



# Anxiety in the C-Suite: Moving from Tough Choices to Intelligent Decisions

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## What Does Your CFO Want to Know Most about Your Facilities Management Spend?

When you meet with your CFO, you can expect to take tough questions and face tough choices.

The toughest one you're likely to face is:

- **"What are you going to do to change the trajectory of this spend?"**

In other words:

- **"Tell me how you're going to cut your spending levels. Or I'll do it for you."**

## Give Your CFO What They REALLY Need

To meet the needs of your CFO, your CMMS has to deliver intelligence, so you can:

- Make a compelling business case for doing the right thing
- Prevent short-term cuts that would cause future spend to balloon
- Provide your CFO with good alternatives for managing spend

Your CFO's goal is to manage the P&L and the balance sheet. True asset intelligence makes the Facilities Management team their trusted partner.

During financial review calls, most CFOs will want to know:

1. Your spend for the past reporting period
2. What drove the spend
3. Which assets and/or locations require the most spend
4. What it will cost to keep those assets running for the balance of the period, relative to their [Total Cost of Ownership](#)

**If you can see where the money is going and what's driving your costs, you can control your Facilities spend.**

### Repair or Replace?

Knowing the most cost-effective time to replace an asset is a duty that falls to Facilities leaders. Different CFOs need different answers to support those decisions.

Corrigo has your back, at the office during capital planning and in the field when big spending decisions are made. The platform can:

- Identify each unit by age and remaining book value
- Let you know when book value reaches zero
- Show you when repair expense on a unit starts to increase
- Enable you to project when it will reach the downside of its total cost of ownership curve
- Know when R&M costs will exceed the depreciation on a new unit
- Give you intelligent answers in the field on your mobile device -- about **this** problem unit, not a portfolio average or site-wide roll-up

No more guessing when you should replace aging equipment — Corrigo knows.

### Manage EBITDA with the Right Facilities Intelligence

With Corrigo, you get to show your CFO how to improve EBITDA without across-the-board expense cuts. The level of intelligence and reporting you get with Corrigo enables you to control your Facilities spend *while protecting your brand and operational quality*.

Run all the spend scenarios your CFO needs to fine tune the capital/expense balance.

- Impact of R&M capital spending on future expense levels
- Opportunities for training and prevention to decrease R&M expense
- Options to trim PM expense without increasing repair expense (for example, standardize PM specs and adjust PM frequencies)

Making good, data-driven decisions about assets will make you a hero, ready to work with your CFO to make the best decisions for your company.