



HIGHER EDUCATION PROGRAM

SURVIVING BUDGET CUTS. ACCOMPLISHING MORE IN THE SAME TIME.

ProTeam
Cleaning for Health® Since 1987



**ARE YOU READY TO
SAVE TIME?
SAVE MONEY?
FOCUS ON CLEANING FOR HEALTH®?
TAKE A LOOK INSIDE.**



COLLEGES & UNIVERSITIES

Does Your Current Cleaning Routine Save You Time and Money?

The public's perception of an education institution is strongly influenced by the appearance of a clean, safe and appealing environment. More importantly, it is vital to maintain a pristine environment with improved air quality for the health and safety of everyone.

Dollar for dollar, cleanliness might be the most powerful tool to maximize a healthy, learning environment. The benefits of removing germs and bacteria can lead to decreased student and faculty absences and increased education.

ProTeam offers the right tools for the right job. ProTeam vacuums are quiet, versatile, compact, and easy to maneuver. The ProTeam ProLevel™ Filtration with Four Level® Filtration is proven to help decrease allergy and asthma triggers in indoor environments. Whether you are cleaning large areas or small, hard surfaces or carpet, ProTeam vacuums save time and money and focus on Cleaning for Health®.

FACT:

20% less pressure is felt on the body with the FlexFit® articulating harness vs. a standard harness.



Source: Auburn University, 2013. FlexiForce Sensor



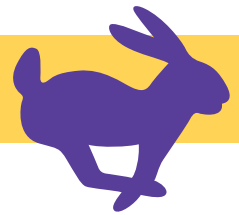
1/2 the energy and effort to clean the same area as an upright.

Source – Battelle Memorial Institute, Ohio State University, Columbus, Ohio, 1998. Reviewed by Jim Fullmer, Certified Human Factors Professional, 2009.

ADVANTAGES:

- ProTeam backpack vacuums clean more than **3 times faster** than commercial uprights and cordless backpack vacuums clean **5 times faster**.
- Backpack vacuuming is a faster, healthier, and more efficient way to clean. Time savings allow reallocation of work-force to other problem areas.
- When using the correct tools, ProTeam backpack vacuums clean 52% faster than a dust mop in crowded classrooms and congested areas.
- Dust bunnies reappear in 24 hours when a floor has been dust mopped as compared to 72 hours when cleaned with a ProTeam backpack vacuum.

BACKPACK VACUUM CLEANER ROI ANALYSIS



100,000 SQ. FT. FACILITY

	TIME TO VACUUM	COST TO VACUUM*	MONTHLY COST	ANNUAL LABOR COST
ProTeam Backpack	10 Hrs	\$130.00	\$2,860	\$34,320
Single Motor 14" Upright	35 Hrs	\$455.00	\$10,011	\$120,120
Annual Savings using a ProTeam Backpack Vacuum in a cleaning system versus a 14" upright: \$85,800			Annual Savings	\$85,800

*Using \$13.00/Hr Labor Rate

Source – ISSA 612 Cleaning Times (www.issa.com) Used with permission.
Source – Bureau of Labor Statistics (<http://www.bls.gov/ooh/>)

RECOMMENDED PRODUCTS

THE RIGHT TOOL FOR THE RIGHT JOB



SUPER COACH PRO® 6 & 10

- Fast and efficient
- Clean with less effort



GOFREE® FLEX PRO

- Cordless efficiency
- Trip-free cleaning



PROGEN®

- Durable
- Easy maintenance



QUIETPRO® CN HEPA RUNNINGVAC®

- Low decibel
- Non-disruptive



PROGUARD® WET/DRY

- Ideal for floor stripping
- Maneuverable



YEARLY COST OF OWNERSHIP

ProTeam vacuums have lower repair costs than other vacuums.

(Reflects 2017 Prices)

PART	PROTEAM BACKPACK	SINGLE MOTOR UPRIGHT
Motor	\$39	\$54
Belts	\$0	\$16
Brush Roll	\$0	\$30
Motor Brushes	\$21	\$21
Bearings	\$0	\$3
Body Parts	Lifetime Warranty	\$60
Warranty	3 years	90 days
Yearly Maintenance Cost	\$60	\$184
Average Life (years)	7 years	1 year
Maintenance Cost (7 years)	\$420	\$1,288
7 YEAR SAVINGS	\$868	

Avg. 2 hr/5 days week

CORDLESS CLEANING: 30% MORE EFFICIENT and Help Keep Your Facility as Safe as Possible



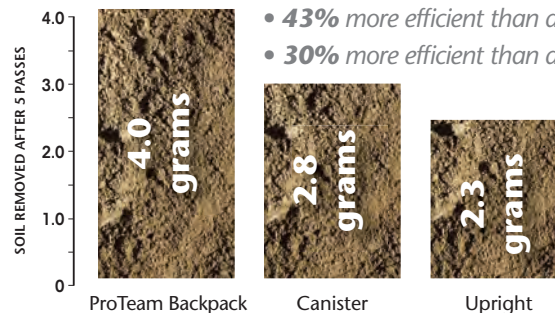
During a recent field-test with the GoFree Pro, cleaners shaved **1 to 1.5 hours** off vacuuming time in a 4-hour loop.

