

HYGIENE SOLUTIONS FOR FACILITY CLEANING



POWERING CRITICAL OUTCOMES THAT DRIVE FINANCIAL PERFORMANCE

ECOLAB[®]
Everywhere It Matters.[™]



POWERING CRITICAL OUTCOMES THAT DRIVE FINANCIAL PERFORMANCE

Our fully tailored program for Facility Cleaning Companies enables the highest standard of hygiene and legislation compliance, while building trust and reassurance for your employees and building occupants. Our comprehensive approach includes products with proven efficacy, comprehensive support, best in class service and staff training.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



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THE ECOLAB DIFFERENCE





MAINTAINING HIGH HYGIENE STANDARDS WITH CLEANING PERFORMANCE & EFFICIENCY



WHAT MATTERS TO YOU



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YOUR CUSTOMER



YOUR BUSINESS





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ECOLAB
Everywhere It Matters.™

← YOUR CUSTOMER INSIGHTS

**THERE IS NOTHING BETTER
THAN ENTERING A SPACE
YOU CAN FEEL IS CLEAN.**

- CLIENT SATISFACTION
- COMPATIBILITY AND PERFORMANCE
- HIGHER STANDARDS OF CLEANING





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- HIGHER STANDARDS OF CLEANING

According to a study from Princeton University Neuroscience Institute, clean workspaces help people focus and increase productivity.

In addition, the four key factors why hygiene can directly influence your clients' success are:

- Enhances employee welfare
- Fosters positive relationships
- Supports employee health
- Enables quicker decision taking

Source: Harvard Business Review





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- **COMPATIBILITY AND PERFORMANCE**
- HIGHER STANDARDS OF CLEANING

THE CLEANING AND MAINTENANCE OF SPACES IS A TALL ORDER.

- ❓ How to make sure this is done in the most efficient way, while protecting the property?
- 💡 It is fundamental to ensure full compatibility of material, processes and procedures to provide a healthier and safer environment to all occupants.





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- CLIENT SATISFACTION
- COMPATIBILITY AND PERFORMANCE
- **HIGHER STANDARDS OF CLEANING**

THE RECENT SPREAD OF NOVEL CORONAVIRUS HAS BROUGHT CLEANING STANDARDS AND REGULATIONS TO A HIGHER LEVEL.

Your customers are looking for elevated standards of cleaning including increased frequencies. In addition local governments have put in place new hygiene regulations to control the spread of infections.





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← YOUR BUSINESS INSIGHTS

THERE IS NOTHING BETTER THAN ENTERING A SPACE YOU CAN FEEL IS CLEAN.

TRANSFORMATION

SUSTAINABILITY

INCREASED HYGIENE STANDARDS

REGULATIONS AND DIRECTIVES

REPUTATION



The world around us is changing rapidly. It can be related with agility, innovation, and many other factors, but overall it is about being connected with the latest trends and key drivers in society. The capability to anticipate what is coming next is one of the unique differentiators that separates the leader from the rest.





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TRANSFORMATION	SUSTAINABILITY	INCREASED HYGIENE STANDARDS	REGULATIONS AND DIRECTIVES	REPUTATION
		<p>Sustainability is no longer a trend or a could have, it is a reality. It is important to lead and enable customers to take action by bringing solutions that drive sustainable outcomes for society. Only a truly sustainable economy can ensure a healthier environment for the future.</p>		





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REGULATIONS AND DIRECTIVES

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Hygiene standards have never been at such high levels. The importance of efficient and high-quality cleaning has increased even more. Understanding specific customer needs is the base to deliver the highest standard of hygiene. Helping to ensure efficient and effective operations make the difference for your business.





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REGULATIONS AND DIRECTIVES
REPUTATION



In a fast-paced world, regulations and directives are constantly changing. They may affect different areas of a business such as safety and storage measures, salaries and taxes, tender requirements and many others. Being able to react fast and adapt are two fundamental factors that can help you to outperform your competitors and grow your business.





