

FMX MONTHLY



October Newsletter

Upcoming events, helpful resources, and the latest updates from our team to keep you in the loop.

Fall is here, and this month we're helping you get more out of every dollar and every booking. Start with our on-demand utility series: *More than Bills* shows why your utility data deserves a closer look, and *Inside FMX Utility Manager* walks you through turning a stack of bills into clear reports. If you're working on getting budget approved, *Make the Business Case* with Darin Porter and Matt Pace will help you build a pitch your leadership says yes to.

Scroll down for all the details and to see where FMX is headed this month. We'd love to see you!

Resources & Reads

On-Demand Webinar: *More than Bills: Mastering Utility Data*

Utilities are a large expense to facility operations, often the second-largest expense after payroll, and unfortunately they are one of the least visible expenses. Bills arrive as physical mail or PDFs, get paid by finance, and the cost, consumption, and demand trends inside them go unread. This session makes the case for treating utility bills as diagnostic tools: how facility leaders can establish benchmarks, identify trends, and

turn utility data into a powerful story. This session walks attendees through the real cost of not leveraging utility data, missed savings, operational strain, and mounting reporting pressure, and where a dedicated system changes this completely.

[Watch the on-demand session](#)

On-Demand Webinar: Inside FMX Utility Manager: Product Walkthrough

FMX's Utility Manager turns a stack of utility bills into clear, actionable insights and this walkthrough shows you how, from messy bills to streamlined reports.

1. Get bills in fast: SmartCapture reads PDFs and suggests field values automatically; bulk import handles historical data.
2. Keep it clean: Validate data before finance cuts a check, and use custom fields for submeters and changing bill structures.
3. Find the story: Built-in reports break down cost by utility and charge type, with EUI, WUI, and cost-per-square-foot benchmarking across buildings.

Noticing your water bill ran 3x higher this month? Want to answer "how are we trending?" Join us if you're an FMX user ready to get more from your site, or an operations leader hoping to learn more about FMX.

[Watch the on-demand session](#)

On-Demand Webinar: Make the Business Case: How to Justify Budget for Facilities Management Software

Getting facilities management software approved isn't about selling. It's about speaking the language your leadership already understands. In this session, Darin Porter and Matt Pace, who together have helped hundreds of organizations purchase facilities management software, share what actually works.

You'll learn how to build a data-backed case before you have a system in place, tie your pitch to what your board or CFO values most, get ahead of common objections, and use creative budget strategies like ROI calculators. You'll leave with a practical framework for turning "we don't have the money" into a green light.

[Watch the on-demand session](#)

Where in the World is FMX?

OCTOBER 2026

SUN	MON	TUE	WED	THU	FRI	SAT
27	28	29	30	1 Forest Hills School District Lunch & Learn	2	3
4 SCUP Southern Regional Conference in Nashville, TN RTM K-12 WEST CIO Congress in Santa Clara, CA NYSSFA 2026 in Saratoga Springs, NY	5 NexusCon 2026 in Detroit, MI	6	7 CASH Fall Conference in Irvine, CA WAMOA 2026 in Yakima, WA	8 NCACCFD Annual Conference in Atlantic Beach, NC LSFMA Fall Conference in Bossier City, LA Strongsville City Schools Lunch & Learn	9	10
11	12 EACUBO Annual Meeting in Buffalo, NY VSPMA 2026 in Blacksburg, VA	13	14 MFAA 2026 in Cape Cod, MA ASBO International Annual Conference & Expo in Pittsburgh, PA	15	16	17 ICMA in Long Beach, CA
18 ICMA in Long Beach, CA Opal: Campus Facilities Summit in Atlanta, GA	19	20	21 Council of Great City Schools Fall Conference in Boston, MA MISBO Annual Conference in Atlanta, GA Central Ohio Facilities Maintenance Expo in Hilliard, OH WNY Facilities Management Expo in Hamburg, NY MSBA Annual Conference Education Expo in Kansas City, MO PASBO Facilities & Transportation Conference in State College, PA	22	23	24
25 Council of Great City Schools Fall Conference in Boston, MA	26 GASFA 2026 in Savannah, GA ACUHO-I/APPA Housing Facilities Conference in Minneapolis, MN	27	28 Arkansas Association of Facilities Administrators in Morrilton, AR	29	30	31 Southeastern Region APPA Annual Conference in Concord, NC

Let's connect in person!

Take a look at the calendar above for some key highlights of where our team is headed this month.

While this isn't our full itinerary, we'd love for you to join us at any of these sessions—come by and say hello!

Learn more about FMX

[Book a live demo](#) →

[Watch the Product Tour](#) →

[Questions or feedback?](#) →