.

Hard ROI comes from detailed energy budgeting, energy savings projects, utility rebates, supply savings, and investments.

Electricity must be managed differently. AI and data center projects will increase electricity costs in the next few years, so lock in low-cost renewable energy contracts.

Utility companies want their large customers to reduce energy use, as it saves them capital construction costs for power generation.

SION60 has 75+ projects ready to go on Day 1, including 18 for energy. We provide project management, empower your facilities team, and save you money on consultants.

### KEY DATA SOURCES



Energy invoices  
(use + costs)



EnergyStar  
database  
(if accurate)



Vehicle fleet  
(size + costs)



No/low  
cost  
opportunity

