

# From Fixer to Influencer:

## Mastering Capital Equipment Planning and Project Management

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11 am - 12 pm PDT



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Polling App



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# A Recipe for HTM Professional Transformation

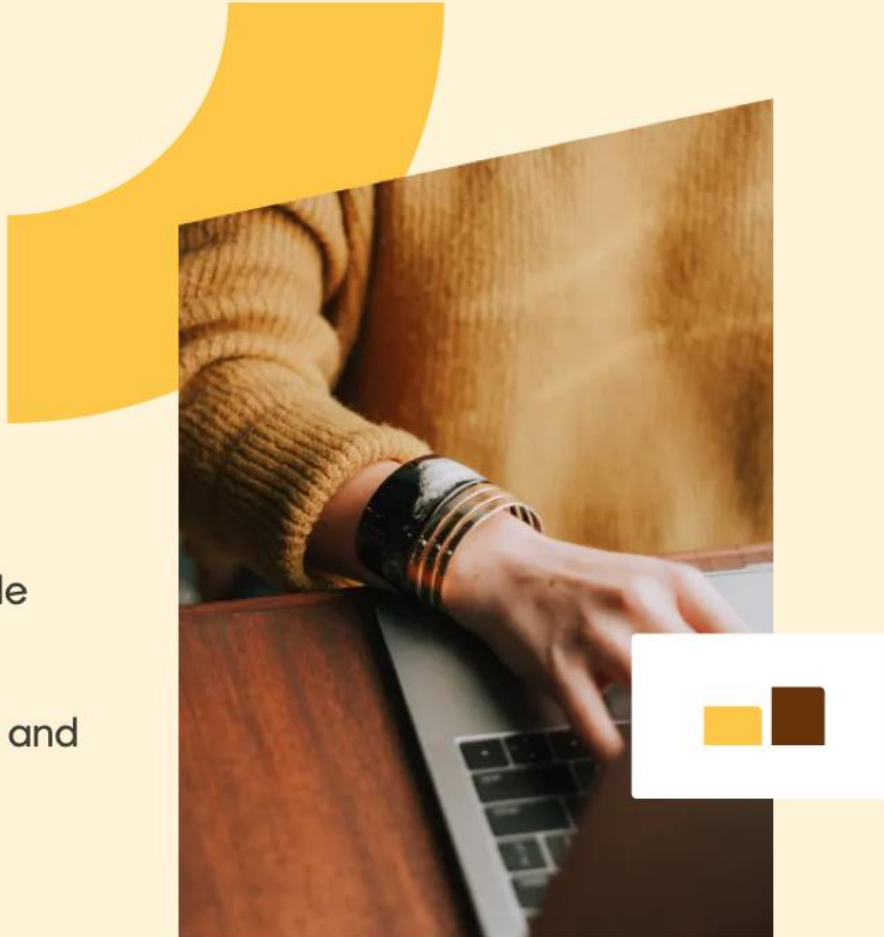
What one word describes your role today? vs. What word would you like to describe it in 3 years?

## Mastering Capital Equipment Planning and Project Management



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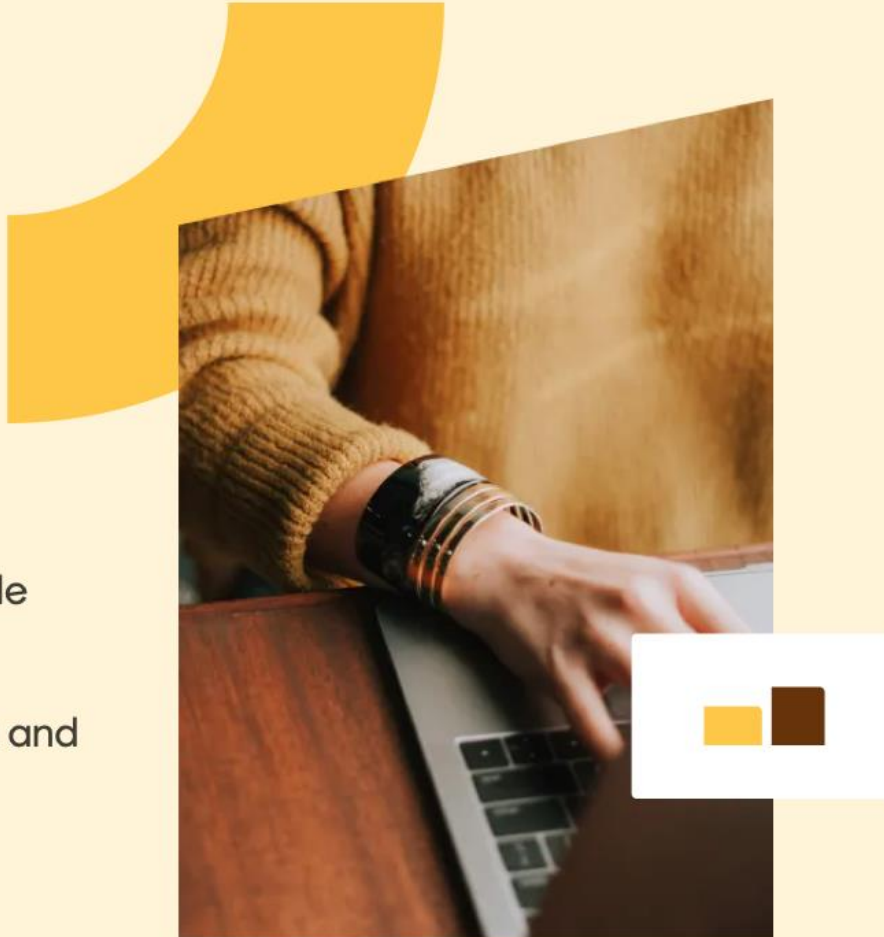
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# Today's Menu

