

VERSION 1.0
FEBRUARY 15, 2017



OPL TRIAL DATA PLAN

36 MONTH PROGRAM

CLEANER SOLUTIONS
9120 TALBOT AVENUE
SILVER SPRING, MD 20910

OPL TRIAL DATA PLAN

Use the OPL DATA PLAN to identify the action items and expectations that surround key determinations from and during the continued use of the CLEANOVATION Laundry Care System in various OPL operations. This outline begins the process of setting expectations, brainstorming and identifying key elements to best impact the total laundry operations.

PLAN OVERVIEW

Realize OPL Paradigm:	36-month goal, realize significant value over conventional practices
Name of Campaign:	OPL Paradigm Shift (Modernization of Commercial Laundry Operations)
Plan Managers:	Howard Nemovitz, William Hendrix, Dean Manolatos, Mark Owens, Les Bridwell, Joe Amato
Subject Matter:	CLCS, Fabric, Equipment & Programming, Logistics, Distribution, Setup & Service

OBJECTIVE

To ascertain, acquire, test and determine various key elements of performance, longevity, efficiencies, hygiene, washing-protocols, worker & fabric safety, stewardship, savings, etc. in regards to all related laundering processing & services related to finished goods.

TARGET MARKET

On-Premise-Laundry (OPL) Operations geared to the Senior/Healthcare Markets

MESSAGE SUMMARY

Key objective in early stages to is gather feedback on quality of cleaning, fabric feel or hand during service life and realized fabric life extension. Other data elements would follow in relevance of determined importance.

CALL TO ACTION

WHAT IS THE DESIRED OUTCOME?

To verify higher wash quality and operational efficiencies are consistent or beyond Europe results, better fabric quality during service life, fabric life extension over current, meeting or exceeding TRSA standards, realizing new hygienically clean standards while fabrics are in the field & throughout the in-service-chain prior to fabric return for rewash, determining ease of implementation & mgmt., understanding new testing methods implemented by OPL staff, etc.

START UP OFFER?

Initial OPL accounts opened and established by 06/08/2017 will have a guaranteed OPL (Preferred or Best Price Guarantee) throughout the vendor partnership with Cleaner Solutions, LLC.

www.cleanersolutionsllc.com (The CLEANOVATION Laundry Care System will be dovetailed into the current OPL's on-campus equipment) Specific details listed in OPL agreement. Howard Nemovitz to review & approved all OPL terms and conditions.

PROCESS

PROSPECTING MECHANISM

Utilize existing equipment: 5 Cluster (Setup 2 to 3 per week) approx. 200 Mile Radius. Dean Manolatos to coordinate CLEANOVATION consultation, setup & service personnel.

LOGISTICS/DISTRIBUTION/ORDER ENTRY: Contact Les Bridwell, Joe Amato & Dean Manolatos

ACCOUNT DESIGNATION

William & Mark to establish contacts & work with team to schedule

POST-EVENT FOLLOW-UP

Routine scheduled call (every 2-weeks targeted toward PREFERRED OPL's) and routine visits.

Documentation of quality assurance data points will be defined and subsequently ascertained by customer.

OPPORTUNITY QUALIFICATION PROCESS

Client has been exposed to the CLEANOVATION laundry care system in full and clearly understands its participation, laundering objectives, opportunity and value.

PROJECT PLAN

NECESSARY EVENT RESOURCES

Resource	Total Time	Estimated Work Hours
5 Cluster (2 to 3 Accounts per week)	2 Weeks	

METRICS AND EXPECTATIONS

- Quality of clean
- Customer experience (no harsh chemical usage)
- Fabric quality (Softness, Feel/Hand)
- Fabric life extension
- Fabric odor (non-chemical vs. chemical) VOC
- Hygiene (CFU, ATP counts) Post Wash, In-Service & Return
- Utility usage (energy, water & sewage)

- Labor usage
- Insurance (worker safety)
- Logistics
- Equipment (ease of installation, setup, etc.)
- Effluent-discharge

OPL & Cleaner Solutions 36-MONTH LAUNDRY TRIAL Sign-off

The undersigned accepts this laundry initiative as described herein.

Print First and Last Name	Title	Signature	Date
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