

Facilities and Maintenance

Site		Maintenance		Services	
Industrial Cleaning	ISO Registrars	Equipment	Calibration	Waste Mgmt.	Real Estate
Painting	Insulation	Tool Cleaning	Elevator	Janitorial Services	Security Guard
Lighting	Laundry	HVAC	Mechanical	Energy	Food Service

Finance, Legal, and Consulting Adoption Continuum 

Primary Responsibility: To create a safe, functional work environment.

Key Issue / Sensitivity: Unlike other indirect spends, the majority of these markets have been competitively sourced in the past, so compression of cost is likely to be less significant. Facilities-related projects have the added challenge of dealing with many locations as well as numerous site and item-specific service requirements.

Effective Solution: Provide perspective – understand the massive scope of this group.