"Managing the vacuum cord becomes a body response," said Rex Morrison, 30-year industry veteran. "Every time you make a turn, you are 100% conscious of the dangers of catching your cord on obstacles. That's what takes the time up. It's not plugging in and unplugging - that's insignificant. It's constantly working with your cord and having the outlet dictate your path. With the GoFree Pro, you take the path of productivity that you choose."

Rex Morrison
Professional School Cleaning Trainer

BACKPACK VACUUM CLEANER EFFICIENCY

In 5 passes, the ProTeam backpack vacuum is:

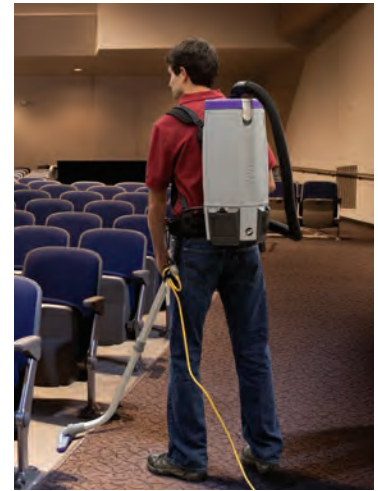


- 43% more efficient than a commercial upright vacuum.
- 30% more efficient than a canister in removing soil.

Source—
Quality Environmental Services & Technologies, 1996; APC Filtration, Inc., 1996; An Evaluation of ProTeam's QuarterVac and CoachVac in a School Environment, Dr. Eric Brown, Cleaning Research International, UK, 1994



HIGHER EDUCATION PROGRAM



ProTeam's lineup includes powerful high filtration vacuums that increase productivity and effectively cover large open areas as well as maneuver classrooms and auditoriums. The results are cleaner air and a better environment.

PROOF POSITIVE

Nancy Macedo, Custodial Manager for Drake University

About 15 years ago, the custodial staff at Drake University cleaned by zone. Each cleaner tackled a building or two and performed all cleaning tasks within that zone. By July of 2003, they were ready for a change. With the help of Sodexo, the custodial department implemented a systematized approach to cleaning using teams of specialists, the Sodexo Cleaning System.

Each Drake custodian went through a 20-hour training course to become a specialist and perfect his or her cleaning skills. The Vacuum Specialists learned how to properly fit, use, and maintain their ProTeam® backpack vacuums. Currently, Drake custodians use two models of the backpack vacuum, the Super Coach Pro® and the Super CoachVac®.

"The ProTeam backpack vacuums are great," said Custodial Manager Nancy Macedo. "They are comfortable. They clean well, and they reduce overall dust levels which are an important part of the process of our cleaning system allowing us to Clean for Health First."

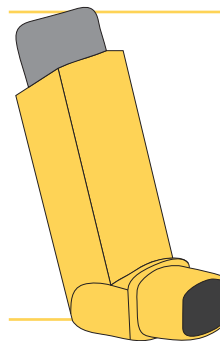
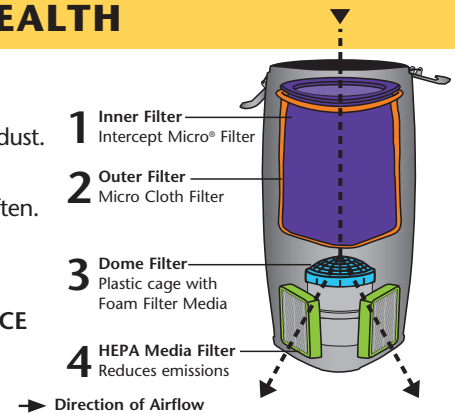
According to Macedo, using ProTeam backpack vacuums increased the longevity of the filters in the HVAC system and reduced the amount of dust on horizontal surfaces throughout the university's buildings. Reducing dust and particulate matter is an important part of creating a healthy indoor environment.

"It's important to have good air quality, so that students can concentrate on passing their exams," said Macedo. "They won't learn to their best benefit if they are suffering from allergies due to dust or poor cleaning. We are here for the students, and we want them to feel good in our buildings."

"We have less injuries and accidents in the custodial department. It is also easier to provide coverage when we are short-staffed," said Macedo. "With the Sodexo Cleaning System and ProTeam backpack vacuums, we have cleaner buildings and better quality of work. We know our buildings are healthy for the students."

CLEANING FOR HEALTH

- **CLEAN CARPET AND HARD SURFACES** without stirring up dust.
- **AIR STAYS CLEANER**, reducing the need to dust as often.
- **VACUUMS DESIGNED TO IMPROVE** indoor air quality.
- **LOW DECIBEL LEVELS REDUCE** noise pollution.



A recent review by Carnegie Mellon of five separate studies evaluating the impact of improved indoor air quality on asthma found an average **reduction of 38.5%** in asthma in buildings with improved air quality.

Source: A Capital E Report; Greening America's Schools Costs and Benefits, Gregory Kats



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