

# Join the Productivity Movement

It's go time for BSCs



As the market moves, BSCs need to stay out ahead.  
Here's why you should make the move to ProTeam.

 **ProTeam**

# Market Movements

Building Service Contractors face a highly competitive marketplace, but it is also a marketplace that is growing at a steady pace. As new buildings are built and more organizations choose to outsource, a BSC who differentiates themselves from the pack has the potential for huge growth.



**Generate  
\$65 Billion  
in Revenue<sup>1</sup>**

Revenue in the U.S. is expected to grow by 3.2% annually to be \$65 billion in 2019.



**63%  
Operate  
Locally<sup>2</sup>**

The majority of building service contractors serve their local area, while just over a fifth serve an area spanning more than one state.

**41%** of BSCs are worried about minimum wage increases

## BSCs Current Top Market Segments<sup>2</sup>



1. Commercial 2. Healthcare 3. Industrial

## BSCs Growth Target Market Segments<sup>2</sup>



1. Educational 2. Government 3. Healthcare

## TOP BSC Business Challenges<sup>3</sup>

1. Recruiting and retaining quality employees
2. Maintaining profitable margins
3. Acquiring new business and retaining customers



**Priority #1: Appearance<sup>2</sup>**

About 45% of BSCs say that “a clean appearance” is their customers’ number one priority.

1: <https://www.freedoniagroup.com/industry-study/contract-cleaning-services-3371.htm>  
2: <https://www.cleanlink.com/cp/article.aspx?id=21026>

3: <https://www.bscai.org/Portals/0/Photos/Contractor%20Connections/2017-issa-bscai-bsc-benchmarking-study-report-final.pdf?ver=2017-10-25-115245-990>

# Move Forward with ProTeam

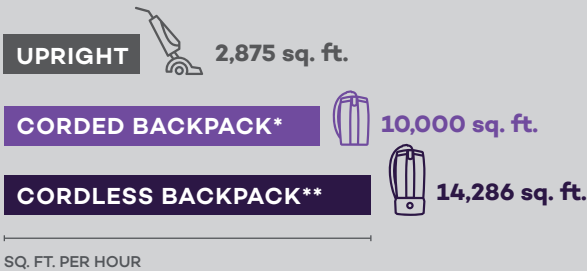
Daily, BSCs are given an impossible task: do more with less. That is why, more than 30 years ago, ProTeam radically reimagined the task of vacuuming to reduce costs while improving cleaning quality. Right out of the gate, the original lightweight backpack vacuum was just a better way to clean. Since then, ProTeam has continued to raise the bar.

## Backpacks Clean Faster

ProTeam standard backpack vacuums clean three to four times faster than upright vacuums. Assuming a 13-dollar hourly wage, a BSC can recoup its investment in a ProTeam backpack vacuum within 20 hours of vacuuming. The GoFree Flex Pro cordless backpack vacuum cleans 5 times faster than an upright vacuum and 30 percent faster than a corded backpack vacuum.

## Team Cleaning

Cleaning with teams of specialists drastically improves efficiency. Learn more at [TeamCleaning.com](http://TeamCleaning.com).



Source— ISSA 612 Cleaning Times ([www.issa.com](http://www.issa.com)). Used with permission.

\*Results range from 7,407 sq. ft. when not used in a Team Cleaning system to 10,000 sq. ft. when used in a Team Cleaning system.

\*\*Results range from 10,582 sq. ft. based on recent field tests to 14,286 sq. ft. when used in a Team Cleaning system.

