

NViro approach pays off

A collaborative approach to achieving best value has been developed by NViro with local authorities across the South of England.

NViro works extremely closely with local authorities at all stages of the procurement and delivery process to develop innovative new ways to improve cleaning services while also saving money.

Stephen MacDonald, NViro's Sales and Marketing Director, said: "We now include in our tenders a commitment to carry out an Efficiency Review during the first year of a contract. This means the number of hours originally estimated to clean the building will be reviewed as we go along. When we have identified a potential saving in the cleaning hours needed we are happy to return those hours to the client by way of a price adjustment or by offering to redeploy the hours on additional services."

Andy Maskell, Manager of Brighton & Hove City Council cleaning contract, said NViro's approach is achieving the objective of delivering good value services, adding: "We have previous experience of poor cleaning services from other companies but we are proud to be involved with NViro."