EcoSmart was a high-quality, best-in-class program. But, it wasn’t until we went through the CIMS-GB third-party assessment and certification that we were able to truly validate the program for us as a business — and, more importantly, for our customers.

Earning CIMS-GB status could not have been better timed. Our customers were more determined than ever to earn LEED certification, and with the alignment of LEED and CIMS-GB, we could now confidently assure them that we could help them accomplish their goals.

Business Diagnostics

The process of going through the CIMS-GB assessment and certification process was especially valuable. Any organization that goes through the process will appreciate the results and the learning that come from the process. It is like taking your car in for a tune-up or going to a doctor for a physical. You obtain a thorough “check-up” on your business. You might find that, regardless of the lack of symptoms, your organization could be doing better in one or more areas. This allows cleaning organizations to identify potential future issues that could one day hurt your business.

By going through this business check-up, we were able to identify and correct a few potential issues that we might not have discovered on our own.

One Step Ahead

Building service contractors that earn CIMS-GB certification today are one step ahead: A step ahead of potential business issues, a step ahead of facility managers seeking a green cleaning program and a step ahead of the competition.

As facility managers continue to seek contractors that deliver green cleaning programs compliant with LEED, contractors with CIMS-GB certification will continue to win new customers and retain existing ones. CM

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