

opportunity ASSESSMENT PROGRAM

The SiteStuff Opportunity Assessment Program is a consultative services offering that provides our clients with a resource beyond just the everyday product and services procurement platform.

We will work with you to identify cost saving opportunities that are critical in reducing expenses and maximizing your budget. We do the leg work required to uncover options and help identify new opportunities for large-scale programs that can be incorporated across your company.

Assessment Topics Include:

- Sustainability and Waste Reduction
- Energy and Water Efficiency
- Workplace Wellness and Prevention

Opportunity Assessments Include:

- Identify non-compliant products and provide sustainable alternatives
- Evaluate waste and energy reduction opportunities
- Aggregate pricing and ensure compliance
- Provide sustainability results and LEED® point analysis
- Identify the upfront investments needed
- Provide ROI Analysis





Everyday we assist clients in the evaluation and prioritization of initiatives that are important to them.

Let us help you uncover cost savings opportunities and deliver tangible results to keep you competitive.



We do the leg work for you by:

- Identifying and reducing hidden costs and developing cost reduction strategies
- Researching current product usage and analyzing alternatives
- Developing standardized programs to help monitor and drive compliance
- Creating scenarios so you can make informed decisions and forecast potential savings
- Re-evaluating products and services to determine if additional opportunities exist



Standardized Implementation:

- Engage SiteStuff procurement team to work with your properties to implement programs
- Utilize the SiteStuff Catalogs, Personal Shopping Lists, RFP templates among other things to quickly implement portfolio wide programs
- Implement invoice consolidation and G/L coding options to enable workflow processes to run smoother and more effectively
- Standardize your building service contracts with online bidding tool to drive compliance and ensure an accurate view of market pricing
- Measure and analyze results throughout the process by leveraging our integrated Spend Management reports

So whether you are just developing your initiatives or re-evaluating your current strategy, involve SiteStuff early in the process. We can help you customize a program by matching products and solutions that meet your unique needs.

Let us help you do more with less.

For more go to www.sitestuff.com or call 877.778.7483



Real success stories from clients

who have benefitted from the Opportunity Assessment Program.

Sustainability and Waste Reduction

▶ **Green Washrooms:** As part of a green washroom program for a regional portfolio, SiteStuff developed a proposal that addressed each cleaning product and suggested a green alternative to maximize LEED® compliance. An important part of the implementation was pricing. SiteStuff was able to provide best possible pricing on all janitorial items used in the portfolio.

▶ **EPA Compliant Janitorial Program:** Working with the local janitorial distributor and contract cleaner, SiteStuff helped a large property portfolio implement an EPA compliant janitorial paper and green cleaning program. Each property standardized their purchases which made monitoring expenses and compliance easy. Ongoing efforts also include working with the various contract cleaners at each building to implement "Green Seal certified" chemicals at all of the locations. Once completed, the client asked SiteStuff to assist with the sourcing and installation of water-saving washroom fixtures throughout the entire portfolio to reduced utility expenses.



Energy and Water Efficiency

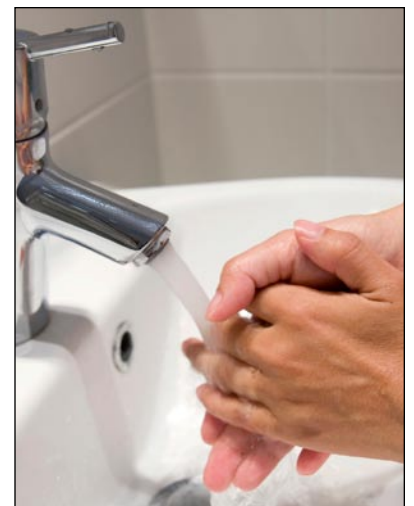
▶ **Lighting Analysis:** SiteStuff and its partners conducted a lighting analysis and made recommendations on newer lamp types to reduce energy consumption and mercury. By creating standardized shopping lists for the specified lamp, the client was able to monitor the savings across the portfolio. SiteStuff was able to minimize downtime and labor costs by recommending a cost-effective relamp program that eliminated the need to replace fixtures and ballasts.

▶ **Utility Savings Audit:** In an effort to reduce energy and water consumption, a regional banking client reached out to SiteStuff to initiate a utility savings audit for their office buildings and corporate facilities. As part of the audit, SiteStuff evaluated the potential utility savings results that could occur with the implementation of occupancy sensors rather than just standard lamps and fixtures and the installation of water saving fixtures in the restroom.

Workplace Wellness and Prevention

▶ **Touch-Free & Automation:** A large banking client contacted SiteStuff to help develop a touch-free and automated restroom program. They were interested in standardizing their restrooms while incorporating an environmentally friendly, hands free environment for their tenants and employees to reduce cross contamination. SiteStuff presented a system of auto flushers and auto faucets which allowed them to implement a clean and healthy high performance washroom solution for tenants.

▶ **Winter Weather Preparedness:** A national financial services client was seeking a way to quickly address the issues associated with inclement weather across their portfolio. They were specifically looking for a cost effective approach for ordering snow melt and containers. After evaluating all of their options they found SiteStuff to be the total solution due to the visibility and control over shipping and supply control.



Customizing a Program to Meet Your Goals Through:

- Competitive Pricing
- Personalized Shopping Lists
- Spend Management Tools
- National Partner Network
- Expanded Team
- Single Source

Most initiatives require many resources, research and analysis that often lead to inefficient work-flows and take up valuable time. SiteStuff takes the hassle out of the process by doing the research for you and provides you with an action plan. Now you can spend less time analyzing and more time focusing on client facing and revenue generating activities.



Example Implementation: Client Responsibilities

TASKS	Who Does What?			
	On Your Own: You handle it.		Partner With SiteStuff: We handle it.	
	Client	SiteStuff	Client	SiteStuff
See an opportunity to reduce energy expenses	✓		✓	✓
Assess building systems	✓			✓
Lighting System	✓			✓
HVAC System	✓			✓
Ancillary Energy Uses- Elevator/ Escalators, Fans, Water Use	✓			✓
Create data model of complete Energy Use in Building	✓			✓
Research energy Reduction technologies	✓			✓
Design new systems, specify replacement equipment	✓			✓
Create RFP(s) as needed for Labor, Materials and Warranties	✓			✓
Develop ROI based on reduced energy	✓			✓
Implement Project	✓		✓	✓



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