

# The First Facility Management Blog

« [Cross-Border Facility Management Delivery Highlights Exchange](#)

December 16th, 2010

## NEW SERVICE SPOTLIGHT: ROI Calculator From Kaivac

[Kaivac, Inc.](#), a Hamilton, OH-based company that offers a portfolio of environmentally friendly cleaning products, has revamped its web based return on investment (ROI) calculator (originally introduced several years ago).

To provide more functionality to facility professionals who are evaluating cleaning systems, Kaivac revamped the original ROI calculator and added a second calculator as well. Both systems now offer more “what if” possibilities, graphs, and other information.

“One key thing we also added to the new calculators is [an estimate of] the environmental impact of different cleaning methods,” says Matt Morrison, Kaivac communications manager.

Visiting the Savings Guide, where the calculators are located on the Kaivac web site, the visitor has the following options:

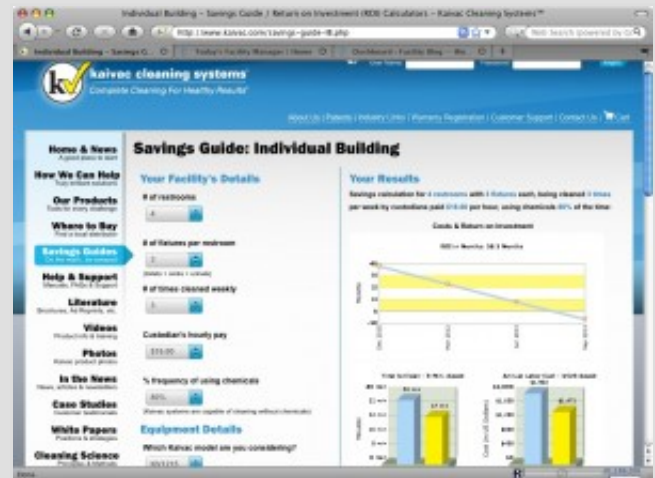
- Use a No-Touch Cleaning System calculator, which allows users to compare the different

Kaivac systems to conventional restroom cleaning methods. Doing so helps in determining the ROI on selecting a No-Touch system as well as comparing cleaning times; labor, equipment, and chemical costs; and the amount of water and chemical used for both cleaning methods.

- Work with a KaiMotion™ square footage calculator, which compares the time required to clean a hard surface floor area using the KaiMotion system to mop and bucket cleaning and an automatic scrubber. The square footage calculator also compares labor costs.

“Our end-customers tell us they are [most] concerned about two things when they select cleaning equipment,” says Morrison. “They want to know: Will the machine ultimately save them money and will it positively impact the environment. These calculators address both of these issues head-on.”

As to chemical use, Morrison adds that visitors now also have the option of comparing “chemical-free” cleaning with the No-Touch system to conventional restroom cleaning methods. This is



because recent studies conducted by a laboratory accredited by the U.S. Environmental Protection Agency (EPA) indicate that certain models of the No-Touch Cleaning system are recognized as sanitizing devices when properly used, even when no chemicals are used.\*

*\*Applies to Kaivac systems with a 500 psi pump and 3-stage vacuum motor. To be used as a sanitizing device, no chemicals or rinsing agents can be used.*

LABELS [Calculator](#), [Cleaning](#), [Facility Managers](#), [Kaivac](#), [New\\_Service\\_Spotlight](#), [Technology](#)

Written by: Anne on Thursday, December 16th, 2010 at 10:49 am

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# The First Facility Management Blog

« [NEW PRODUCT FLASH: sportSchwank By Schwank Group](#)  
[NEW SERVICE SPOTLIGHT: ROI Calculator From Kaivac](#) »

December 15th, 2010

## Cross-Border Facility Management Delivery Highlights Exchange

The [Global Facility Management Association](#) held its 10th International Workshop in Atlanta, GA. Entitled “Managing FM Across Borders,” the event took place one day prior to the [International Facility Management Association](#)’s (IFMA) World Workplace 2010 Conference & Expo, which drew approximately 4,900 attendees and brought an estimated US\$5.7 million to Atlanta. The October workshop marked Global FM’s second of the year, following its April event in London.

The workshop program featured presentations from private sector, academic, and non-profit leaders from around the world who explored the challenges and opportunities posed by cross-border delivery of facility management and identified practical, reproducible solutions professionals could immediately put to use.

One of the key issues facing facility managers today is the challenge of delivering consistent services across boundaries — whether city to city, region to region, or country to country. Clients expect a guaranteed level of service that is both functional and understandable. Technology implementation, currency exchange, and a host of other issues make this cross-border delivery of facility management a continuing challenge for those in the profession.

Specific workshop topics included the macro factors changing the global landscape for facility managers; the cultural, age, and geographic boundaries impacting the profession; the approach facility practitioners are taking to respond to these changes; and the response national and international FM organizations are taking. The event featured a panel discussion with industry professionals sharing their experiences with cross-border service delivery.

The Global FM International Workshop held prior to World Workplace in Atlanta was both informative and inspiring,” said Global FM Chair Teena Shouse, CFM, IFMA Fellow. “As Global FM continues the practice of international workshops, it will strengthen our understanding of global facility management, create valuable networking opportunities and support our mission of advancing the FM profession. Stay tuned for more information on 2011 workshop events.”

LABELS [FM Alert](#), [Facilities Management](#), [Global FM](#), [IFMA](#), [Professional Development](#), [World Workplace](#), [international](#)

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