



Distributor Services Partner Program

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Your opportunity to deliver value to the entire cleaning industry.

The Distributor Services Partner Program provides distributors the opportunity to create additional value for their customers through training, certification, and consulting partnership with ISSA'S Cleaning Management Institute. While providing a new service to your customer, you will begin to earn a share in the new value created!

Qualifications:

- 1. You must be an active ISSA member in good standing**
- 2. You must actively promote, communicate, and educate your customers regarding CMI training, certification & consulting**



Why do distributors join?

- Increase customer lifetime value
- Drive NEW customers into portfolio
- Become an advocate for customer's success while becoming active member/partner of their team
- Create a stronger value and brand proposition



Certification & Training

- **Host a pre-scheduled CMI certification workshops: National Training Event or private workshops like:**
 - Accredited Auditing Professional (A.A.P.)
 - Certified Professional Trainer (C.P.T.)
 - Certified Workloading Specialist (C.W.S.)
 - Certified Custodial Technician (C.C.T.)
 - Certified Custodial Supervisor (C.C.S.)
- **Online Training: Offer On demand certification courses, and training. Leverage the online platform to host custom content for customers:**
 - CMI Custodial Technician
 - CMI Certified Custodial Supervisor
 - CIMS Certification Expert
 - GBAC Fundamentals
- **Onsite: Host a private training event at your customer's facility.**