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TRANSFORMATION	SUSTAINABILITY	INCREASED HYGIENE STANDARDS	REGULATIONS AND DIRECTIVES	REPUTATION
		<p>Today, information can easily be spread in a matter of seconds on a global level. For better or worse, reputation is becoming more and more critical. The decisions you make can directly influence your reputation and therefore should be taken cautiously.</p>		





WHAT MATTERS TO YOU

UNDERSTANDING YOUR NEEDS

VARIETY OF RISK FACTORS



TRAINING YOUR STAFF TO THE HIGHEST LEVEL

HUMAN WELFARE



CLEANING, DISINFECTING & MAINTAINING

TIME MANAGEMENT



RESULTS YOUR CUSTOMERS APPRECIATE

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PROOF OF CLEAN

PROTECTING THE PROPERTY



BEING RESPONSIBLE, BEING SUSTAINABLE



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VARIETY OF RISK FACTORS



UNDERSTANDING YOUR NEEDS

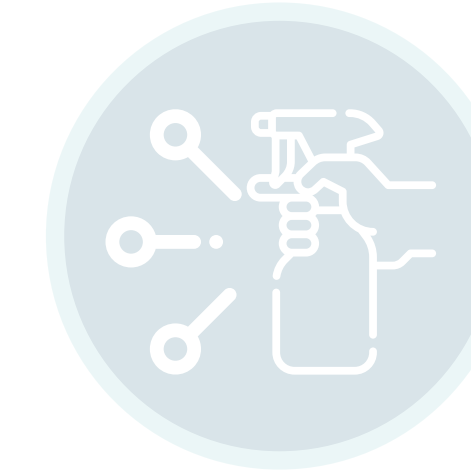


TRAINING YOUR STAFF TO THE HIGHEST LEVEL

HUMAN WELFARE



VARIETY OF RISK FACTORS
Frequent touch points, a steady stream of visitors, fast-spreading pathogens - there are many risk factors you are facing as part of your daily operations. Ensuring safety and health of the users of a facility, as well as your employees is a challenging task in today's fast-paced environment. Well-trained cleaning staff, proper processes and best practice procedures helps you creating cleaner and healthier spaces that drive confidence and trust among your customers.



CLEANING, DISINFECTING & MAINTAINING

TIME MANAGEMENT



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VARIETY OF RISK FACTORS



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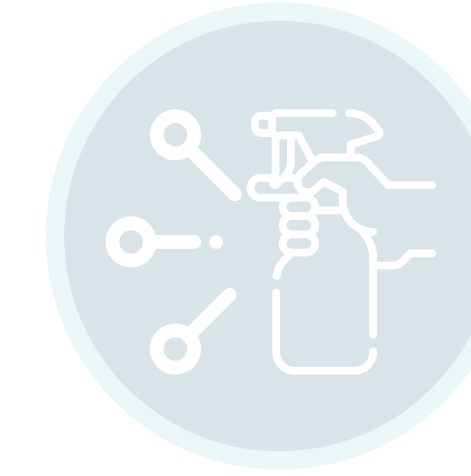


TRAINING YOUR STAFF TO THE HIGHEST LEVEL

HUMAN WELFARE



HUMAN WELFARE
People are the most valuable asset - for you and for your customers! That's why ensuring the well-being and safety of your customers, their visitors and occupants as well as your staff needs to be guaranteed at all times. It is your goal to create safe and healthy spaces your customers enjoy. At the same time the correct use of PPE, training and best practices are key to always ensure safe operations.



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VARIETY OF RISK FACTORS



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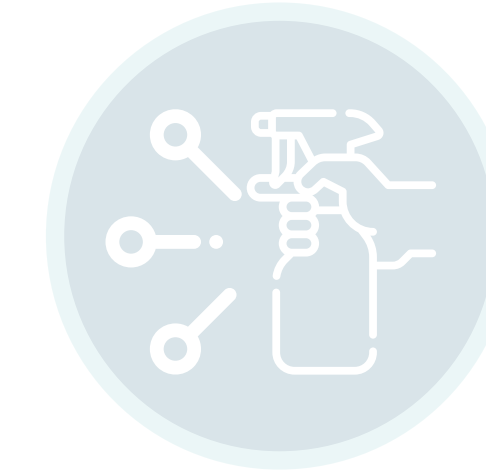
TRAINING YOUR STAFF TO THE HIGHEST LEVEL

HUMAN WELFARE



TIME MANAGEMENT

Time is precious. Efficient work allocation and allowing your staff to focus on getting the job done is critical for the success of your business. Efficient cleaning processes, consistent procedures and professional equipment help you to make the best use of your employee's and your customer's time.



