

Christine Joyce

3/12/12 (7)

**From:** Steve Ledoux  
**Sent:** Tuesday, March 06, 2012 2:38 PM  
**To:** Christine Joyce  
**Subject:** Fwd: PP Presentation to FinCom 2.28.12.ppt

For3/12 agenda

Sent from my iPad, please excuse any brevity or typos

Begin forwarded message:

**From:** Marianne Fleckner <[mfleckner@acton-ma.gov](mailto:mfleckner@acton-ma.gov)>  
**Date:** March 6, 2012 2:37:14 PM EST  
**To:** Frank Ramsbottom <[framsbottom@acton-ma.gov](mailto:framsbottom@acton-ma.gov)>, Corey York <[c york@acton-ma.gov](mailto:c york@acton-ma.gov)>, Mark Hald <[mhald@acton-ma.gov](mailto:mhald@acton-ma.gov)>, Tom Tidman <[ttidman@acton-ma.gov](mailto:ttidman@acton-ma.gov)>, Roland Bartl <[rbartl@acton-ma.gov](mailto:rbartl@acton-ma.gov)>, Doug Halley <[dhalley@acton-ma.gov](mailto:dhalley@acton-ma.gov)>  
**Cc:** Maryjane Kenney <[mkenney@acton-ma.gov](mailto:mkenney@acton-ma.gov)>, Steve Ledoux <[sledoux@acton-ma.gov](mailto:sledoux@acton-ma.gov)>  
**Subject:** RE: PP Presentation to FinCom 2.28.12.ppt

Hello all,

As a follow-up to the below P.S. item, (hi-lighted in red), Steve checked in with Mike Gowing and they would like for us to present our PP presentation to them as next Monday's BoS meeting on the 12<sup>th</sup>. We can discuss further on Thursday, but I imagine we would do the same presentation to them as we did for FinCom. We would also let them know that we are working on a much shorter version for the Town Meeting. It will also be a good opportunity to get their input on what they would like/what they expect for the presentation at Town Meeting, being that it will be their presentation at that point. We believe a presentation gets 12 minutes at Town Meeting, but we'll have to share that time with the full Capital list. Looking at that list, though, we may be the only project with a presentation, but we still will most likely not be allowed to take up the full 12 minutes.

As Maryjane mentioned in the Outlook invite, she and I will draft a "cost avoidance" slide for your review and will also present a shortened version for your review as well. As always, just to get the conversation going and to help proceed to the next steps.

Can you please reply to me and Maryjane if you'll be able to make it next Monday night. If you are not able to, no worries, we can rearrange the presenters.

Thanks again!!

*Marianne Fleckner*

*Director of Human Resources*

*472 Main Street*

*Acton, MA 01720*

*978.844.4647 cell number*

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**From:** Marianne Fleckner

**Sent:** Tuesday, February 28, 2012 9:02 PM

**To:** Frank Ramsbottom; Corey York; Mark Hald; Tom Tidman; Roland Bartl; Doug Halley

**Cc:** Maryjane Kenney; Steve Ledoux

**Subject:** RE: PP Presentation to FinCom 2.28.12.ppt

Awesome job! Great team effort!!

If Steve agrees with the approach, my recommendation is that we keep our Wednesday 10:30 meetings on our calendar as we should work on a "Return-on-Investments" list/slide, or whatever form will be expected of us, to be well prepared for ATM. (Not tomorrow, though, because I, and probably some of you as well, used that time slot for something else.)

If I heard it correctly, sometimes a return-on-investment isn't measured in dollars but in **cost avoidances**. Bill Mullen summed it up well. For example, avoided costs could be overtime or the need to hire more people. Also, I can think of duplication of work effort and the list can go on.

In addition, another ask - when do we expect to see/experience our return-on-investment. I envision a timeline that could list "items" immediately, one year out, 2 years out, 5 years out, etc....

It was great to hear that Bill liked our Value Proposition slide and other key words used – thank you Tom for driving that home to us! It was even very helpful to hear his Value Proposition back to us: Simplified, Automated, Standardized, Greater Efficiencies, Customer Service, Accuracy and Leveraged Investments.

See you in the AM!

*Marianne Fleckner*

*Director of Human Resources*

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**From:** Marianne Fleckner  
**Sent:** Tuesday, February 28, 2012 3:09 PM  
**To:** Steve Ledoux; Frank Ramsbottom; Corey York; Mark Hald; Tom Tidman; Roland Bartl  
**Cc:** Maryjane Kenney  
**Subject:** PP Presentation to FinCom 2.28.12.ppt

Attached is the final PP presentation for tonight's FinCom meeting. Summary:

- As a reminder, Steve had mentioned this morning that we will most likely go on first. Therefore, **please arrive no later than 7:30 pm**
- As discussed, a table with a microphone will be set up. When it is your turn, please come to the table as you do on Budget Saturday
- Steve will be sitting at the other table with the laptop so he will not need the remote control at any time. Please make a mental note to yourself who is next to ensure the remote is given to that person
- You are encouraged to go through the presentation one last time, in the "Slide Presentation" mode as some slides have fade-ins
- The pages were renumbered accordingly to today's final version

- I updated the Notes section on a few of the slides to reflect today's discussion. As Roland suggested in our run-through, you can concentrate on the Notes section so you're not just repeating what is on the slide
- I have hard copies for each of you

Also, as a reminder, below is the order of appearance for each of you. As Tom suggested, introduce yourself and your title:

Steve – Introduction. He will mention that we will have a brief PP presentation and we'll be available for questions after the presentation. He will be presenting slides 1-4 and 6

Frank – Slide 5 (Remember that Steve doesn't need the remote)

Corey – Slides 7 & 8

Mark – Slides 9 & 10

Tom – Slide 11

Roland – Slides 12 & 13

Roland will end with the "Thank You" Slide 14 and will offer questions. As discussed this morning, you are all welcome to field any answer. To make it flow well, it might be best to start off with, "...I take that question..."

Both Maryjane and I will be there as well. If there is anything you need in the meantime, don't hesitate to give us a call or come on by. I will have the book with me in case there is anything we need to look up.

Thank you all! It's been a lot of fun!

**P.S. Steve was mentioning yesterday that he may want us to present this to the BoS as well. More to come on that, though, as he mentioned some members may be here tonight.**