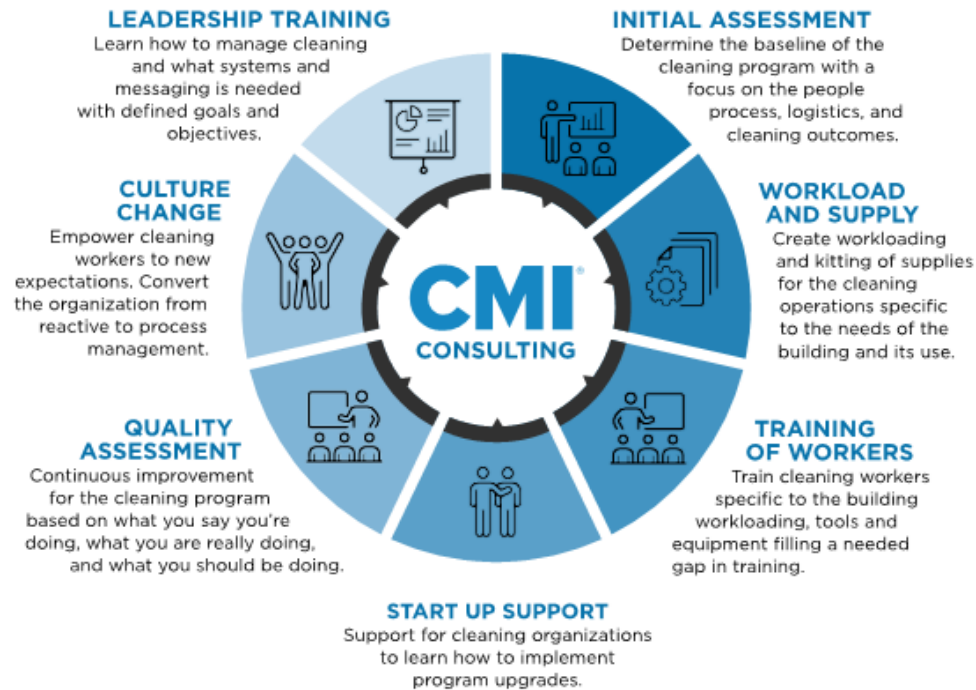
Certification & Training Pricing

- **Scheduled Workshop at facility:** Range of \$650 to \$1,200 depending on workshop
 - Accredited Auditing Professional (A.A.P.)
 - CMI Train the Trainer - Certified Professional Trainer (C.P.T.)
 - Certified Workloading Specialist (C.W.S.)
 - Certified Custodial Technician (C.C.T.) Basic & Advanced
 - Supervisor & Management Bootcamp (C.C.S.)
 - CMI Hard Floor Care
 - CMI Carpet Care
 - CIMS Certification Expert (C.C.E.)
- **CMI Onsite Training:** custom priced based on scope of work
- **Online Training:** per person pricing
 - CMI Basic Online V6: **\$162.99**
 - V7 available Q4 for **\$169.99**
 - English & Spanish
 - CMI Advanced Online V6: **\$162.99**
 - V7 available Q4 for **\$169.99**
 - English & Spanish
 - CMI Certified Custodial Supervisor: **\$210.99**
 - CIMS Certification Expert: **\$995 New & \$595 Renewal**
 - GBAC Fundamentals: **\$150**
- **Hard Materials:** per person pricing
 - CMI Basic Handbook w/ Exam V7: **\$169.99**
 - CMI Advanced Handbook w/ Exam V7: **\$169.99**



Consulting

- **Initial Assessment:** Establish baseline with a focus on processes, appearance, and logistics.
- **Workloading and Supply Kitting:** Create a Strategic plan customized to buildings and the specific needs with focus on level of service.
- **Development:** Train cleaning professionals by filling gap on training they have not received specific
- **Quality Assessment:** Contract ongoing quality assessments based on the customer's scope of work and quality plan



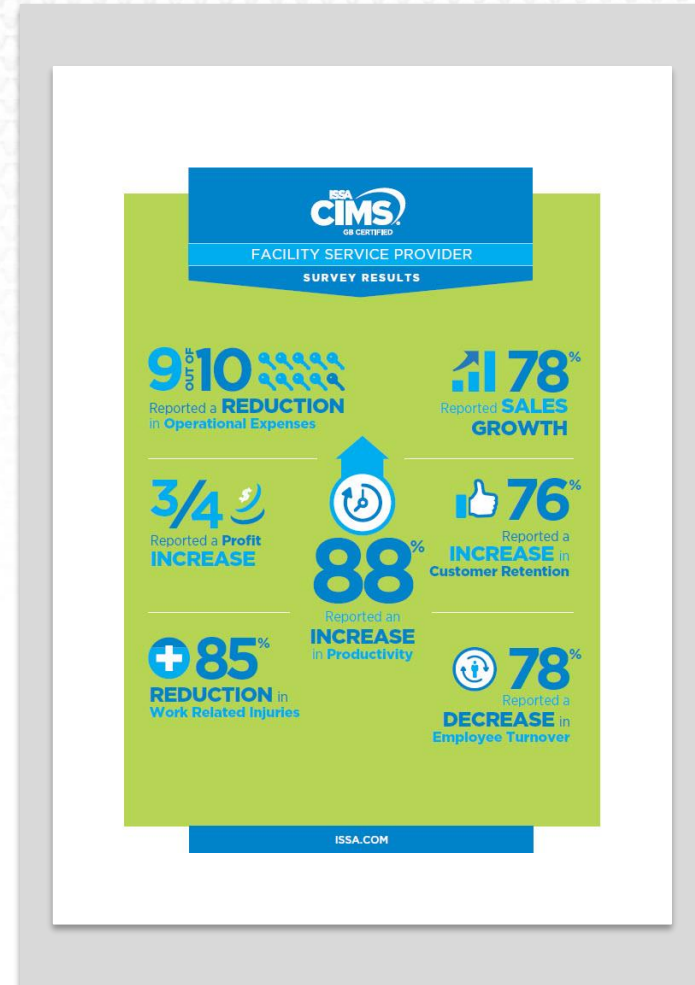
Consulting Pricing



- **Initial Assessment:** starts at \$6,000
- **Workloading and Supply Kitting:** starts at \$10,000
- **Al-la-carte Options:** Price TBD
 - Quality Assurance
 - Benchmarking
 - Systems Check Up
 - Staffing Analysis

Cleaning Industry Management Standard (CIMS)

- Guide your customers to become one of less than 500 organizations globally to achieve CIMS designation
- Leverage the CIMS standard as a tool to help those customers achieve LEED
- Pricing: **starts at \$5,000**



ISSA Membership

- Building Service Contractor
 - You are contracted by commercial buildings, public venues, schools, hospitals and other facilities to provide full or partial cleaning and/or maintenance services.
- In-House Service Provider
 - You are employed by commercial buildings, public venues, schools, hospitals and other facilities to hire and manage staff for cleaning and/or maintenance services.



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