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FINANCIAL PERFORMANCE

Growing financial pressure and the demand for increased quality of cleanliness are more relevant than ever before. Only trained personnel and efficient cleaning methods will help you in taking the challenge of revised cleaning budgets. The reduction in available working hours demands increased efficiency.



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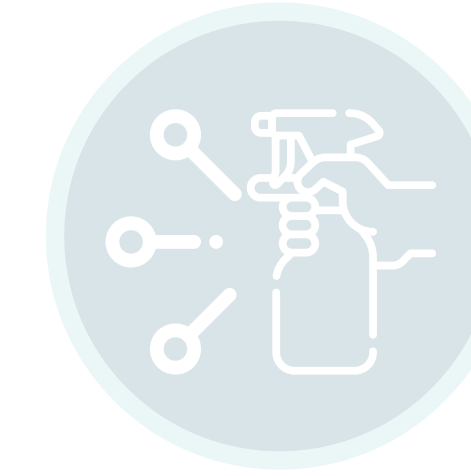
TRAINING YOUR STAFF TO THE HIGHEST LEVEL

HUMAN WELFARE



PROTECTING THE PROPERTY

Preserving your customers' assets is a key priority for you. The diversity of your customers however brings with it a variety of site-specific cleaning requirements. Choosing the right products and materials for the right application is critical for protecting your customer's properties.



CLEANING, DISINFECTING & MAINTAINING

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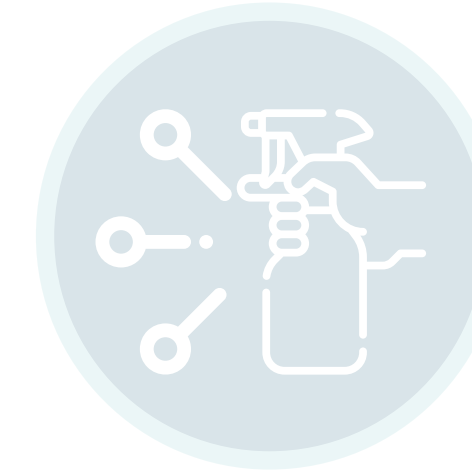


TRAINING YOUR STAFF TO THE HIGHEST LEVEL

HUMAN WELFARE



TRAINING YOUR STAFF TO THE HIGHEST LEVEL



CLEANING, DISINFECTING & MAINTAINING

Your cleaning know-how and problem-solving skills enhance your position in a highly competitive environment.

Customized training programs designed to meet your specific needs enable you to meet your customers' quality expectations. Well-trained personnel enables you to save time, avoid damage, maintain your customers' properties and ultimately secure public health.



RESULTS YOUR CUSTOMERS APPRECIATE

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PROOF OF CLEAN

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CLEANING, DISINFECTING AND MAINTAINING



CLEANING, DISINFECTING & MAINTAINING

CLEANING - removes soil from a surface.

DISINFECTING - reduces the number of reproducible microorganisms and viruses to a safe level by irreversible inactivation.

MAINTAINING - applies desirable substances to protect against mechanical and chemical attack and to improve the visual appearance.



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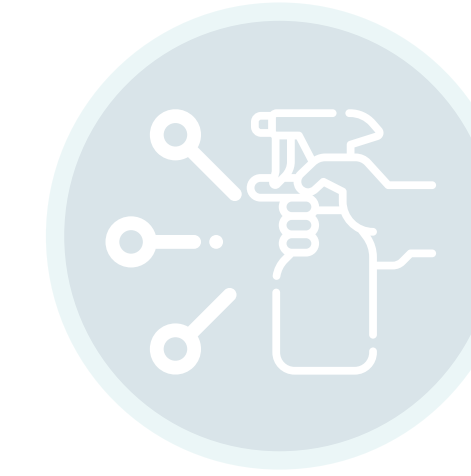


TRAINING YOUR STAFF TO THE HIGHEST LEVEL

HUMAN WELFARE



RESULTS YOUR CUSTOMERS APPRECIATE



CLEANING, DISINFECTING & MAINTAINING

Your customers count on you to deliver a higher level of clean, ensuring their visitors and users remain safe. You need powerful products and simple, efficient processes supporting you to drive the confidence in clean, healthy spaces. It is all about what you have committed to deliver to your customer - clean results they can count on.



