

**CASE STUDY**

**The Benefits of Trade Specialists in Facilities Management**

ESTIMATE #	DATE
How Trade Specialists Helped Save a Communication Client Money	Winter, 2020
<i>An example of a real-life work order with real-life savings</i>	

TO:
A Major, National, Multi-Site Communications Company

NOTES:
Trade Specialists serve as subject matter experts in specific maintenance trades (electrical, plumbing, flooring, etc.). They provide direct support to specific statuses within the work order process to provide improved transition of the quote process and improve client cost, execution, and experience.

DESCRIPTION OF WORK:
Service provider to remove (2) hand towel dispensers and replace with (2) XLERATOR hand dryers; one for each restroom. Service provider will run a dedicated line for each hand dryer and install (2) new single pole 20-amp breakers to the panel. Drywall patch and paint match will be necessary.

CHARGE TYPE	DESCRIPTION	RATE	QUANTITY	TOTAL
Labor/Trip Charge	Labor Technician	\$115	1	\$115.00
Material	30' MC Cable 12/3	\$2.65	30	\$79.50
Material	50' MC Cable 12/2	\$2.55	50	\$127.50
Material	20 AMP breakers single pole	\$24.95	2	\$49.90
Material	Jbox, 4x4 covers (2)	\$35.00	1	\$35.00
Material	Misc Hardware and Dry Wall Patch	\$80.00	1	\$80.00
Material	Excel Dryer XLERATOReco XL-BW-ECO	<del>\$745.00</del> \$500.00	2	<del>\$1,490.00</del> \$1,000.00
<b>GRAND TOTAL:</b>				<del>\$1,976.90</del> \$1,486.90

**TRADE SPECIALIST SUCCESS METRICS\***

Average Work Orders Touched: <b>4.1M</b>	Typical Savings: <b>\$16M</b>	Decreased** Client's Materials Spend by: <b>34%</b>
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