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Solve One More

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Enterprise Sales Team

abm.com/solveonemore



Agenda

1. How to Earn \$\$\$ through SOM
2. Overview of ABM's Industries & Services
3. How ABM Cross Sells
4. Solve One More Process
5. How To Submit a SOM Lead
6. SOM Success
7. Additional Resources

How to earn SOM incentive pay

- Know the services in your market
- Look for opportunities
- Talk to your clients
- Review program guidelines
- Submit leads

You can earn
1% of the first year's
contract price for
each closed
opportunity up to
\$5,000!

Building Value Through Industry Expertise

Keeping your environment safe, clean, comfortable and energy efficient through individual or integrated solutions



Janitorial



Facilities
Engineering



Integrated
Facilities
Solutions



Parking &
Transportation



Landscape
& Turf



HVAC &
Mechanical



Electrical
& Lighting



Energy



Mission
Critical

Services We Deliver



INTEGRATED FACILITY SERVICES

- Provides one point of contact**
- Consolidates invoices & contracts
 - Delivers consistent, reliable service
 - Reduces operational & administrative costs
 - Decreases regulatory & safety risk



ELECTRICAL & LIGHTING

- Repairs, Replacements & Upgrades
- High Efficiency Lighting Improvements
- Predictive & Preventive Maintenance
- Low- to High-Voltage Testing & Solutions
- Electrical Engineering & Commissioning



ENERGY

- Guaranteed Energy Saving Programs
- HVAC, Central Plants, Lighting & Controls
- Solar & Other Renewable Energy Solutions
- Sustainability Solutions
- EV Charging Stations



FACILITIES ENGINEERING

- HVAC, Mechanical & Electrical
- Plumbing, Carpentry & Locksmith
- Maintenance, Repairs & Operations
- Handyman Services



HVAC & MECHANICAL

- Repairs, Replacements & Upgrades
- Preventive Maintenance
- Chiller Services
- Engineering & Recommissioning
- Guaranteed Energy Saving Programs



JANITORIAL

- Green Cleaning & Recycling Services
- General Maintenance
- Carpet & Floor Care
- Clean Room & GMP Cleaning
- Staffing & Specialty Services



LANDSCAPE & TURF

- Landscape & Grounds Maintenance
- Golf Course Maintenance & Renovations
- Athletic & Sports Field Maintenance
- Irrigation Maintenance & Management
- Exterior Pest & Fertility Management



MISSION CRITICAL

- 24/7/365 Facility Operation
- Energy Audits & Optimization
- PM for Infrastructure Upgrades
- Staffing - Government Clearances
- Quality Assurance & Quality Control



PARKING & TRANSPORTATION

- Shuttle & Transportation Services
- Valet Parking & Special Event Services
- On & Off-Street Parking Management
- Mobile Phone & Web-based Solutions
- Improved Parking Net Operating Income

Cross Selling Definition

- Adding an additional contracted service to a **CURRENT CLIENT** in the same Industry Group or across another Industry Group

3 Ways to Cross Sell

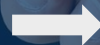
- Solve One More
- Account Plans
- Host a Cross Sell Meeting

Solve One More Process

TALK WITH
CLIENTS



SUBMIT LEAD



CONTRACT
SIGNED



GET PAID!

- Inform clients of additional services available in your market
- Identify potential facility problems or concerns
- “I noticed that...”

- **ABM.com\SellABM** or **SOM App** or **855.SolveABM**
- Lead is qualified by Inside Sales and assigned to Sales
- Collaborate with Sales

- Sales follows up
- Receive update emails as deal progresses
- Client signs agreement for additional service

- Employee that provided the lead gets \$\$\$
- 1% of first year’s contracted value, maximum \$5,000

How do I submit?

[ABM.com/SellABM](https://abm.com/SellABM)

1.855.SOLVE.ABM

Account Plans

Solve One More App

The screenshot shows the 'Solve One More' app interface on a mobile device. The status bar at the top indicates Verizon service, 11:42 AM, and 81% battery. The app header is blue with a menu icon and a notification bell. The main heading is 'Solve One More' in orange, followed by the sub-heading 'Client Have a Problem? Let's Solve It!'. The form contains several sections: 'How will the problem be solved?' with a dropdown menu showing 'A Contracted Service Outside My Industry Group'; 'Company / Location / Floor: *' with a text input field; 'Description of the Opportunity: *' with a text area containing an example and a loading spinner; 'Client Contact Information:' with four text input fields for first name, last name, phone number, and email; and 'Upload Photo of Problem:' with a 'Choose Photo' button and '(No Photo Chosen)' text. A home indicator bar is visible at the bottom.

Verizon 11:42 AM 81%

Solve One More

Client Have a Problem? Let's Solve It!

How will the problem be solved?

A Contracted Service Outside My Industry Group

Company / Location / Floor: *

Enter Company Name, Floor or Location Here

Description of the Opportunity: *

(ex: Client has in house Engineering, Client is using a competitor, Building is in disrepair, Parking area has poor lighting)

Client Contact Information:

(Required) Enter Client First Name

(Required) Enter Client Last Name

(Required) Enter Client Phone Number

(Required) Enter Client Email

Upload Photo of Problem: Choose Photo (No Photo Chosen)

Solve One More Success

4,850

leads created

650

opportunities
won

\$190+

million
revenue



A Nation-Wide Effort to Solve Problems
for Our Clients and Reward Employees

Solve One More

STEP 1

Go To:
ABM.com/SolveOneMore

STEP 2

Review Documents and
Solve One More website

STEP 3

Solve One More Client Problem
and Enter the Opportunity at:
ABM.com/SellABM or call
855.SolveABM (855.765.8322)



Earn Cash and Prizes!

Solve One More

Industrie
Aviation & T
Banking & F
BioPharma
Commercial
Education
Golf Course
Healthcare
High Tech
Hospitality
Improvement
Residential
Retail
Sports & Em

Additional Resources

- Go to abm.com/solveonemore to access additional resources in support of ABM's cross selling efforts
 - SOM Guidelines
 - FAQ
 - Instructions to download the app
 - Cross sell sheets
- Resources to Cross Sell Meeting Facilitators
 - Overview Slides
 - Meeting Agenda
 - Action Plan Template
 - Follow-up Meeting Agenda
 - Meeting Kits available on theSHELF



Thank You

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[ABM.com/sellabm](https://www.abm.com/sellabm)

[ABM.com/SolveOneMore](https://www.abm.com/SolveOneMore)

