



## Money Just Might Grow on Trees: Five techniques for finding it

### Technique 4: Instill Discipline to Accelerate your Assets.

Employees affect your credit. Although customers may not invest financially, they are one of utilities' largest stakeholders. Your utility's assets provide the lending institutions with a bellweather indicator that affect your ratings and ability to make investments necessary to improve your operation and service. How can you improve your book value more rapidly?

1. Incorporate collection of real time as-builts while construction is underway.
2. Require as-built deliverables during construction
3. If you have a GIS System, incorporate these deliverables as submittals.

These techniques can accelerate your ability to take credit for the improvement and achieve more reliable historical data for your operation and maintenance personnel. They (and your CFO) will love you for it. Let ETM show you how to collect as-builts while construction is underway and leverage them for accelerating your assets.

