

# Double Digit Cost Savings Through a Unisource Discovery Audit



## >> Client



**GEORGIA**  
BUILDING AUTHORITY

The Georgia Building Authority (GBA) supports the State of Georgia's

Capitol Hill Complex by providing facilities management services for state agencies, state employees and the citizens of Georgia. The GBA's managed portfolio includes 7 million square feet of office space across 37 buildings in downtown Atlanta near the State capitol building.

## >> Opportunity

The Health Building was built in the mid-1950s and renovations were completed by the GBA in 2007. The seven-story building was originally home to the State Department of Public Health and currently houses a range of state agencies. GBA Deputy Executive Director Steve Fanczi challenged his team to enter the building into the TOBY (The Office Building of the Year) competition held by the local BOMA (Building Owners and Managers Association). Director Fanczi wanted his team to demonstrate that the State agency was managing their buildings well, and were also good stewards of taxpayer monies.

## >> Solution

GBA management called in Unisource Worldwide to partner with them in their plan to win the TOBY Award. Unisource performed a Discovery Audit to review the existing products and procedures used to clean and maintain the building. Based on that review, Unisource was able to uncover opportunities for cost savings and increased use of green cleaning products and procedures. The initial recommendations included converting the washroom paper products and hand soap to more cost-effective solutions. Multi-fold towels were replaced with hard-wound roll towels resulting in a lower cost per use and reduced labor cost since the new dispensers would be refilled less often. Household bath tissue was converted to coreless jumbo-roll tissue with the same benefits, plus reduced pilferage. Bulk soap dispensing systems were replaced with a foam soap system also reducing the cost per use.

Unisource also helped the GBA staff implement Kimberly Clark's Healthy Workplace Project, a program to engage employees in helping reduce the spread of cold and flu germs in their workplace. Finally, Lunch & Learn training classes were conducted to train the day porter staff on proper cleaning procedures.

## >> Benefits

Through Unisource's cleaning products and professional services, the GBA expects significant double-digit savings on washroom products along with savings in other areas. The Healthy Workplace Project is expected to result in lower absenteeism based on prior results. The GBA is working with the State of Georgia Personnel staff to communicate the positive results to the various State organizations housed in the GBA-serviced buildings. The Health Building ultimately earned the esteemed TOBY Award in February 2012.

## >> Call Unisource at 1-800-864-7687 to learn how we can help you.

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