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- **Appetizer**  
The Fixer's Dilemma
- **Main Course**  
Essential Ingredients for Strategic Influence  
Capital Equipment Planning Frameworks  
Capital Equipment Project Management
- **Side Dish**  
Perfect Stakeholder Engagement
- **Dessert**  
Your Signature Strategy



# Quick Prep Poll – Mise en Place



What's your primary HTM role?

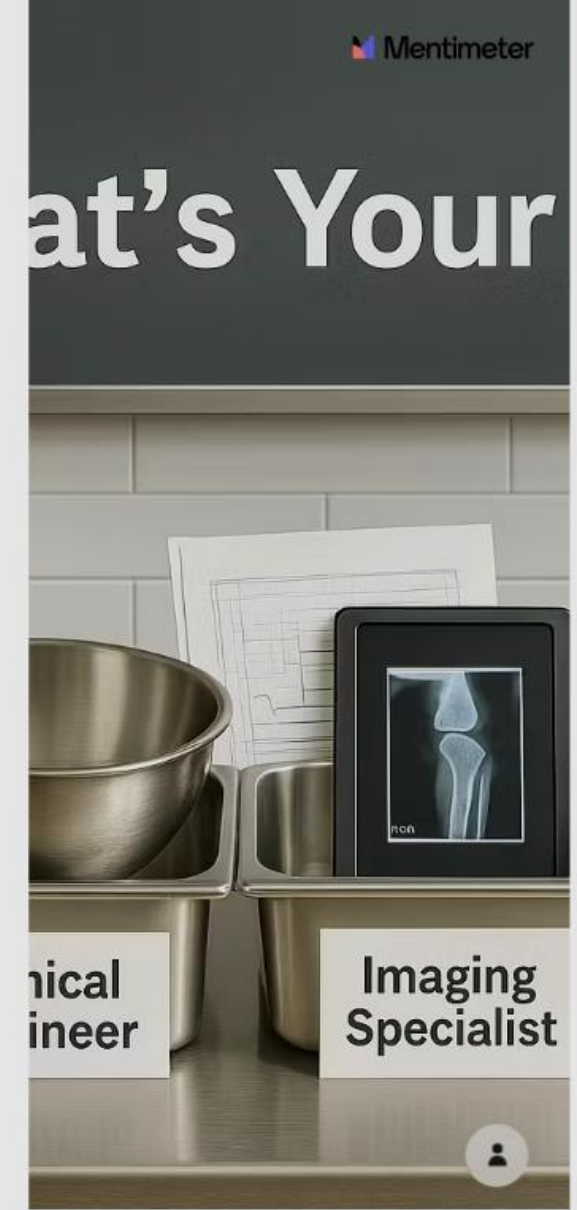
- BMET
- Clinical Engineer
- Imaging Specialist
- HTM Manager
- Other

What's your biggest challenge?

- Being seen as just the “repair person”
- Gaining a seat at the strategy table
- Getting budget approval
- Managing complex capital projects
- Other

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# THE FIXER'S DILEMMA

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- Always in emergency mode
- Limited leadership visibility
- Excluded from planning
- Only noticed when equipment fails
- Siloed from other departments



# THE CRITICAL FAILURE

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## Emergency Response Challenge

### *“The Critical Equipment Failure”*

- A critical imaging system has just failed during peak hours”
- Administration wants an immediate replacement recommendation
- No budget was allocated for replacement this year
- You have 48 hours to make a recommendation

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## Your Challenge:

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How would you approach this situation?

