



IntelliFleet®

Portland Public Schools Case Study

The Customer

Portland Public School District consists of 98 buildings, home to 78 schools that host 48,500 students, 300 custodians and over one million square feet.

The Challenge

Portland Public School District was planning to reduce cleaning costs with a focus on chemicals, supplies and minor equipment. Major equipment was specifically excluded from discussion due to the investment that had been made into their existing equipment. The intent was to “run the machines into the ground” in efforts to recoup the investment.

During the TASKI® site analysis, a number of important observations were made including:

- An investment of \$1.2 million had been made into the existing equipment.
- The existing machine fleet was approximately six years old.
- Maintenance and repair costs were running at a rate of \$100,000 per year.
- Some machines were only being used for 45 minutes per day while manual methods were being used in many classrooms.

The Solution

Diversey Care presented these facts to Portland Public School District and offered to construct a better plan that would:

1. Reduce overall machine costs.
2. Create a fixed and predictable monthly fee for a period of five years.
3. Replace old equipment with new equipment.

4. Provide the removal of old equipment and return residual value to Portland Public School District.
5. Include regular maintenance and service of new machines.
6. Eliminate capital expenditure.
7. Reduce chemical usage.

Portland Public School District agreed to reconsider a proposal that included machines as part of the package.

The Results

Diversey Care’s proposal was adopted into Portland Public School District in August 2015 and has delivered exceptional results including:

- The school district purchased an entirely new fleet of machines with leasing terms despite not having a budget for new equipment purchases.
- The new fleet included 158 machines of various sizes and functions, customized for Portland Public School District.
- Reductions in maintenance and repair costs funded approximately half of the new lease.
- Diversey Care’s TASKI buy-back program mitigated the cost of the new equipment.
- The TASKI yellow maintenance points reduce machine damage and downtime with simple standard maintenance for custodial staff.
- The TASKI lease option reduced expenditure and the need for cash in the transaction.

The TASKI IntelliFleet program made it possible for the Portland Public School District to purchase an entirely new fleet of machines customized for their unique floor care program and reduced the district’s monthly expenditure.

Portland Public Schools have increased cleaning staff productivity by matching the right TASKI machine to the job with improved user ergonomics and less downtime.

