

ISSA Work Loading & Bidding Tool

Benefits for Distributors

Using the Work Loading and Bidding Tool plus the Consumable Calculator is easy. For the Work Loading and Bidding Tool, build out a location, area, or cleaning project, by entering room type, square feet, and the activities you perform which you select from a list ISSA 612 Cleaning Steps. Click to access the calculator and input some basic operational costs. With the push of a button, you will see the time needed to perform the job, a suggested number of people needed to clean the facility, and an overview of costs to do the job. With the Consumable Calculator, just select the customer market segment and number of employees, the products they use, and enter the case price of the products.

How can you use this information?

Differentiate Yourself from Your Competitor

- Provide insight and data to end users on product consumption for financial planning
- Validate expenditures on new processes or equipment showing overall labor savings and efficiency improvement

Solidify Business Relationships

- Help customers maximize profits and efficiency without lowering your profit

Planning and Budgeting

- Adjust your stock levels based upon estimated customer usage to reduce potential backorders and provide better service to your valued customers
- Provide competitive pricing scenarios to your customers based on a solid analysis of their expected purchases

