



# Why Outsourcing Should Become Your Facility's New Best Friend

FlagShip<sup>TM</sup>  
FACILITY SERVICES

# WHY OUTSOURCING SHOULD BECOME YOUR FACILITY'S NEW BEST FRIEND



Let's face it. Your facilities management needs are complex and run the gamut from straightforward tasks like painting a wall, to strategic support for capital planning.

When it comes to your facility, it is key to get ahead of the curve on maintenance and upgrades - aside from your employees, your facilities represent one of the greatest ongoing investments your business will make.

Each year, businesses just like yours find themselves faced with a key decision: continue to turn to in-house staff for facilities services – or turn to an external partner. There is a persistent belief that in-house offers more control over how facilities are maintained.

This may have been true in the past but as facilities get smarter (and more complex) business and leader mindsets have evolved and more are beginning to see the benefits of outsourcing their integrated facilities management functions.

According to the International Facility Management Association, maintaining an in-house facilities management staff costs an average of **23% more** than outsourcing this function

## HERE ARE FIVE SOLID REASONS WHY

### 1. Focus on your core business

When you outsource your integrated facilities management, you release valuable resources that can be used to grow your business and reach your revenue goals. Think about it—the contractor takes full responsibility for this area—from hiring to work balancing, training, and beyond. The additional time, resources, and energy that your organization gains in return will yield a considerable competitive advantage.

Companies that outsource their facilities needs realize a **100% increase** in uptime through immediate resource allocation increases



## 2. Jack of all trades...

You're an expert in your business but chances are, you're not an expert on the intricacies of facilities management.

Sure, you work in your buildings and know, generally, what is good or bad about them.

As companies view facility management services as non-core, they will strive to build **long-term relationships** with facilities experts



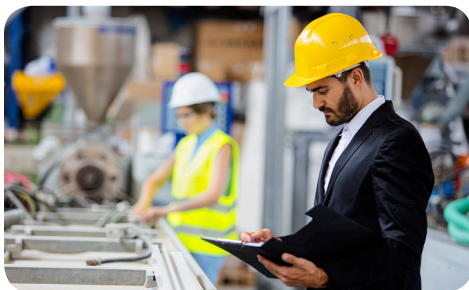
Highly-trained professionals who live and breathe facility management know infinitely more about your building than you ever will. They know what facilities need, what works and what doesn't. More importantly, they've got a proven set of skills, the structure and ability to deploy them, and knowledge of how to best protect and prolong your infrastructure investments.

## 3. Bottom line savings

Business leaders who choose to outsource their facility management services are often surprised at the reduction in operating costs as a result of increased efficiency. Simply shifting fringe benefit costs to an external partner can have a positive impact on the bottom line. Benefits like insurance, paid leave, and vacation all the way to 401K and payroll taxes, the cost savings that can be gained from outsourcing are considerable.



When you handle your facilities management needs, you take on all of the associated responsibilities. Contracting them out **relieves you** of your workers compensation liability



## 4. Safety is key

Contrary to popular belief, maintaining a facility comes with a myriad of safety challenges and concerns.

Unless you've provided your facility maintenance staff with the proper safety training for all tasks in their jobs, serious safety issues - up to and including injuries - will occur. Outsourcing facilities management to professionals

dedicated to a safety-first mentality and equipped with comprehensive and ongoing safety training and monitoring will add immediate value to your facility and your business!

## ***5. Maintenance staff fluctuations?***

Just like the weather outside, buildings have seasons too. The cycles of your facilities dictate the volume of the staff needed to attend to them. When you outsource, you're not tied up managing staff fluctuations—that responsibility is owned by the contractor. How many hours a month do you spend prospecting for new staff members, managing the existing team to cover vacancies, training new employees and retraining current employees?



Your facilities represent a critical component of your business. They directly impact staff productivity and they are a tangible representation of the brand – your brand.

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## **▶ DOESN'T YOUR FACILITY DESERVE TO BE A FLAGSHIP?**

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When thinking of the best way to maintain those facilities, be holistic in your approach. Remember your end goal is to build a better business in every sense of the phrase. Don't shy away from decisions that can propel you toward the next level of success.

Call us to talk about your challenges and to learn more about how we can help. You've got questions? We've got answers at 844-649-8884, or email us at [info@FlagshipInc.com](mailto:info@FlagshipInc.com).

### About Flagship Facility Services

Flagship was founded in 1988 as a one-person operation, dedicated to the delivery of first-class commercial janitorial services. With headquarters in California, we currently provide facilities maintenance solutions to four of the top 10 airports in the nation, based on the **2017 JD Powers Airport Satisfaction Rankings**. Since entering the market, we have become a recognized leader by offering a broad range of facilities services. With a staff of nearly 4,000 positioned throughout the United States, our broad suite of services includes facilities management, planning, culinary, and grounds.

For more information, visit [www.flagshipinc.com](http://www.flagshipinc.com)