



HOUSEKEEPING, MAINTENANCE & FACILITIES

“Villa St. Joseph uses Premier contracts on a regular basis. As a result, we experience significant savings on cleaning products and equipment purchases. These are quality name brands like 3M® and Advance® – not “off” brands. In one case, we saved enough on the purchase of a floor scrubber to purchase an extra Back Pack Vac®. We are currently planning a carpet replacement project. Because we are able to get Premier pricing, we will be able to work with the contractors to lower product prices. I am very happy with the benefits, and I always look to FBN first whenever it’s time to make a purchase.”

~Len Fritsch
Director, Facility Services
Villa St. Joseph

FBN has formed a number of partnerships to help insulate our members against soaring utilities costs. We offer two energy-saving programs, and our large portfolio of national vendors allows us to offer significant savings on housekeeping supplies.

OUR PARTNERS

CO-EXPRISE

The Co-eXprise Energy Supply MarketPlace transforms natural gas and electricity bids into best market price. Co-eXprise (CX) offers a managed Energy Supply MarketPlace for retail customers, which features a proven strategic sourcing process coupled with proprietary online negotiation technology to achieve best market price. CX has sourced and is currently managing millions of MWhrs and Decatherms for thousands of customers nationwide, including healthcare organizations. CX not only aggregates customer usages and leverages like loads, but also employs various bid strategies within the online negotiation process. CX charges no upfront fee, is completely supplier neutral and represents the buyer 100%.

BENEFITS:

- Bids meet or exceed budget expectations.
- Every bid is contractible.
- The only consideration remaining on bid day is price.
- Bids are reduced to best market price.
- Customers are armed with exclusive market information that results in a clear award decision.

EFFICIENT ENERGY SOLUTIONS

At last—a comprehensive natural gas energy management program. FBN members and affiliates can join a consortium of forward-looking organizations that have formed a buying pool for natural gas. The consortium purchases more than 550,000 Dths annually. Faced with ever-increasing natural gas prices, market volatility, and expensive over- and under-usage penalties, many organizations have turned to Efficient Energy Solutions for a managed solution.

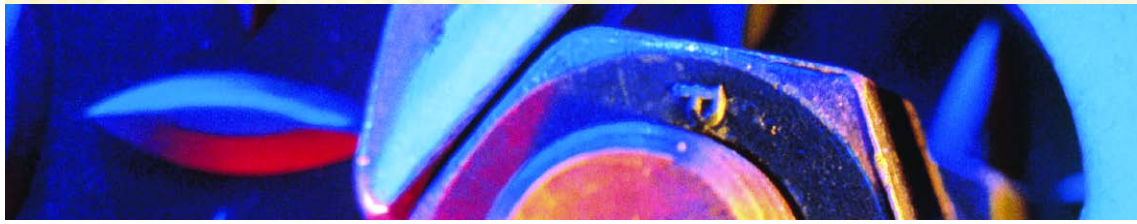
BENEFITS:

- Lower-consumption natural gas clients can purchase gas at rates comparable to those paid by larger users. In the first year, the average savings has been 15-25 cents/Dth in lower basis costs. Some members have saved as much as 50 cents/Dth.
- Members experience significantly reduced risk and fewer costs associated with under- and over-usage penalties because the consortium’s monthly usage is aggregated. ▶

OUR SERVICES INCLUDE:

Pharmacy • Food, Nutritional Supplements & Dietary Management • Organizational Learning • Medical Supplies & Equipment • Insurance Programs • Office Supplies/Equipment & Capital Equipment • Housekeeping, Maintenance & Facilities

The Faith-Based Network is a business alliance of faith-affiliated, long-term care facilities in Western Pennsylvania that work collaboratively to create high-value business solutions.



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OUR PARTNERS *continued*

- Facilities serviced by Dominion, Columbia and Equitable gas systems are eligible to join the consortium.

LIGHTING SERVICES, INC.

This energy savings-based program gives FBN members a 10% discount off the standard pricing formula, plus special terms. Lighting Services offers a full line of leading energy-efficient products and also provides expert installation.

BENEFITS:

- Energy efficient bulbs are 20% brighter and last longer.
- Free up-front energy savings and ROI audit.
- Reduced electric bills.

ECOLAB

FBN recommends Ecolab for chemicals through the Premier contract. This program includes chemicals for warewashing, housekeeping, and laundry. Service is available 24/7. Ecolab has over 400 patents on products and has the largest R&D in the industry for solving customer issues including water, linen, soil, surfaces, and micro analysis.

BENEFITS:

- Cost management program.
- Guaranteed monthly service by fully trained specialists.
- Emergency service 24/7.
- Monthly tracking and quarterly reporting.
- Customized training.
- State-of-the art-equipment provided at no charge.
- 7% rebate back to facility.

NATIONAL VENDORS

OUR NATIONAL VENDORS INCLUDE:

- Grainger
- Kimberly Clark
- Georgia-Pacific
- Orkin
- Gillette
- Energizer
- 3M
- Glidden
- Trane
- Johnson Controls

PRODUCT CATEGORIES INCLUDE:

- Can liners
- Laundry and textiles
- Flooring
- Lighting
- Roofing
- Fire/life safety
- HVAC
- Waxes and floor cleaners
- Elevator maintenance

FOR MORE INFORMATION

Learn how much you could save on housekeeping, maintenance and facilities with an FBN membership. Call today for a free Value Assessment.

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