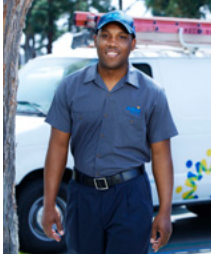




Why Hire Janitorial Contractors, Handyman & Other Outsourced Facility Service Providers?

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Executive Summary

Outsourcing your facility services means more than just finding quality janitorial contractors to clean your facilities. It's a strategic business decision with many great benefits. And it all comes down to a single bottom-line: making your business better. Outsourcing your facility services can give you a competitive advantage by providing the time you need to help you grow your business and outshine your competition.

Focus On Your Core Competency

Your business provides specialized products and/or services. Each business function that does not directly support, develop or improve your products/services - like facility services - can be outsourced. For example, outsourcing your business's cleaning needs to janitorial contractors allows you and your team to concentrate on your core competencies and mission-critical objectives, not cleaning your facility.

Reduce Costs

Cost-savings alone can be a good enough reason for businesses to outsource tasks like cleaning to janitorial contractors. As you well know, retaining in-house employees is a very expensive endeavor, and in-house facility services personnel are no exception. What value do these employees add to your core business function? The answer is most likely little to none. But you still have to pay for those individuals' payroll tax, salary and benefits package (insurance, 401(k), vacation and sick pay, etc.), not to mention numerous indirect costs like tools and equipment, management, and training.



Outsourcing your cleaning services to janitorial contractors and other similar services to a contracted facility services provider can help you control operating costs and establish a budget, freeing up capital that can be invested in your core business at a higher rate of return.

Available Expertise

Just like your company has expertise in a particular field, outsourced facility service providers are highly specialized companies, whether they be janitorial contractors, landscapers, or mechanical maintenance contractors/handyman. They have the experience and expertise to manage your facility better than you do because it's what they do. And they are always at the forefront of technological advancements in their industry, ensuring that clients are receiving the best efficiencies in facility operations.

An outsourced facility services provider, such as a janitorial contractor, affords you a higher level of service at a lower cost, bringing world-class capabilities to your facility not otherwise available from in-house resources.

Scalability

Another word for scalability: flexibility. Outsourcing lets you easily adjust the level of staffing for facility operations on an as-needed basis, helping you control operating costs and easily adjust for changes in staffing and service requirements.

About ABM

ABM (NYSE: ABM) is a leading provider of facility services in the United States and various international locations. ABM's comprehensive capabilities include janitorial, electrical & lighting, energy solutions, facilities engineering, HVAC & mechanical, landscape & turf, mission critical solutions and parking, provided through stand-alone or integrated solutions. ABM provides custom facility solutions in urban, suburban and rural areas to properties of all sizes - from schools and commercial buildings to hospitals, data centers, manufacturing plants and airports. ABM Industries Incorporated, which operates through its subsidiaries, was founded in 1909. For more information, visit ABM.com.



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