

School cuts cleaning costs 49%

CLIENT CVCS

COST CATEGORIES

Janitorial Services

SECTOR Education

SAVINGS ACHIEVED WHILE DRAMATICALLY IMPROVING SERVICE



PRIVATE SCHOOL'S PRIORITIES COVER MORE THAN COST

Consultants from Expense Reduction Analysts (ERA) issued a detailed RFP to the incumbent supplier, local suppliers and national firms on behalf of the school. ERA also scheduled physical inspections for all participating suppliers. By touring the school, companies could fully appreciate the client's requirements.

With new suppliers offering savings of up to 49% to provide improved levels of cleaning, ERA arranged interviews with the "short listed" suppliers to allow the client to better understand the available options.

NEW CLEANING SPECIFICATIONS CREATED

ERA helped the client establish a new and improved cleaning specification, which helps ensure the service provider is working efficiently and completing all necessary duties.

IMPLEMENTATION OF COMMUNICATION TECHNOLOGY

The new supplier offered to implement a web solution to help teachers and staff communicate with both in-house custodians and employees from the new supplier. This will give them the ability to initiate and follow up with service requests to make sure they are completed.

PROJECT INFORMATION

Expense:	Janitorial Service
Industry:	Education
Hidden Savings:	\$15,500
Supplier:	New Improved Supplier
Savings:	49%



Working with ERA has proven to be a great experience as we investigated ways to improve our custodial services. We were able to review a variety of options and choose a company that met our needs at a reduction in overall cost. ERA was easy to work with and very professional in their approach and methods. I highly recommend their services as a way to continually evaluate services and cost savings.

Tom Ulses, Principal