



## News Release

### FOR IMMEDIATE RELEASE

#### **Contacts:**

Trane, a brand of Ingersoll Rand

Liz Soltoff

+1 732-652-6952, [Esoltoff@irco.com](mailto:Esoltoff@irco.com)

Melanie Boulay Becker

+1 612-381-9554, [Melanie.boulay-becker@irco.com](mailto:Melanie.boulay-becker@irco.com)

### **Trane Educates MedAssets Healthcare Business Summit Attendees to Manage the Physical Environment for Business Results**

**Las Vegas, April 22, 2014** – Availability of capital and transparency of operations are two challenges many healthcare systems are facing. Trane leaders will educate attendees at the upcoming [MedAssets Healthcare Business Summit 2014](#) conference, held on April 22-24 in Las Vegas, about how the infrastructure and physical environment of a facility can be either an asset or a detriment to achieving a positive bottom line. [Trane](#) is a leading global provider of indoor comfort solutions and services and a brand of [Ingersoll Rand](#).

**Jeffrey Light, Fellow of the American College of Healthcare Executives, (FACHE), director, healthcare solutions and consulting services for the healthcare practice at Trane and Terry Bickham, director, energy services and solutions for Trane**, will share best practices from hospitals that have successfully navigated the journey from disjointed strategic and infrastructure plans to organized facility roadmap.

Light and Bickham will describe how to obtain a comprehensive understanding of a healthcare organization's true energy impact in consideration of regulatory guidelines, infrastructure performance, patient expectations and employee behavior. In addition, attendees will hear how infrastructure can impact and align with multiple areas of their capital and strategic roadmap, including ideas on how to gain buy in from executive leadership.

Attendees will learn how to understand the true impact of energy utilization on their business objectives and how infrastructure changes can impact and align with multiple areas of their capital and strategic roadmap. They also will learn how to keep up with the changing regulatory landscape and how to gain buy in from executive leadership for energy/infrastructure needs.

#### **Presentation details:**

Title: Turning your physical environment into an asset through aligning with your organization's business objectives

When: Wednesday, April 23, 3:15 p.m. – 4:15 p.m.

Location: Room Surf F, Mandalay Bay Convention Center in Las Vegas.

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### **About Terry Bickham**

Terry Bickham is currently serving as the director of energy services and solutions in the Global Services Group at Trane. Over the last three decades, he has driven success with initiation-to-completion energy projects and leadership of technical/operations programs and teams. Focused around energy and operational performance, his experience spans business development, sales support, project engineering, offer development, financial modeling, risk management, client relationship excellence, construction and commissioning as well as continuing operations management.

Bickham has been the national services director for an energy services company, an energy engineer and trainer with a number of firms, as well as energy manager for a multi-national plastics firm. He holds a degree in engineering from the U.S. Naval Academy.

### **About Jeffrey Light**

Jeffrey Light has over 20 years of experience in strategic/operational healthcare consulting and in implementing solutions in the healthcare industry. He currently serves as the director of healthcare solutions and consulting services for the Trane healthcare practice and has responsibility for consulting with healthcare organizations in aligning their strategic initiatives with the physical environment of their facilities. He has been with Trane for more than five years.

He previously worked in administration with Presbyterian Hospital of Dallas within Texas Health Resources (THR) and had administrative responsibility for strategic/operational direction for non-clinical services including service strategy for THR for 15 years. He was also responsible for strategic/facility plans for an international healthcare architecture firm.

He is a Fellow of the American College of Healthcare Executives (FACHE) and has a Bachelor of Arts degree and a Master of Business Administration degree from Southern Methodist University. He also is a green belt in Lean for Healthcare. Light was referenced in an ACHE article and wrote an article for FacilityCare Magazine and has spoken at numerous international healthcare conferences.

### **About the 2014 MedAssets Healthcare Business Summit**

The 2014 MedAssets Healthcare Business Summit will be held from April 22 – 24, 2014, at the Mandalay Bay Resort and Convention Center in Las Vegas. Attracting healthcare industry leaders from across the care continuum to learn and network, this event will help provide industry leaders with the information they need to deliver quality care more efficiently and cost-effectively in a more integrated way. Summit attendees will experience a rich and diverse educational program comprising more than 80 sessions and multiple keynote speakers—all designed to provide the real-world solutions and skills required to successfully navigate the challenges within the ever-evolving healthcare landscape. In addition, attendees will have numerous opportunities to network, collaborate and share ideas with peers.

### **About Ingersoll Rand and Trane**

Ingersoll Rand (NYSE:IR) advances the quality of life by creating comfortable, sustainable and efficient environments. Our people and our family of brands—including [Club Car®](#), [Ingersoll Rand®](#), [Thermo King®](#) and [Trane®](#)—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilation and air conditioning systems, building and contracting services, parts support and advanced control. Ingersoll Rand is a \$12 billion global business committed to a world of sustainable progress and enduring results. For more information, visit [ingersollrand.com](http://ingersollrand.com) or [trane.com](http://trane.com).

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