Federal Government's General Services Administration (GSA)

Thor Emblem, Branch Manager for ABM Onsite Services, San Diego blew us away this quarter, winning the “Top Lead Generator for Total Sales Volume” for the Solve One More Program. The winning deal was a multi-million dollar project for the Federal Government’s General Services Administration (GSA)!

This anchor location in downtown Los Angeles is at 300 North Los Angeles Street and 255 Temple Street (also known as the 300 North LA Federal Building and the Edward R. Roybal Federal Building). Phase 1 of the project is a chiller replacement and piping project (including an HVAC modernization project).

ABM’s history with the GSA on this project goes back to 2003 when we began providing onsite facility services. In 2012, Thor heard about a bid opportunity by the GSA for a large-scale retrofit project that included a chiller replacement and piping project, as well as a HVAC modernization project. Thor Emblem, Branch Manager for ABM Onsite Services, San Diego immediately began describing ABM’s distinct technical capabilities and encouraged the GSA to consider ABM for the project. Thor’s ability to articulate ABM’s unique capability to deliver all of the required chiller and HVAC services and his long standing relationship with the client not only gave ABM the opportunity to bid on the project, but ultimately helped us secure the award for the project.

This project has definite potential for growth with future phases. Phase 1 project was started in February 2014 and is expected to be complete in December 2014.

Robert Bayer, Vice President, ABM Building Solutions in Irvine, California commented, “As the biggest revenue award ever in the history of the Solve One More program, this is another example of OneABM and our ability to exceed the expectations of our client. We are truly the only company that could deliver all services and we hope that is a testimony of more to come.” He added, “It’s the best possible outcome given everyone benefits – our client and multiple ABM service lines (ABM Building & Energy Solutions and ABM Facilities Services). It’s a win-win for everyone.”