



| Question? | Reason for asking |
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| <p>How are facility decisions being made in your organization?</p> <p>Locally, Regionally, Nationally?</p> | <p>If decisions are not made nationally, then your facilities are at risk because you are working with dispersed teams with limited standardization, no benchmarking, and zero visibility into the service performance of your schools and childcare centers.</p> |
| <p>Are you in-sourcing, using multiple commercial cleaning providers, or using a national provider?</p> | <p>If you are in-sourcing or using multiple providers, then you have limited visibility into the performance of your facilities, as well as limited oversight over your facility's compliance. Your school and childcare administrators are also losing efficiency as they must manage diverse teams that may or may not show up.</p> |
| <p>Is your provider(s) taking a blanket approach to facility management?</p> | <p>Most commercial cleaners only tailor services to a company, not different schools. Schools and childcare centers must ensure they comply with local, state, and national regulations, as well as third-party accreditation providers so your provider must be aware of all your unique needs and requirements</p> |
| <p>What does student and employee churn look like?</p> | <p>The staffing shortage in the education space affects even the most affluent private schools and childcare businesses. Because of high tuition and less-than-desired experiences, private school enrollment is suffering. Many parents and families are looking to home childcare companies that are not part of a major franchise.</p> |
| <p>How is your facility management approach impacting margins?</p> | <p>Daycare centers and private schools must be budget conscious because they have a fixed revenue stream, and the facility management approach they are using cannot cut their margins further.</p> <ul style="list-style-type: none"> » <i>Many childcare organizations, private schools, and charter schools use small, independently owned companies or standard janitorial companies that only do cleaning.</i> » <i>A mature facility management company can bundle services your facility needs so you do not have to pay a percentage of margins across companies for different tasks.</i> » <i>Dispersed companies and teams give you have limited visibility and predictability across sites and regions.</i> |
| <p>How often is the focus misplaced on facility issues?</p> | <p>When school and childcare administrators and staff must take the attention off the student and parent experience and focus on facility issues, the children do not get the timely care and attention they need.</p> |
| <p>Are you able to compete?</p> | <p>Private schools are facing more competition than ever before. While new enrollment has risen recently, the number of students enrolled in private schools has fallen over the past two decades. Like the private school space, the daycare space is also very competitive. For example, in just one mid-sized city, there are 84 separate childcare centers from which to choose. Education providers must provide an improved parent and child experience to attract and retain families, so they don't go elsewhere.</p> |