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What data or arguments would you present?

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Who would you engage?

# ESSENTIAL INGREDIENTS



Technical  
Expert



Problem  
Solver



Reactive  
Responder



Equipment  
Focus



Department  
Specialist



# RECIPE FOR INFLUENCE



Technical Expert →  
**Strategic  
Advisor**



Problem Solver →  
**Solution  
Designer**



Reactive  
Responder →  
**Proactive  
Planner**



Equipment Focus →  
**Organizational  
Vision**

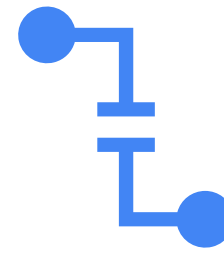


Department Specialist →  
**Cross-Functional  
Partner**



# THE LANGUAGE OF INFLUENCE

## Fixer Language vs. Influencer Language



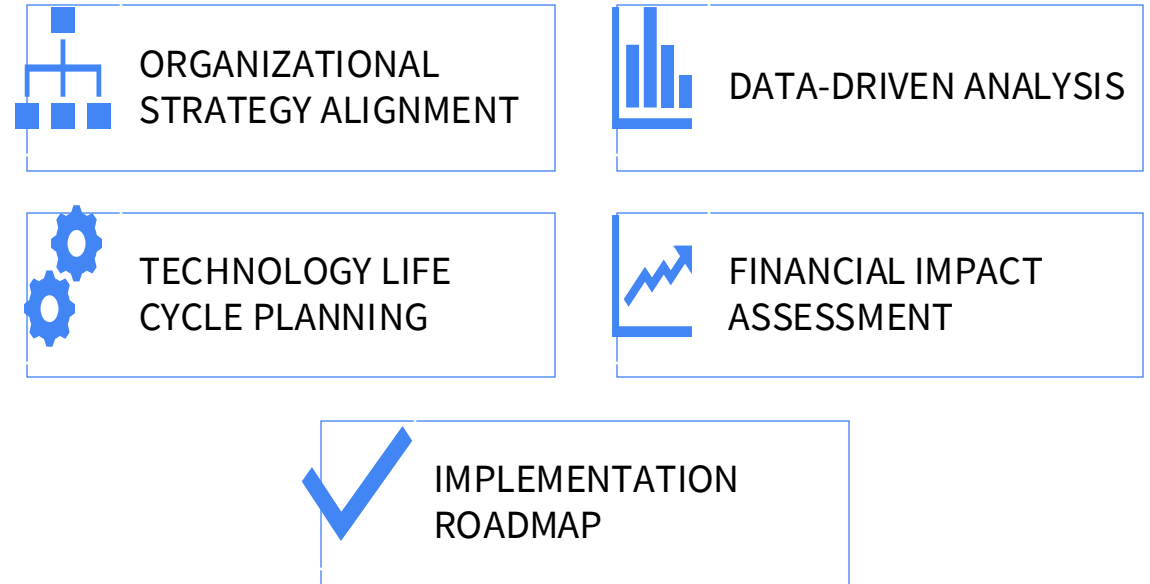
“This equipment is broken” →  
“This system’s failure rate exceeds clinical tolerance, and the lifecycle model shows replacement ROI in 14 months.”

“We need a new contract” →  
“Based on utilization and risk exposure, renegotiation aligns with our strategic goals.”



