

ISSA Work Loading & Bidding Tool

Benefits for Building Service Contractors

Using the Work Loading and Bidding Tool plus the Consumable Calculator is easy. For the Work Loading and Bidding Tool, build out a location, area, or cleaning project, by entering room type, square feet, and the activities you perform which you select from a list ISSA 612 Cleaning Steps. Click to access the calculator and input some basic operational costs. With the push of a button, you will see the time needed to perform the job, a suggested number of people needed to clean the facility, and an overview of costs to do the job. With the Consumable Calculator, just select the customer market segment and number of employees, the products they use, and enter the case price of the products.

How can you use this information?

Differentiate your business from the competition

Justify pricing on a proposal by providing a Detailed Scope of Services

Profitability

Looks at various pricing scenarios and how they impact your overall profitability

Staffing & Time Management

Determine appropriate amount of staff need to complete a job. Maximize productive use of assets.

Cost Savings & Efficiency

Analyze different service platforms and methods of completing a task to determine most efficient, least costly way of servicing customers.

Planning & Budgeting

How many cases of consumables will I need to service my customer

How will an investment in a new piece of equipment or product application make me more efficient and improve my bottom line

