Commercial Cleaning

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If you operate any kind of people orientated business, keeping your offices clean is one of the most important things you can do in order to keep potential customers coming back to spend more money on your products and or services. Too many companies under estimate how vital it is to maintain a clean environment not only for their customers but for employees as well. Statistics over the last 10-15 years has shown that employees show better productivity, and enjoy going to work when they know the environment they work in is looked after when they go home every night. A clean working environment will guarantee great employee morale.

But choosing a commercial cleaning company to service your location can be very daunting and very easy all at the same time. It just depends on you, and what janitorial cleaning services your offices need. Hopefully this article will help you in selecting a provider that you're happy with, and more importantly keeps customers happy so you can continue to focus on growing your business, and not about the toilets being left really dirty the night before. There is an old saying that says ``you get what you pay for`` so choosing a cleaning services provider that gives you with the lowest cleaning quote is definitely a risky decision. It may be a good decision, but does require some research before you sign any commercial cleaning contracts with them.

Look up 3-5 reputable cleaning services providers in your local area. When I say reputable, I mean companies that have been in business a minimum of 3 years, can supply references or client/customer testimonials, and are fully insured and bonded. Any cleaning company that has been in business for more then 3 years should be capable of handling your cleaning. For larger buildings over 100,000 square feet, make sure the company has been in business at least for 5 years. This helps when the company needs to make changes to cleaning employees that you may not be happy with. You don’t want to be paying for services that the company can not provide due to the fact that they don’t carry enough on call employees. Allowing your cleaning services provider permission to sub-contract will eliminate this problem.

Checking references or client/customers lists will allow you to see who else has been using that company and for how long. It only takes a few phone calls and will ensure that the people your about to do business with are not some fly by night operation. This will give you peace of mind. The most important thing that a janitorial cleaning services company needs to be is fully insured and bonded. Choosing a company that carries no insurance is a huge mistake, and could cost you thousands of dollars in damages, and potential lawsuits later on. Protect yourself! Make sure they have insurance. Any companies that operate without insurance should just close down ASAP or stop conducting business until they get insurance.

The problem with deciding which janitorial cleaning services providers you want quotes from is not finished there. The market is saturated with thousands of mom & pop cleaning companies that underbid everyone, and then provide terrible service. This gives the reputable companies a harder time when trying to persuade a potential customer that in order to get quality, they will have to pay for it. Take my advice. Do not choose the lowest price quote just because it was the lowest price. Only choose the lowest price when you’re comfortable with the assurances the company gives you and you have checked out all references. Then you minimize potential future problems.

Once you have gone through this process, you are now ready to accept cleaning quotes for your commercial cleaning. You will have to walk each company through your building, and provide them with as much information as you can in order for them to properly estimate your service. Once you receive all the quotes, you can now decide which company you want to do business with. A standard cleaning contract is for a term of 1 year with a termination clause of 30-60 days. Some companies can offer you discounts if you sign for more then 1 year with the same termination clause. Once you have been with that company for at least a year and you’re happy with the service, it would be a wise business decision to lock yourself in for more then 2 years this way you can prevent increases in prices. Companies have expenses and due to inflation, prices change frequently unless you’re locked in. I hope this article helps you in choosing your cleaning services provider.

About the Author

This article was written by Joe Terceira President/CEO of EC International Janitorial Cleaning Services EC International provides janitorial cleaning services, and office cleaning in the G.T.A. Ontario. We service Toronto, Mississauga, Brampton, Oakville, Hamilton, Scarborough, King City, Barrie, Burlington, and Milton.

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