RESULTS YOUR CUSTOMERS APPRECIATE

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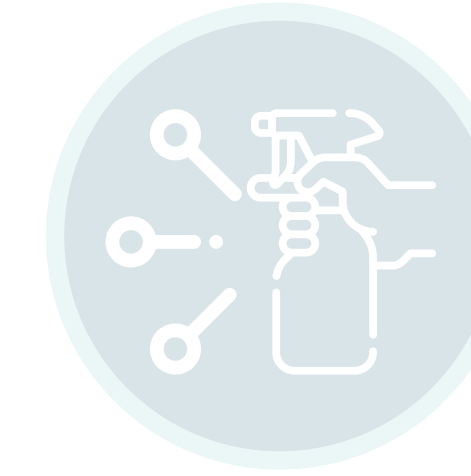
TRAINING YOUR STAFF TO THE HIGHEST LEVEL

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PROOF OF CLEAN

Confidence and trust in the cleanliness of facilities has never been more important. Fast-spreading pathogens, like SARS-CoV-2, have led to heightened expectations of your customers for you to deliver exceptional results. Customers no longer trust in a facility to be clean, they want a proof of clean.



CLEANING, DISINFECTING & MAINTAINING

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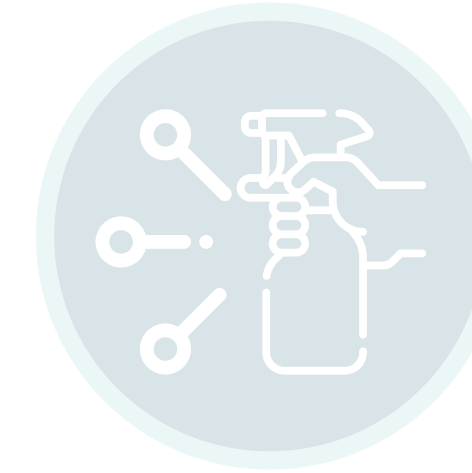


TRAINING YOUR STAFF TO THE HIGHEST LEVEL

HUMAN WELFARE



BEING RESPONSIBLE, BEING SUSTAINABLE



CLEANING, DISINFECTING & MAINTAINING

Responsible use of resources such as water and energy as well as a continued investment in sustainable cleaning and operations have never been more important than today. As part of the social responsibility that each company bears, it is equally essential for you and your customers to integrate sustainability into your daily work. Resource-efficient, environmentally friendly products and procedures are designed to help you do your part in today's society to safeguard our planet.



RESULTS YOUR CUSTOMERS APPRECIATE

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BEING RESPONSIBLE, BEING SUSTAINABLE

PROTECTING THE PROPERTY



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WHEN SELECTING YOUR SUPPLIER YOU ARE SEEKING A PARTNER THAT SUPPORTS YOU ACHIEVING CRITICAL OUTCOMES:

ENHANCED
FACILITY
CLEANING
EXPERIENCE

+

PROTECTED
REPUTATIONS

+

OPTIMIZED
OPERATIONS



CUSTOMER
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WHAT MATTERS
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DELIVERING ENHANCED CLEANING EXPERIENCES TO A VARIETY OF CUSTOMERS IS YOUR NUMBER ONE PRIORITY

Your overall objective is to meet the heightened expectations of your customers and deliver exceptional, cleaner and healthier experiences that inspire confidence and trust. By offering programs designed to achieve consistent hygiene in all areas of a facility, your hygiene partner supports you in driving your customer's confidence in clean, healthy spaces as well as trust to put their concerns into your hands.

