

# HOW TO ACCURATELY QUOTE CLEANING CONTRACTS

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Certificate of Attendance

### TARGET AUDIENCE

Site Managers / Area Managers / Contract Managers / Operations Managers / Salespeople in the cleaning sector / Contract cleaning professionals

### MODULE OUTLINE

The cleaning industry is a highly competitive industry. Ensure that your team will be able to identify client requirements and to accurately calculate the cost of cleaning services. Understand the labor component to create cost-competitive quotations. A one-day workshop where you will be doing an actual quotation to ensure you understand the fundamentals of costing and estimation of a cleaning contract. A free costing programme is included in this workshop.

### MODULES

- Identifying stakeholders
- Customer expectations & value propositions
- Visiting the site & evaluating areas
- Compile a scope of work
- International performance values
- Breakdown of costs (direct & indirect costs)
- Labour costs analysis
- Calculate the contract
- Practical – costing & estimation of a commercial building

### ABOUT THE PRESENTER

Marietjie Swanepoel is a subject matter expert within the cleaning industry with more than 33 years of expertise. By constantly updating course material and ensuring the highest standard practices through the supplier, contract cleaning, and public sector networks, Marietjie remains on the pulse of hygiene standards across the healthcare and cleaning industry in Southern Africa. More than 6 000 delegates have attended her seminars and workshops over the last 20 years.



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