



# The GAL Power Source - Healthcare Edition

## Points of Interest

If you are planning on attending the 3rd annual

*Hydro Ottawa Energy & Conservation Symposium and Trade Show*

Be sure to check out GAL's own Bill McMillan and his presentation:

“Operate your generator on 50-70% less diesel and produce electricity at \$0.14 per kWhr.”

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## Contingency Planning is the Key to Being Prepared

Building emergencies can arise suddenly and the ability to recover from these emergencies quickly is of the utmost importance. Contingency planning allows the facility staff to prepare essential equipment lists, logistic information and connection points for the critical building systems such as temperature control, electrical supply and compressed air to get your facility up and running quickly. A contingency plan that is readily accessible alleviates the time consuming research and logistics that can lead to human and financial losses. By reviewing and documenting building systems such as power, water, heating, cooling, and compressed air in advance, a decisive plan can be documented.

The first step in preparing a contingency plan is to gather the size and power requirements of all building systems, connection points for temporary replacement equipment and the location of storage for that equipment. With this information on hand, the cost of equipment and connection can be estimated. GAL Power Systems offers costing and sizing of equipment such as chillers, air conditioners, cooling towers, generators and much more. These temporary systems can be installed directly to existing building infrastructure to temporarily support day-to-day building operations.

Your Contingency Plan should be accessible to the facility management staff, regardless of what type of emergency arises. Your well-laid plan will be of no use if it is kept on an office server that isn't supported by a battery back up or on site generator. The most reliable method of storage is a Contingency Plan Binder; however you may also find it useful to include a disk version of your Contingency Plan. As you put together the binder, set out a schedule for each item to be updated on a regular basis. Building infrastructure doesn't change very often, so once every year or two review the building systems and confirm the equipment sizes and temporary equipment information is up to date. Employee and supplier contact information changes are more frequent and should be updated more frequently, either quarterly or semi-annually. These reviews and updates should be logged and kept as part of the binder.

An up to date Contingency Plan will translate directly into financial savings. By having the equipment needs and installation procedures properly documented ahead of time you can eliminate the costly overtime that results from a chaotic scramble to get organised. Typically those savings result in 30-50% of the unprepared emergency cost. Additional savings can be realised by working with a supplier who can accommodate your building systems emergency requirements and respond immediately, minimizing building downtime and patient disturbances. GAL Power Systems can supply the emergency equipment and GAL also offers services to help develop your contingency plan. The cost of a contingency plan can vary from \$2,000.00 to \$20,000.00 depending on the size of the facility and the complexity of the plan. This cost can easily be recovered by being prepared for a single equipment failure or natural disaster.

Should you have any questions about the specifics of drawing up an effective Contingency Plan please feel free to contact us at [powersourcehc@galpower.com](mailto:powersourcehc@galpower.com)

## Healthcare Facilities Remain a Priority for GAL

For the last 21 years, GAL Power Systems (GAL) has built its reputation by providing top of the line service for all of our clients. Although healthcare facilities have always been a part of those efforts, three years ago GAL began making a targeted effort to inform the healthcare industry of products, services and changes to technology. These efforts have included specific brochures designed to highlight our abilities within the power generation field and an ongoing presence within the Canadian Healthcare Engineers Society (CHES) community through advertisements and tradeshow. The results of these efforts have positioned us as a competitive choice for healthcare facilities.

No one approach accommodates every facility and we genuinely value every opportunity to demonstrate how we can meet their particular individual needs. For example in our recent work with Algonquin Health Services (AHS), their first encounter with us was through CHES. This led to an on-site presentation where GAL's Toronto sales team focused on the more technical aspects of their products as well as their ability to provide back-up support. After returning for a physical demonstration at the CHES 2005 conference in Ottawa, the key decision makers with AHS were satisfied and confident in their selection of GAL Power Systems as their emergency generator provider. Consequently completing a smooth transition we'd like to see repeated often, GAL escorting a healthcare facility client from our potential list to our satisfied customer list!



**Dr. Hazard says:**

**“A GAL Power Systems contingency plan saves you time and money!!!”**