ENHANCED
FACILITY
CLEANING
EXPERIENCE

+

PROTECTED
REPUTATIONS

+

OPTIMIZED
OPERATIONS



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YOUR HYGIENE PARTNER WILL SUPPORT YOU PROTECTING YOUR AND YOUR CUSTOMERS' BRANDS

A hygiene partner can help you taking a proactive approach to provide a cleaner, healthier environment as well as to build and protect your reputation as a leader in delivering those safer, confident customer experiences. It is their priority to help you safeguard your customers, your employees and your brand.

ENHANCED
FACILITY
CLEANING
EXPERIENCE

+

PROTECTED
REPUTATIONS

+

OPTIMIZED
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OPTIMIZING YOUR OPERATIONS TO MEET YOUR CUSTOMERS' AND YOUR FINANCIAL OBJECTIVES

Facing the increased hygiene expectations and a reduction in available working hours, it is critical to keep an eye on your operations and your bottom line. While supporting you to deliver on your promises to your customers, a hygiene partner is there empowering you to be more efficient and consistent in achieving these higher standards of health and safety.

ENHANCED
FACILITY
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PROTECTED
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**HOSPITALITY,
RETAIL & EVENTS**



WORKPLACE



HEALTHCARE



CUSTOMER INSIGHTS



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YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



WORKPLACE CLEANING

-  Office Buildings
-  Education
-  Industry
-  Transportation



WORKPLACE



HOSPITALITY,
RETAIL & EVENTS



HEALTHCARE



CUSTOMER
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HOSPITALITY, RETAIL & EVENTS CLEANING



Lodging



Assisted Living



Restaurants



Retail



Shopping Centres



WORKPLACE



HOSPITALITY,
RETAIL & EVENTS



HEALTHCARE



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HEALTHCARE CLEANING



Hospitals



Long Term Care



WORKPLACE



HOSPITALITY,
RETAIL & EVENTS



HEALTHCARE



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OFFICE BUILDINGS (PUBLIC AND PRIVATE)

The main objective for office cleaning is to portray attractive premises, while creating clean and comfortable working environments.

Dominated by diverse sites, different in size and requirements, office cleaning needs you to perform your job invisibly while delivering visibly clean results.

BEST PRACTICES

- Clean or disinfect high-touch surfaces frequently.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Offer hand disinfectant for regular hand hygiene and where hand soap and water is not readily available.
- Ensure physical distancing is standard practice during your operation.



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THE ECOLAB
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OFFICE BUILDINGS (PUBLIC AND PRIVATE)

HIGH TOUCH POINTS

Desks

Chair armrests and under the seat

Keyboards, mouses and telephones

Touchscreens and printers

Door knobs/push plates

Thermostats and light switches

Coffee stations and vending machines

Trash receptacle touch points



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



OFFICE BUILDINGS (PUBLIC AND PRIVATE)

EXAMPLE OF PRODUCTS YOU WILL NEED

- Surface Cleaner
- Glass Cleaner
- Surface Disinfectant
- Floor Cleaner
- Carpet Cleaner
- Sanitary Cleaner
- Hand Soap
- Hand Disinfectant
- Air Refresher



CUSTOMER
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EDUCATION

Cleanliness is a high priority in the dynamic environment of the education segment, ranging from a small day care to large schools or universities.

The challenging task is to keep many rooms and critical areas clean without spreading pathogens. Delivering a safe and welcoming atmosphere is crucial to increase the confidence of your customers.

BEST PRACTICES

- Clean or disinfect high-touch surfaces frequently and pay special attention to student areas such as classes and changing rooms.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Offer hand disinfectant for regular hand hygiene and where hand soap and water is not readily available. Provide disinfectant and cloths or disinfecting wipes for use by teachers or care workers.
- Maintain the property with regular floor care, spot cleaning and removal of stubborn dirt on and under the tables and chairs.



