

# Case Study

Building Service Contractor (BSC)



## Clean Care, Louisville KY

*Language Barriers, 'Cleaning for Health' and Cost Mitigation*



**Clean Care**



A Healthier Way to Clean®

# THE CHALLENGE

“When I started with Clean Care in August of 2019, the company was already using Envirox [H2Orange2 Hyper-Concentrate 112],” said Dominic Cedillo, CEO of Clean Care in Louisville, Kentucky. “But I was skeptical. The idea that one product could clean 95% of a facility didn’t seem real.”

Simplicity of training, the effectiveness of the products, and the overall cost savings are three critical factors contributing to the success of any Building Service Contractor, and Clean Care was no different. So, rather than follow the crowd, Cedillo decided to test things for himself. He instructed his team to clean a facility with products other than Envirox for an extended time to provide a comparison. It wasn’t long before he began noticing differences in that facility.

“I started seeing negative impacts on things like training and cost,” said Cedillo. For a company like Clean Care, that prides itself on creating jobs for refugees and immigrants, he knew right away that a complicated training program wasn’t sustainable. He also knew that the increase in cost was a big red flag. “That’s when Envirox re-earned my business.”



# THE SOLUTION

Part of Clean Care's mission is to help provide jobs for refugees and immigrants. So, Cedillo has seen first-hand just how quickly training can become complicated—especially with the element of a language barrier.

“Showing up to a new country is hard enough on its own,” said Cedillo. “So, having the opportunity to work helps set an individual up for future success. Cleaning teaches skills that one can build upon down the road”.

To support this company mission, the need for a simplified training program is critical.

“The fact that EnvirOx training materials are color-coded and don't necessarily rely on the ability to read English is great. It helps break through the language barriers,” he said. “Training is simple and takes no time at all.”

With the help of the EnvirOx Train in Ten™ material, Cedillo has been able to train his staff efficiently, effectively, and in less time.



# THE SOLUTION

Not only has H2Orange2 helped simplify the training process, it also supports Clean Care's promise of "Cleaning for Health." As an EPA registered sanitizer, virucide, and cleaner—H2Orange2 has provided Cedillo effective, low-residue cleaning power that's safer for his staff and the facility. Containing low VOC's and no known asthmagens, H2Orange2 has enabled Cedillo's team to confidently clean facilities without the worry of harsh fumes negatively affecting the staff or building occupants.

"We take care in telling our customers that we're focused on 'Cleaning for Health' from the floor up," said Cedillo.



## COVID-19 Impact

When the COVID-19 pandemic hit, it "turned our world upside down," stated Cedillo. "As certified infection prevention experts, our teams were ready to do our part on the frontlines to help flatten the curve through surface cleaning and disinfection."

"In a rapidly changing environment with new information emerging daily, we knew we could trust EnviroX to help us follow CDC guidelines while limiting potential negative impacts on people," he said.

To build a complete 2-step cleaning and disinfecting program, Cedillo decided to pair H2Orange2 with EnviroX Critical Care.

"We didn't want to create a new set of respiratory problems while tackling COVID-19 challenges," said Cedillo, which is why he chose to include Critical Care as the disinfectant in his program.

Critical Care is on EPA's List N, carries a lower toxicity profile, and has an HMIS rating of 0,0,0.

"Using H2Orange2 for cleaning and Critical Care for disinfecting ensures we have the right tools for our infection prevention programs," he stated.

Along with the simplicity and effectiveness of EnvirOx products, Cedillo has seen a cost reduction to the tune of 15-20%.

“This isn’t a high margin business, so looking for ways to mitigate cost is always a challenge,” he said. “EnvirOx has definitely helped with that.”

H2Orange2 replaces the need for multiple products to complete various cleaning tasks. The streamlined, two dilution system helps reduce costs generally associated with stocking many different specialty cleaners at once. It’s also usable on any water-safe surface, reducing costs related to surface damage.

“We don’t really worry about surface damage,” said Cedillo. “If someone uses [Heavy Duty] RED where they should’ve used [Light Duty] GREEN, it isn’t a big deal.”

## THE SOLUTION

*Cost reduction to the tune of 15-20%.*



# THE RESULTS

By choosing to stick with H2Orange2, Cedillo has continued to effectively and efficiently train his staff (regardless of language barriers), provide his customers the promise of "Cleaning for Health," and reduce his overall cost 15-20%.

"As I said, this is just a really great story of how EnviroX re-earned my business," said Cedillo. Not to mention, "everyone loves the orange smell."



# Clean Care

[teamcleancare.com](http://teamcleancare.com)



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## Questions? We're Here to Help!

If you'd like to learn more about our products:

Call 1-800-281-9604 or email [sales@enviroxclean.com](mailto:sales@enviroxclean.com)



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