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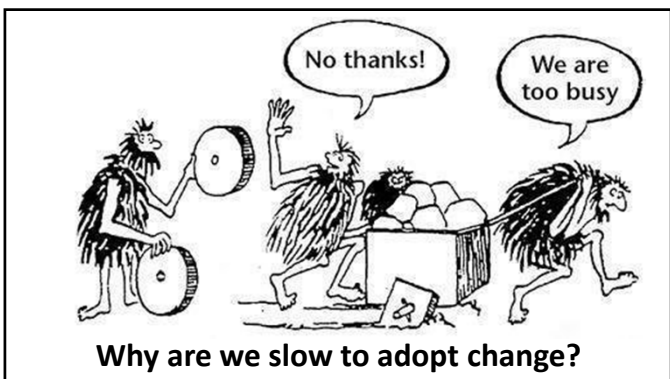
Questions related to specific materials, methods, and services will be addressed at the conclusion of this presentation.

CONTINUING EDUCATION
AIA

Course Description

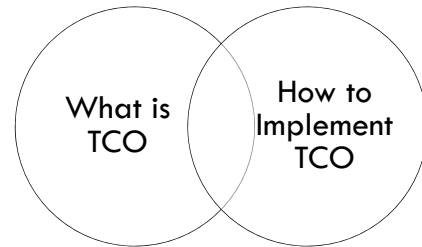
APPA has been developing a 2-part new ANSI recognized standard for Total Cost of Ownership which allows owners to better manage their asset portfolios by looking at the impact of decisions on the life of their asset. TCO allows owners to plan for upcoming costs so that better budgeting can be accomplished, and cost spikes can be managed. Most facilities and infrastructure today are focused on initial or first cost, and a low initial cost can have significant negative long-term cost implications. This session will allow attendees to better understand the benefits of long-term costing strategies. The concepts presented are for both new and existing facilities and infrastructure.

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Learning Objectives

- Verify the value of TCO and its benefits.
- Learn how the principles presented in Part 1 of the standard work together in supporting implementation.
- Understand what a minimum TCO implementation entails.
- Discuss how you can get started with TCO whether you have an asset or hundreds of facilities.



Learning Objectives

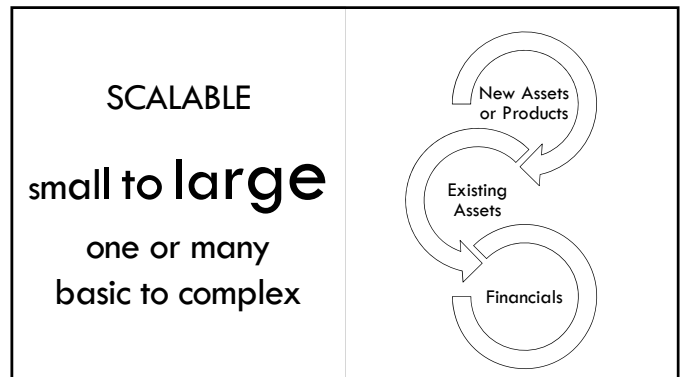
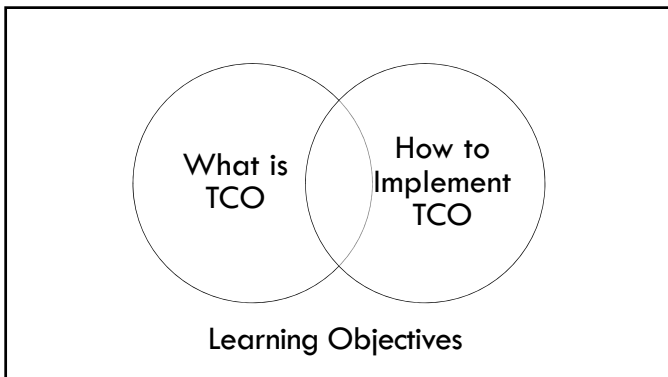
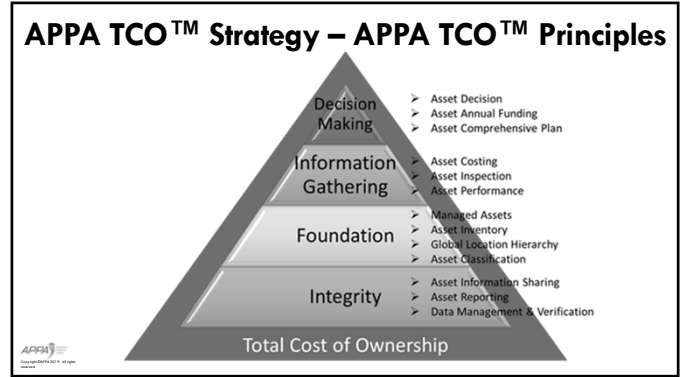
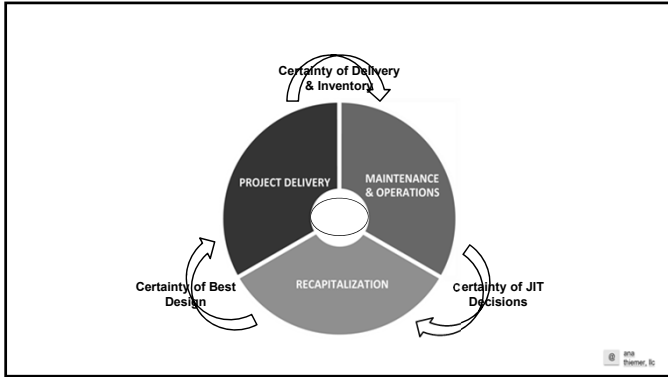
Total Cost of Ownership

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APPA TCO™ Definition

A holistic approach to maximizing return on investment of managed physical assets that includes the summation of all known and estimated costs to include first, recurring, renewal / replacement and end-of-useful life costs revised at critical decision points to aid in life-cycle asset management decisions.

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TCO Strategies to Implement Today

<ul style="list-style-type: none"> <input type="checkbox"/> Focus on all-cost mindset rather than <ul style="list-style-type: none"> ✓ first-cost ✓ YOUR cost <input type="checkbox"/> Select assets based on alignment with mission <input type="checkbox"/> Focus on variables within control <input type="checkbox"/> Track actual costs when available 	<ul style="list-style-type: none"> <input type="checkbox"/> Create Design & Construction Standards that align with mission/TCO principles <input type="checkbox"/> Document lessons learned after purchase/construction <input type="checkbox"/> Enhance handoff to maintenance
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New Asset

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TCO Strategies to Implement Today

<ul style="list-style-type: none"> <input type="checkbox"/> Start with what you can/Prioritize existing assets <ul style="list-style-type: none"> <input type="checkbox"/> Proactive V. Reactive <input type="checkbox"/> Focus on variables within control <input type="checkbox"/> Track actual costs when available 	<ul style="list-style-type: none"> <input type="checkbox"/> Share information on decisions with organization <input type="checkbox"/> Document lessons learned after decision <input type="checkbox"/> Enlist in efforts that will reduce TCO (retro-commissioning, energy saving measures)
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Existing Asset

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TCO Strategies to Implement Today

<ul style="list-style-type: none"> <input type="checkbox"/> Align current reporting with TCO mindset <input type="checkbox"/> Report on future, not just past <ul style="list-style-type: none"> <input type="checkbox"/> Create data integrity checks <input type="checkbox"/> Track actual costs when available 	<ul style="list-style-type: none"> <input type="checkbox"/> Share information on decisions with all organization <input type="checkbox"/> Showcase good efforts to align D&C standards or other reductions in costs
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Existing Asset

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