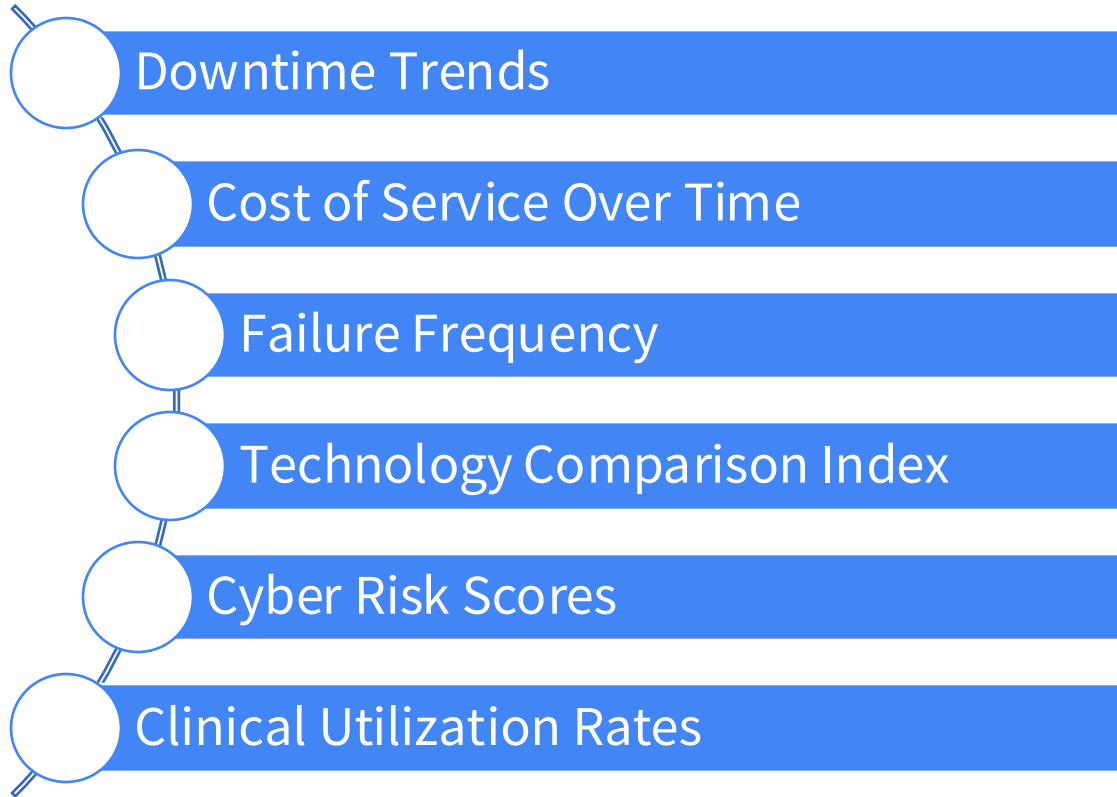
# STRATEGIC EQUIPMENT PLANNING FRAMEWORK

## 5 Elements of Strategic Capital Equipment Planning



# DATA THAT MATTERS

## Key Metrics to Track



# THE 10-YEAR PLAN

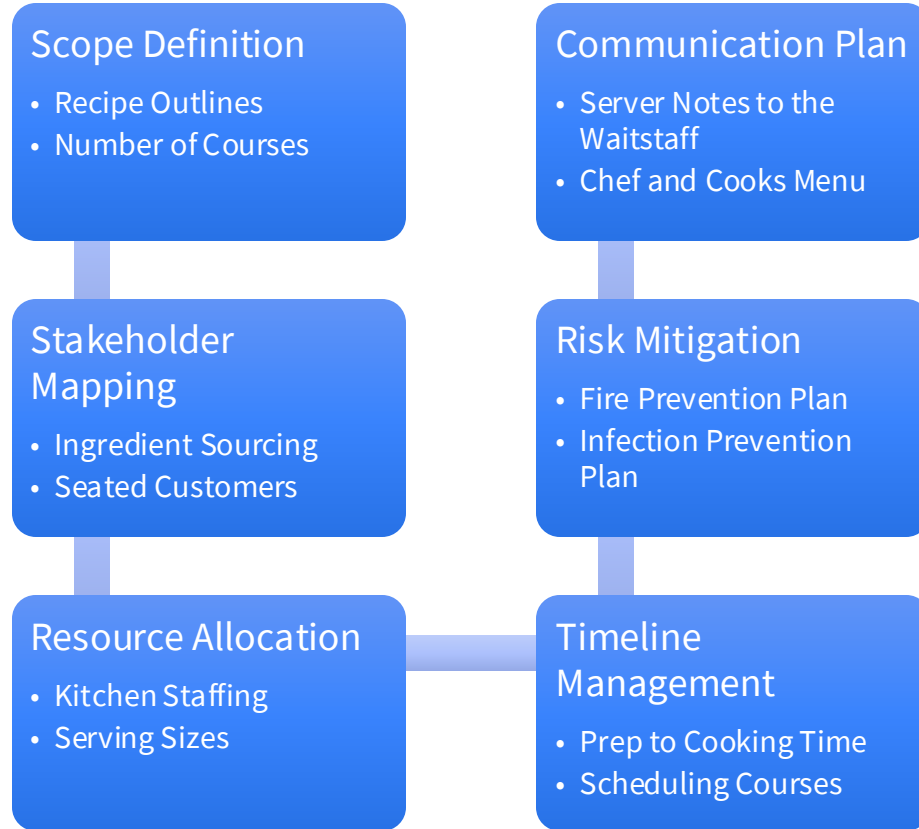
## Strategic Planning Challenge



- You need to develop a long-term, 10-year capital equipment plan across departments. Resources are tight. Everyone wants priority.*