BEST PRACTICES



HIGH TOUCH POINTS



SOLUTIONS



CUSTOMER INSIGHTS



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EDUCATION

HIGH TOUCH POINTS

Desks

Chair armrests and under the seat/stools and booster seats

Door knobs/push plates

Thermostats and light switches

Staircase and stairwell railings

Computers, screens and printers

Beverage stations and vending machines

Sink and sink faucet

Baby changing station

Potty chairs and diaper pails

Stain / graffiti removal product



CUSTOMER INSIGHTS



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EDUCATION

EXAMPLE OF PRODUCTS YOU WILL NEED

- Surface Cleaner
- Multi-Purpose Disinfectant
- Floor Cleaner
- Sanitary Cleaner
- Hand Soap
- Hand Disinfectant

FOR DEEP CLEANING:

- Stripper
- Floor finisher
- Alcohol-based disinfection resistant floor finisher (if needed)



CUSTOMER INSIGHTS



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INDUSTRY

In the industrial sector, clean environments encourage the perception of the quality of its products. Operating in this environment requires you to deliver constantly clean results driving a positive perception as well as creating a safe working environment for your customers' employees.

BEST PRACTICES

- Clean or disinfect high-touch surfaces frequently.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Offer hand disinfectant for regular hand hygiene and where hand soap and water is not readily available.
- Ensure physical distancing is standard practice during your operation.



BEST PRACTICES



HIGH TOUCH POINTS



SOLUTIONS



CUSTOMER INSIGHTS



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INDUSTRY

HIGH TOUCH POINTS

Door knobs/push plates

Desks

Chair armrests and under the seat

Sink and sink faucets

Emergency switches

Push buttons

Machine handles

Trash receptacle touch points



CUSTOMER INSIGHTS



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INDUSTRY

EXAMPLE OF PRODUCTS YOU WILL NEED

Surface Cleaner

Glass Cleaner

Multi-Purpose Disinfectant

Floor Cleaner

Degreaser

Stainless Steel Cleaner

Hand Soap

Hand Disinfectant

Air Refresher



CUSTOMER INSIGHTS



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TRANSPORTATION

The main challenge of this active business segment is to keep their properties and their modes of transport constantly clean and comfortable for passengers. In this extremely rotational environment, perception of cleanliness is key.

BEST PRACTICES

- Clean or disinfect high-touch surfaces frequently as well as before and after each route.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Ensure physical distancing is standard practice during your operation.



CUSTOMER INSIGHTS



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TRANSPORTATION

HIGH TOUCH POINTS

- Handrails
- Tables, armrests and seats
- Door and window handles
- Toilet and sink
- Luggage cabinets
- Light switches, thermostat & AC control
- TV, remote control and microphone
- Foldable trays
- Trash receptacle touch points
- Minibar



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



TRANSPORTATION

EXAMPLE OF PRODUCTS YOU WILL NEED

Surface Cleaner

Glass Cleaner

Multi-Purpose Disinfectant

Floor Cleaner

Carpet Cleaner

Sanitary Cleaner

Hand Disinfectant

Air Refresher



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



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YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



LODGING

The highest priority of a hotel is to create a pleasant, comfortable environment in which their guests feel welcome and at home. Ensuring flawless surfaces and floors in all areas is of critical importance for creating an appealing atmosphere.

BEST PRACTICES

- Clean or disinfect high-touch surfaces frequently and after each guest and employee interaction.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Offer hand disinfectant for regular hand hygiene and where hand soap and water is not readily available.
- Ensure physical distancing is standard practice during your operation.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



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YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



LODGING

HIGH TOUCH POINTS

- Reception desk
- Payment and card reader
- Touchscreens
- Door cards and keys
- Door knobs/push plates
- Light Switches
- Tables and chair armrests
- Elevator buttons (inside and out)
- Staircase, escalator and stairwell railings
- Luggage trolleys



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



LODGING

EXAMPLE OF PRODUCTS YOU WILL NEED

Surface Cleaner

Glass Cleaner

Multi-Purpose Disinfectant

Floor Cleaner

Carpet Cleaner

Sanitary Cleaner

Hand Soap

Hand Disinfectant

Air Refresher



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



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THE ECOLAB DIFFERENCE



ASSISTED LIVING

Guest and resident satisfaction is closely linked to their wellbeing and happier residents physically degrade more slowly (Canadian Medical Association Journal). Next to improving residents constitutions and preventing the spread of infections, your operation aims to create safe, healthy environments in which residents can feel comfortable and confident.