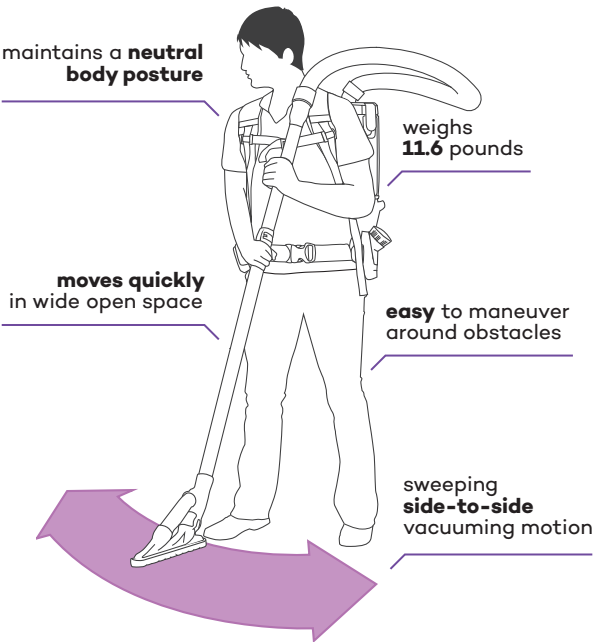
# How You Move Matters

## Upright



VS.

## Backpack



# ProTeam Backpack Vacuums in the Field

## EDUCATION

*"Before ProTeam backpack vacuums, we were dusting lobbies and common areas daily. The backpack vacuums made a huge difference. **The environmental quality is so much better.** We are now dusting those areas once a week."*

- Maintenance Manager for a Midwestern University

## COMMERCIAL OFFICES

*"**ProTeam backpack vacuums cut our vacuuming time in half.** They are more efficient than uprights, and they save time and money."*

- Founder and CEO of a Northwest BSC

## BOOST PRODUCTIVITY AND ENERGY EFFICIENCY

One of the largest and fastest growing BSCs in the United States conducted field tests to compare different floor care methods. Here is what they found:

- When transitioning from an upright to a ProTeam backpack vacuum, they **increased productivity by 350%** and **reduced repetitive motion injury claims from 8% to zero**. In addition, they were able to increase vacuuming frequency, improving quality scores and occupant satisfaction.
- When they compared ProTeam standard backpacks to the GoFree Flex Pro cordless backpack, they realized **a 33% productivity gain, a 20% kWh energy savings, and \$180 of average annual savings** from reducing vacuum cord replacements.

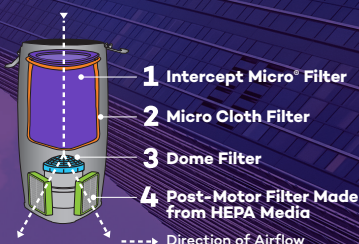


## Cleaning for Health®

In this industry, many clean for appearance alone, ignoring microscopic particles that can harm human health. When buildings are cleaned for health, occupant **physical and mental wellbeing improve**.

## Filtration

The ProLevel Filtration® system in a ProTeam vacuum **captures many particles that trigger asthma and allergies**.



## ALA

ProTeam is a proud partner of the **American Lung Association**. Together, we fight for clean indoor air so that we all can breathe easier.



The American Lung Association does not endorse product, device or service.

## Sustainability

The simple, elegant design of a ProTeam backpack utilizes fewer moving parts, meaning there are fewer parts to wear out and break down. The backpack's durable construction results in an **average vacuum life of seven years**.

## Stay Ahead of the Curve

In this complex and competitive industry, BSCs need every possible advantage to survive and thrive. ProTeam backpack vacuums keep BSCs ahead of the curve.



**Reduce complaints** by improving vacuuming quality and by reallocating time saved to areas where it is needed most.



**Stay competitive** by bidding work with backpack and cordless production rates.



**Impress** with the benefits of Cleaning for Health and removing allergens and asthma triggers.



**Save long-term** with vacuums that last, and last, and last.





For **\$75 off** your cordless  
backpack vacuum visit  
**[ProTeam.Emerson.com/BSC](https://ProTeam.Emerson.com/BSC)**

**Request a demo to learn how  
to be more productive**

 **ProTeam.**

**[ProTeam.Emerson.com/BSC](https://ProTeam.Emerson.com/BSC)**

866.888.2168 | [customerservice.proteam@emerson.com](mailto:customerservice.proteam@emerson.com)