

What Your Commercial Janitorial Service Doesn't Want You to Know

Executive Report

Learn the insider secrets your commercial janitorial service wants to keep hidden and what you can do about them.

Not all commercial janitorial service providers are the same.

The Best Janitorial Service Providers

The best ones invest in the training, products, and equipment to make sure you get the best quality results. The top commercial janitorial providers take care of their employees and their customers. They do what they say they will and take quality control seriously.

Here are some reasons why your decision makes a difference and some factors you should focus on when considering a commercial cleaning service company.

Other Commercial Janitorial Service Providers

Those “other” commercial janitorial services may talk a good game, but here are some of the things they don’t want you to know about the way they do business.



They Use the Cheapest Cleaning Supplies



Since commercial janitorial services provide their cleaning equipment and supplies, the temptation to save a buck can be significant. However, the quality of the equipment and supplies can make a considerable difference.

Cheap cleaning supplies can contain potentially hazardous chemicals and carcinogens. The Environmental Protection Agency lists cleaning products as one of the top sources of indoor air pollution. A variety of health problems were traced to poor quality air, including fatigue, dizziness, headaches, and irritation of eyes, nose, and throat. It can impact your

employees and service providers. The EPA reports that 6% of janitors experience job-related injuries from chemical exposure to cleaning products annually.

Green cleaning products offer a thorough cleaning without the harmful chemicals or the residue that can be left behind. They improve air quality and reduce water and ambient air pollution.

They Don't Practice Conservation or Sustainability

Commercial cleaning can be a water-intensive process. The right cleaning equipment and processes can conserve water and lower your energy bills. However, not all commercial janitorial services use sustainable products or low-impact equipment. Some commercial janitorial services are unwilling to invest in the best equipment. That can mean higher costs for you.

Commercial cleaning companies that practice conservation and sustainability will use low environmental impact equipment, energy conservation techniques, and employ recycling programs. They will use paper products such as post-consumer recycled content.

They Don't Provide Adequate Training

Training is essential when it comes to commercial janitorial services. Not all companies will adequately train their service providers on the best practices for cleaning. This can lead to improper cleaning or inefficiencies. If you're paying on an hourly basis, it can cost you more money. Even if you are paying on a flat fee, when commercial janitorial service workers are inefficient, it takes them longer. They may not finish the job or rush through tasks to get out on time.

They may also skimp on safety training. Failure to train on proper safety techniques can lead to more slips, trips, and falls – the leading cause of workplace injuries. The improper mixing of cleaning supplies can cause health problems and even deaths.



They Rely on You Not Checking Them Out Carefully

do much due diligence in the hiring process. They are hoping you will search for “commercial janitorial services near me” and pick them from the list that pops up. They may have a lousy reputation or not be licensed or bonded. They're just hoping you don't dig too deep.

Professional commercial janitorial service providers will provide you references so you can find out about the job they do for other organizations. They will be happy to give you copies of their license, bond, and insurance, so you can verify its accuracy.

They Don't Have Quality Assurance Practices

You want to work with a commercial janitorial services provider that fills out daily checklists of the work they do and has managers that do regular checks to guarantee quality.

Some companies skip the checklists altogether or have cleaners that fill them out before they even start the work. They don't check up in person to make sure the job is done right.

They Have High Turnover

Some commercial cleaning companies have a significantly high employee turnover rate. They fail to provide adequate wages, skimp on training, and hire lower-quality workers just to get the job done. When they do this, you pay the price. You may get poor results or inconsistent results.

The best commercial janitorial services take care of their service providers. They pay a fair wage, train them, and give them the tools they need to do the job right. When their service providers are taken care of, they will take better care of your facility. The annual employment turnover rate for a commercial franchise cleaning agency is just 2%.

You Need a High-Quality Commercial Janitorial Service

OpenWorks is the Answer

OpenWorks is a nationwide network of commercial janitorial service providers that create a noticeably cleaner, safer, and healthier workplace. With industry-leading training programs on green products, sustainability, and safety, OpenWorks' attention to detail means every cleaning job is customized to your standards.

In an industry where customer retention rate is just slightly better than 50%, there is a reason OpenWorks has a 98% customer retention rate: quality.

At OpenWorks, we are inspired to go above and beyond and provide service that exceeds your expectations. It is this added-value approach that enables us to offer the following:

- Daily Communication Logs
- Monthly Inspections – more often as needed
- Dedicated District Manager and Customer Service Support
- Uniformed Workers
- Environmentally Safe Materials
- Safety and Compliance
- Comprehensive, Customized and Specialized Services





OpenWorks
Making Your World Work Better

We Take Cleaning Seriously.

[Request An Estimate](#)

to learn more about how OpenWorks can create a cleaner, healthier, and safer environment for your facility, your employees, and your customers.

Phone: 1-844-962-1037