BEST PRACTICES

- Disinfect high-touch surfaces frequently, especially those that care takers and residents may touch.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Employ a cleaner disinfectant approved for use against COVID-19 virus or address high-touch surfaces as a secondary step using a multi-purpose disinfectant.
- Consider providing disinfectant and cloths or disinfecting wipes for use by residents and care workers.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



ASSISTED LIVING

HIGH TOUCH POINTS

- Door frames and handles
- Light switches and thermostat
- TV, remote control and telephones
- Chair armrests
- Drawers (inside/out) and nightstands
- Railing
- Emergency button
- Tray table
- Faucets and shower handles



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



ASSISTED LIVING

EXAMPLE OF PRODUCTS YOU WILL NEED

Surface Cleaner

Glass Cleaner

Multi-Purpose Disinfectant

Disinfectant Wipes

Floor Cleaner

Carpet Cleaner

Hand Soap

Hand Disinfectant

Air Refresher



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



RESTAURANTS

Hygiene and cleanliness are top criteria for consumers when determining where to eat. The cleanliness of a location therefore has a direct impact on your customers' reputation. They rely on you to create clean and healthy spaces, in which their guests feel confident and trust that the highest hygiene standards are always met. Efficient work processes and easy cleaning procedures are essential for you to ensure expectations on food quality, food safety and the locations' cleanliness are fulfilled.

BEST PRACTICES

- Clean or disinfect high-touch surfaces frequently and after each guest.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Minimize items offered on tables and disinfect any that remain between each use (e.g. menus, condiments).
- Ensure that hand soap and paper towels are available and sufficiently stocked. Offer hand disinfectant when hand soap and water is not readily available.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



