



Facility
Services
A KBS Company



Government Facilities

Reliable, Responsive Janitorial Services

What's important to you?



VARSITY FACILITY SERVICES

Do you want Reliable, Responsive Janitorial Services?



Real Reliability
Real Response
Real Reduction



Reliability

Our proprietary operating system ensures reliability by reducing service variation through standardization, measurement, and improvement.

We make your janitorial service more reliable by aligning people, products and processes to meet your specific government facility needs.

Responsiveness

We increase the responsiveness of your janitorial services by providing a 24/7 call center.

Our newly developed technology facilitates collecting, reporting and distributing data, and includes a robust smart phone app with open API's to allow us to connect to your systems.

Reduction

We continuously strive to reduce your costs, complaints, variation and your environment footprint.

We use the collaborative Lean Sigma methodology to find other significant reductions throughout your city.

A large, ornate arched window of the City & County Building. The window is framed by intricate stone carvings. Inside the window, a chandelier with multiple lit bulbs hangs from the ceiling. The reflection in the glass shows the building's dome and the text 'CITY & COUNTY BUILDING' and '451' in a stylized font.

CITY & COUNTY BUILDING
451

WE INTEGRATE **RELIABILITY**, **RESPONSIVENESS** AND **REDUCTION (R3®)** INTO EVERY ASPECT OF YOUR FACILITY SERVICES

How Varsity uses R3 in Government Facilities



Safety

When looking for a janitorial company, you need to find a reliable and responsive one that is committed to keeping your citizens and documents safe.

Citizen Protection



Your janitorial company needs reliable cleaners who are trained to:

- Clean correct touch points to reduce illnesses and therefore absenteeism; and
- Use microfiber technology which removes 99% of bacteria.

Sensitive Documents



Your janitorial company should only hire cleaners who have passed a detailed background check before they enter any of your city facilities.

Varsity cleaning specialists are trained for health and screened for the complete safety of your city facilities.

High Expectations

Government Initiatives



Government initiatives may play a factor in how and when janitorial services are performed in your city facilities. Some initiatives may include: cutting costs, green cleaning, day cleaning, higher quality of work, etc.

With over 55+ years of experience, Varsity has learned how to effectively partner with each city to meet and exceed their expectations.

Elected Officials



Sometimes a newly elected official may make changes that may also create extra work.

Varsity cleaners are trained in being flexible and responding to the requests that create need for extra and prompt cleaning.

Reduced Cost – Reduced Waste

While having healthy, safe and clean facilities at all times is a priority, doing so without breaking the bank and giving up quality is critical.

So, how do you keep quality and reduce cost? By finding a cleaning company who is great at reducing process waste, not just cleaning up the dirt.

D.O.W.N.T.I.M.E.

There are 8 wastes in janitorial operations: **D**efects in services; **O**ver-cleaning; **W**aiting unnecessarily; **N**on-utilization of cleaners; **T**ransporting cleaners, equipment and products; **I**nventory of unnecessary products and equipment; **M**otion in process that wastes time; and **E**xcess expectations.

Being a Lean Six Sigma company, Varsity Facility Services works constantly to reduce process waste in your cities cleaning, thus reducing your cost.

Transitioning to a Partnership

Service transitions can be disruptive, but they don't have to be. We make transitions a positive experience for incumbent employees, city staff and decision makers. Varsity transitions are customized to you, taking into account your facility assets, sensitive human resource issues, and timing needs.

More than just having a positive transition, we partner with you through the length of the contract. We will work with existing in-house staff, make improvements where necessary and go above and beyond the scope of work by being protectively responsive. **See how we successfully partnered with a large city, by downloading our Government Case Study at varsityfs.com/government-case-study.**



About Us



Facility Services

Reliability | Responsiveness | Reduction

A KBS Company

Established in 1957, Varsity Facility Services was founded on integrity, excellence and innovation. With more than 55 years of applying these ideals to our business, we have built a sound foundation of service for our customers.

We were the first to build a corporate university offering online training to all employees. Varsity continues to provide in-depth and on-going training for all employees to keep them up to date on developments in janitorial, maintenance and construction services.

Varsity has developed, implemented and continues to maintain cutting edge technology to facilitate the definition, measurement, analysis, improvement and control of all facets of our professional janitorial, maintenance, and construction services to ensure that our operations are lean and our clients reap the benefits.

Varsity is committed to the environment. We were the first building service contractor to move beyond a green program; we developed a standardized, proprietary janitorial operating system. Our system is a healthy, environmentally sound approach to cleaning.

Varsity's leadership in the industry is proven by our many awards and certifications. We are a proud recipient of the Ashkin Group Green Cleaning Champion Award, a Carpet & Rug Institute (CRI) Approved Vendor, and we were the first contractor to be certified by the ISSA CIMS certification—with honors.

Today we are an national service provider. Our commitment to integrity, innovation, and the environment has never been stronger. What service can we provide for you?

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