



RMC XPress

Rocky Mountain Chapter

The leading knowledge exchange for those who design, build, use and maintain mission-critical enterprise information infrastructures, 7x24 Exchange's goal is to improve end-to-end reliability by promoting dialogue among these groups.

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2007 Summer Educational Forum

“Life Cycle Costs: How to get the Boss to Spend the Money”!



Gary New (NCAR) and Frank Roth (eBay)

The August 24th seminar was titled “Lifecycle Costs: How to get the boss to spend the money.” The seminar was performed by Gary New, NCAR, and Frank Roth, eBay. The presenters started the morning off by discussing expectations versus reality. The important point here was how to relate this in terms management can understand. Educate your boss like you would your customers.

The next step in getting the boss to spend the money is to develop a strategic plan. In this plan both Gary and Frank discussed placing priorities on the critical items. Save the merely cosmetic improvements for



another day. The key “take away” in the portion of the program was to communicate that you are NEVER done with infrastructure improvements.

In the second session Gary and Frank talked about how life cycle costs differ by project type. They both relayed personal experiences in dealing with these costs for new installations, retrofits, and on-going maintenance. This session was wrapped up with a discussion on the importance of commission.

In closing, both speakers said that you can communicate your needs and you can plan your strategy, but the biggest factor in getting the boss to spend the money is trust. Trust comes through experience and understanding.



FALL SOCIAL November 6th

Please join us for our Fall Social on the evening of November 6th at the Four Points Sheraton (1-25 and Hampden). More information will follow. Our featured speaker will be Mr. Tom Plant of the Center for ReSource Conservation.

Fall Social Speaker TOM PLANT



Tom Plant was first elected to the state legislature in 1998 and re-elected three times after that. His term expires when the next General Assembly session begins January 10th.

Tom served on the bi-partisan Joint Budget Committee from 2002-06, and was chairman in '06. He also served on the Appropriations, Agriculture and Local Government committees.

Among the key pieces of legislation he sponsored: Prescription Drug Fairness Act; the Colorado Renewable Energy Act, which later formed the basis for Amendment 37; and energy efficiency tax-incentive legislation. He has been named Legislator of the Year by organizations such as the University of Colorado and the Sierra Club of Colorado, and was the recipient of Colorado Conservation Voters' "Green Sense Award for Environmental Leadership."

Since 2004, Tom has been executive director of the Center for ReSource Conservation. The non-profit implements a variety of programs focused on energy efficiency, renewable energy, water conservation, green building and construction waste reduction.

Delivering on Governor Ritter's Colorado Promise and his vision for a New Energy Economy, the Governor's Energy Office (GEO) is excited to provide the resources for Colorado's leadership role in the energy landscape.

Following the leadership of Governor Ritter in his campaign, inaugural address and the 2007 State of the State speech, the 2007 legislature set the policy foundation and opportunity for our office to put in place programs to achieve this new energy vision.

GEO recognizes that now the real work begins. Our Program Directors are creating energy efficiency and renewable energy programs and policies to benefit Colorado. Our programs are designed to assist Colorado businesses, communities, consumers, homeowners, state employees, public institutions and utilities throughout our great state.

Free End-User Membership Extended through 2007!

Due to the overwhelming response to our offer of *free end-user membership* in 2006, we have decided to extend the offer through 2007. We are very excited about the number of end users who have responded to the offer. Please pass this information along to your peers who might be interested.

Membership Renewals

Our web-based renewal process is working very well. Look for us at www.7x24exchangerm.org. It is very easy to fill in the required information and send it in. Please note that we can no longer accept credit cards and can no longer give a discount for National members. Please use the web-based application for future renewals.

7x24 Website

To obtain information on current events, future programs, joining the RMC (obtaining a user-friendly membership application), or contacting us with any questions you may have, please visit our website at:

www.7x24exchangerm.org. It includes the following:

- Archived newsletters
- Board member contact information
- Membership application
- Power point presentations from previous seminars
- Attendee lists from previous seminars
- A link to the 7x24Exchange national website

2007 AFEC Conference



Please mark your calendars for the 2007 Advanced Facilities Management & Engineering Conference (AFEC) to be held on November 7th and 8th at the Merchandise Mart.

www.afec.biz

7x24 Exchange, Rocky Mountain Chapter is an affiliate sponsor of this event for the second consecutive year. The event's purpose is to advance the skills and knowledge of the facility managers and engineers in the Rocky Mountain region, making them better equipped to handle today's job demands and to assist in advancing their careers.

The AFEC very effectively provides educational seminars, keynote speakers, hospitality booths, exhibitor booths and a chance to win valuable prizes.

Please try to attend the 2007 AFEC conference, come by and say, "Hi" to our 7x24 Exchange representative and gather some information for your company.

