Winning Business with Technology and a Green Approach!
The road to sustainability: a journey of continuous improvement

You Have Green Cleaning Goals to Reach

Green Clean Building @ Lowest Total Cost

LEED Platinum Certification

Zero Waste: Landfill Diversion

CIMS Certified with GB Honors

Environmental Purchasing Policy

Green Seal GS-42 Certification
Historically

• We used to win business through doing good work and our reputation.
• As time progressed and society changed, we realized we needed to stay ahead of the curve.
• Doing a great job cleaning and managing costs wasn’t enough anymore.
• Embed sustainability into RFP response – purchasing and ongoing tracking.
California EPA, Rookery Building, Large Facility in Pacific Northwest

• First big challenge to implement a major sustainability program at a difficult and very visible building in the marketplace. CAL EPA
• Won the business, delivered green services, brought the building to the status of LEED EB platinum. 1st in the world.
• The key take away and learning objective was this: achieving LEED status or other sustainability goals was not impossible in 2005.
• Good suppliers, intelligent operators with aspirations, and curiosity are vastly important.
• SeaSuite implementation at Rookery Building in Chicago. 30% reduction in Energy Use in addition to LEED Gold Certification.
• Taking the partnership between Able/Goby a step further recently implemented a tracking program through SeaSuite software to track the Zero Waste initiative at a 300 person job in Pacific Northwest.
Working with suppliers

• Always looking for new green products and better ways to deliver services for our clients. Continuous improvement.

• Our executives know the importance of being curious, to learn about new technologies and new chemicals that will enhance our service offerings.

• We were constantly investigating new green cleaning materials and as we developed our GreenAble brand the marketplace grew more knowledgeable about our services.

• Incorporating sustainability specifications into RFP from our suppliers & working today to incorporate that from this SPLC meeting (this current meeting initiative) – historically used LEED – this highlights a possible opportunity to standardize

• Discuss the Supply Chain
GreenAble Brand

• Why we developed it – to stand out from our competition.
• A philosophy to drive innovative sustainable thinking.
• Look at our various operations and ponder how do we do this in a more sustainable fashion?
• Once we did the best way to increase its sustainability impact was through a technology platform which promoted it.
• Embed our process in technology (SeaSuite) and Implement tracking in SeaSuite
Sustainability Activity Tracking

• Spreadsheet updating seemed counterintuitive in 2014.
• Found our operators wasting time manually entering data.
• Always thinking with the mindset of continuous improvement.
• There must be a better way. There was and it was Better Run Buildings through the GOBY Sea Suite
The sustainability challenge – data and process in 1B Feet

People ➔ Certifications ➔ Reporting ➔ Compliance ➔ Systems ➔ Portfolio

Image: The sustainability challenge diagram with connections between People, Certifications, Reporting, Compliance, Systems, and Portfolio.
Solution = Data & Process in one place

- People
- Certifications
- Portfolio
- Reporting
- Systems
- Compliance

SeoSuite by goby
Investment in Goby

• Solves the data challenge
• To Able it “Delivers & Brings” our customers a solution to a need while separating us from everyone else
• Saves Money
• Running RFP through Platform
• Reporting Through Platform
• Tracking safety, green cleaning, energy and KPI compliance
• Allows for transparency
Conclusion

Sustainability is more than checking a box.

At Able/GOBY it is “Delivering Results” for clients.

It is real execution

Balancing the financial costs and how clients value their end goals.

Continuous curiosity and constant evolution, some fast, some slow all for the benefit of increasing our sustainable platform.