

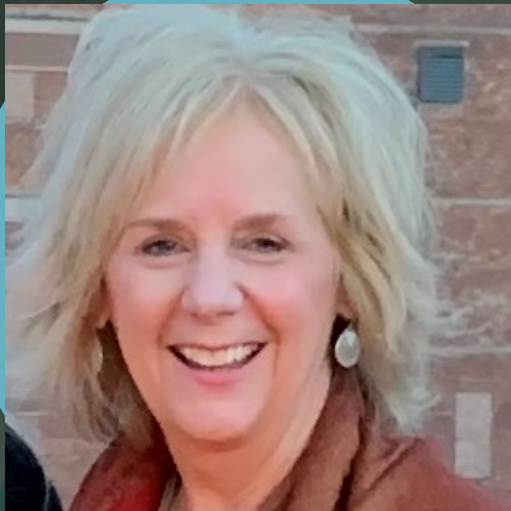


**Add Facilities Resources,
Without Increasing Costs!**

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tegretē™

INTRODUCTION



Colleen Fischer
*SVP Operations, Business
Development,
Tegrete*



David Carlson
*Owner, President,
Tegrete*



Nate Megard
*VP Relationship Management,
Tegrete*

Tegrete Overview

Tegrete is a nationwide, integrated facilities management company, working WITH facilities teams

Operating since 1993

Managing all interior and exterior facilities services including janitorial, lawn/snow, HVAC, handyman and more

Pool of contractor partners across the U.S.—fully vetted, with insurance and credentials

Woman owned business

WHAT WE'LL COVER



- Tegrete manages services for thousands of sites across the U.S.-healthcare, financial institutions, utilities, general office
- Companies have decided, for a variety of reasons, to outsource all or a portion of their facilities management services
- Important to note-many companies are ADDING to their existing FM team, not replacing it
- Based on our real-life experience, we'll share:
 - Why companies decide to outsource
 - Benefits received

What We Hear from Facilities Staff & Sr. Leaders



Not enough time to properly manage facilities—day-to-day takes away from strategic, critical projects



Don't have enough resources or appropriate skill set



Facilities are spread out—a lot of windshield time to visit



Facilities falls under Security, CFO, or IT—may not be the department's top priority



Conflict of interest— employees or customers providing facilities services



Service Providers not properly vetted—no insurance, license, background screening, or Confidentiality Agreements



Want to reduce hard and soft costs—lack of focus on bid process



An Alternative: Outsourcing As a Partnership

Working WITH Facility Managers and Teams, not replacing them!

“Tegrete has freed me up to work on my capital projects.”

“I used to have 20 people in my Rolodex to call. Now I just call my Tegrete Relationship Manager.”

“My Relationship Manager makes me feel like I’m his only client. He’s been to my facilities, understands my business and is fast to respond.”

“My Relationship Manager has been a fabulous partner and he’s available all the time.”

Tegrete's Role as an Outsourced Partner



SERVICE PROVIDER
DATABASE &
SOURCING



RFP EXECUTION



CONTRACT
MANAGEMENT



COMPLIANCE &
SECURITY



SERVICE PROVIDER &
WORK MANAGEMENT



COMMUNICATION PORTAL



ACCOUNTS PAYABLE
MANAGEMENT



Benefits to Outsourcing

Save Time & Simplify

One company for all services & locations

Tegrete RM becomes extension of your team—a single point of contact

Tegrete addresses all service calls, after-hours emergencies, & solves any problems

Reduce Risk

Large network of local, proven Service Providers

All Service Providers are fully insured & screened

Only one contract—with Tegrete

Control Costs

Leverage Tegrete's buying power & Service Provider relationships

Request for Proposal process to receive multiple bids

Reduce need for Accounts Payable resources

Optimize your staff's time

Maintain Assets

Frequent inspection of all assets with quality reports

Management of Preventive Maintenance programs

Highly skilled Service Providers perform all labor

Leverage the Expertise

Thirty years in the facilities management industry

Local Service Providers who are experts in their trade

Wealth of knowledge gained from managing thousands of locations

Should You Consider Outsourcing?



1. Are your sites in poor condition or in need of repairs?
2. Do you have sufficient and the appropriate staff, support, & expertise?
3. Are you leveraging your internal resources effectively?
4. Are you doing inspections at each site and tracking deficiencies (with a plan for improvement)?
5. Do you have a preventative maintenance program for all critical equipment?
6. Are you evaluating capital equipment and creating replacement plans?
7. Are you screening all services providers and verifying insurance status every year?
8. Are your facilities clean, updated and welcoming to visitors?

IT DOESN'T HAVE TO BE “ALL OR NOTHING”



- Start by outsourcing janitorial services —a highly visible service that can be a challenge to manage
- Outsource remote locations that consume “windshield time”
- Get employees out of cleaning roles (unless that’s their job!)
- Outsource several services in a region, as a test
- Outsource services for acquired or new buildings—saving you a lot of transition & onboarding time

TO LEARN MORE ABOUT OUTSOURCING
FACILITIES MANAGEMENT. . .

Contact Tegrete

Colleen Fischer

Colleen@Tegrete.com