

INTRODUCING THE DEAL PROGRAM

Cost-effective consulting to boost
your efficiency and profitability



THE PROBLEM

DISTRIBUTORS ARE FACING STIFF
FINANCIAL PRESSURE & ARE

WASTING
10% TO 30%

ON FACILITY & FLEET OPERATING COSTS.

THE SOLUTION

ISSA LAUNCHED THE DEAL PROGRAM
TO HELP DISTRIBUTORS

REDUCE
OPERATING COSTS

& BE MORE PROFITABLE.



A WAREHOUSE SPENDING \$50,000 ANNUALLY ON OPERATING COSTS
CAN SAVE UP TO \$15,000,
WHICH IS COMPARABLE TO INCREASING SALES BY \$150,000.

LEARNING



LEARNING WILL SHOW YOU
HOW TO IMPROVE.

ANALYTICS



ANALYTICS WILL TRACK HOW
MUCH YOU IMPROVED.

AWARDS



AWARDS WILL RECOGNIZE
YOUR IMPROVEMENTS.

OUR TRUSTED PARTNERS



FAQs

WHY SHOULD I PARTICIPATE IN THE DEAL PROGRAM?

- Reduce your facility and fleet operating costs—and save money.
- Meet customers' growing requirements for supply-chain information.
- Compare how you are doing to cleaning distributors and other distributors nationally.
- Receive cost-effective consulting on efficient operations.

WHAT ARE THE EXPECTED SAVINGS?

- Based on USGBC and EPA experience, companies that make facility improvements can save 10-30% in operating costs.

HOW MUCH WILL THESE IMPROVEMENTS COST?

- DEAL Learning sessions start with low- to no-cost improvements to address the low-hanging fruit, and progress to advanced improvements.

WHAT IS INCLUDED IN THIS PROGRAM?

- Access to the Learning sessions.
- Complete data gathering and benchmarking in the ISSA DEAL Portal, ENERGY STAR, and SmartWay.
- Entry fees and application submissions for the Awards and the Awards plaque, if awarded.

WHAT IS EXPECTED OF MY TEAM?

- Identify an internal champion.
- Attend Learning sessions.
- Implement appropriate improvements.
- Provide invoices for the setup process.
- Celebrate successes!

WHAT ARE ENERGY STAR & SMARTWAY TRANSPORTATION?

- These are voluntary, EPA-run programs that are proven to save 10-30% on operating costs for energy and transportation.



FOR MORE INFORMATION:

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