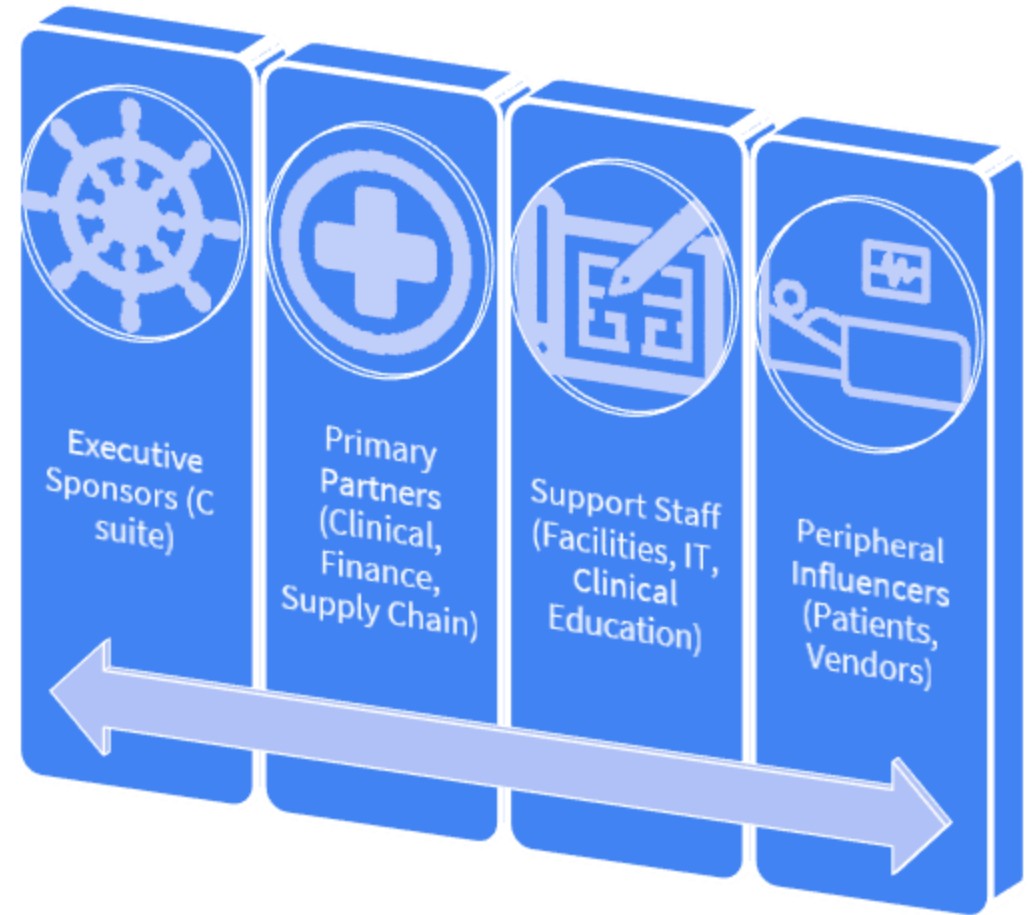
# CAPITAL EQUIPMENT PROJECT MANAGEMENT FOR HTM PROFESSIONALS

## Project Management Essentials for Capital Equipment



# STAKEHOLDER MAPPING EXERCISE

Who's in Your Kitchen? Map your key stakeholders:



# GAINING STAKEHOLDER BUY-IN

## Influence Quadrants



Clinical Value



Financial Impact



Strategic Alignment



Risk Management

# SUCCESS STORY – Fragmented, Aging Fleet of IV Pumps

## Transformation in Action

- Challenge: Aging fleet of IV pumps, fragmented service, lack of stakeholder consensus
- Strategy: Multi-role HTM task force, data-backed presentation, lifecycle and risk modeling
- Result: Consolidated platform approved, \$1.2M in cost avoidance, improved clinical satisfaction



# YOUR TRANSFORMATION PLAN

## Your Signature Strategy



Key Skills to Cultivate

Relationships to Nurture

Communication Shifts to Practice

Short-Term Wins to Pursue

90-Day Commitment

# RESOURCES FOR YOUR JOURNEY

## Keep Cooking



Strategic  
Planning  
Templates

Lifecycle  
Costing  
Models

Stakeholder  
Map Builders

HTM  
Leadership  
Reading List

Professional  
Development  
Portals



Let's Book Time

# QUESTIONS & DISCUSSION

## What Will You Do Differently Monday?



### From Fixer to Influencer

Mastering Capital Equipment Planning and Project Management

*A Recipe for HTM Professional Transformation*





# From Fixer to Influencer *Your Journey Begins Now.*

## Let's Keep Cooking Up Change Together.

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Connect



Let's Book Time