RESTAURANTS

HIGH TOUCH POINTS

Bar

Payment and card reader

Touchscreens

Menus

Door knobs/push plates

Light Switches

Tables and chair armrests

Hand disinfectant stands

Trash receptacle touch points



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



RESTAURANTS

EXAMPLE OF PRODUCTS YOU WILL NEED

Surface Cleaner

Glass Cleaner

Multi-Purpose Disinfectant

Disinfectant registered for food contact

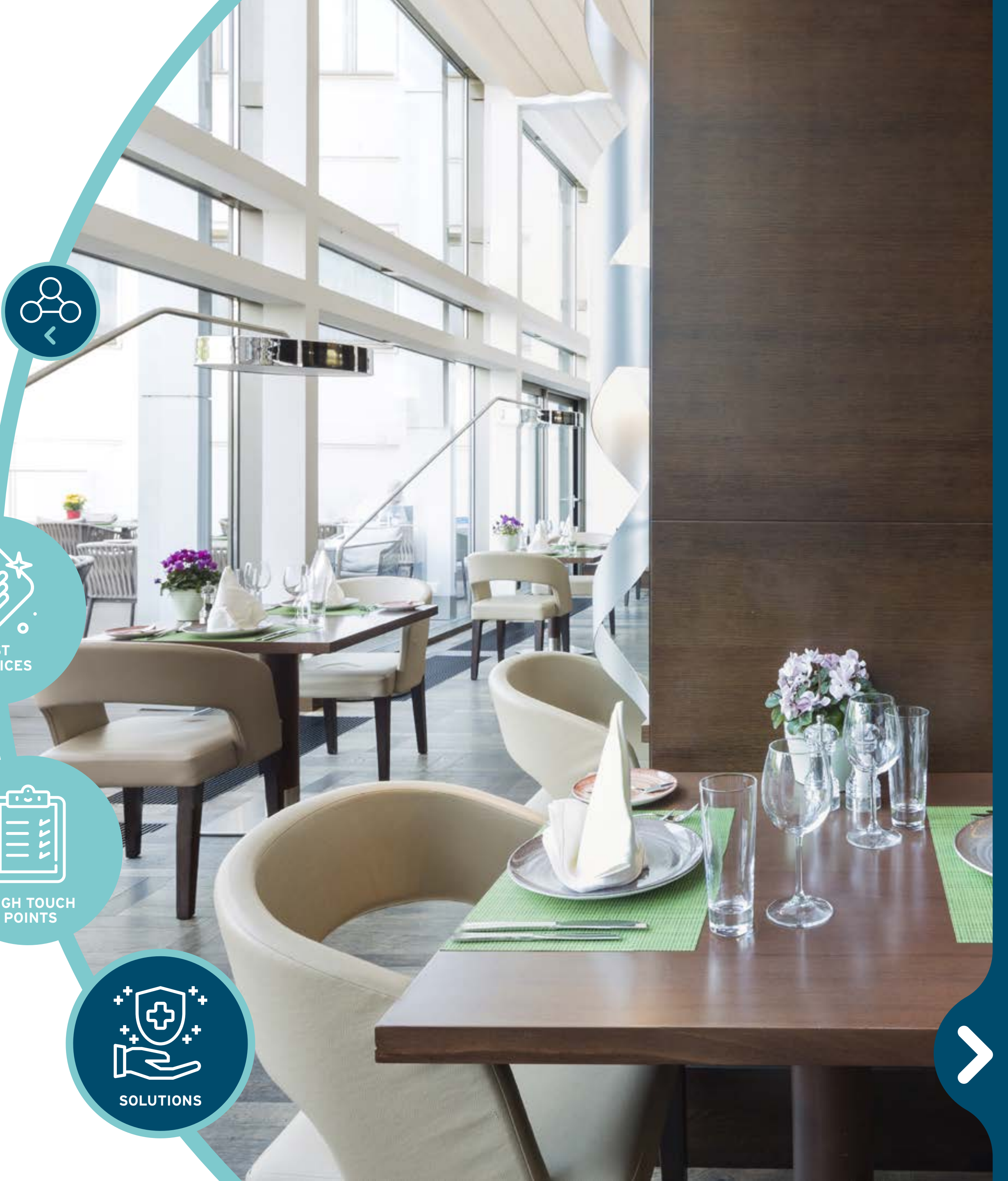
Floor Cleaner

Degreaser

Sanitary Cleaner

Hand Soap

Hand Disinfectant



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



RETAIL

The number one task of every retailer is to create a pleasant shopping environment for its visitors. Cleanliness can be found as one of the key criteria for retail customers when selecting their shopping location. A clean appearance can lead to impulse buying and therefore does not only protect the brand of a retailer but can also drive their revenue.

BEST PRACTICES

- Clean or disinfect high-touch surfaces frequently.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Offer hand disinfectant for regular hand hygiene and where hand soap and water is not readily available.
- Ensure physical distancing is standard practice during your operation.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



RETAIL

HIGH TOUCH POINTS

- Cashier and information counters
- Cash machine and card readers
- Touchscreens
- Door knobs/push plates
- Light switches and thermostat
- Staircase, escalator and stairwell railings
- Phones & dial pads
- Coffee & beverage stations
- Self-service stations and drawer handles
- Trash receptacle touch points



SOLUTIONS



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



RETAIL

EXAMPLE OF PRODUCTS YOU WILL NEED

Surface Cleaner

Glass Cleaner

Multi-Purpose Disinfectant

Disinfectant registered for food contact

Floor Cleaner

Hand Disinfectant

Air Refresher



BEST PRACTICES



HIGH TOUCH POINTS



SOLUTIONS



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



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YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



SHOPPING CENTRES

Creating a pleasant shopping experience from start to end of a visitor's buying journey is the number one priority for shopping centres. With a variety of different areas and requirements to be covered, making sure meeting your customer's and their visitors' expectations sometimes can be challenging. Optimized cleaning processes and procedures as well as powerful products are needed for you to deliver the best cleaning results in the most efficient way possible.

BEST PRACTICES

- Clean or disinfect high-touch surfaces frequently.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Offer hand disinfectant for regular hand hygiene and where hand soap and water is not readily available.
- Ensure physical distancing is standard practice during your operation.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



SHOPPING CENTRES

HIGH TOUCH POINTS

- Counters
- Cash machine and card readers
- Touchscreens, POS screens and telephones
- Door knobs/push plates
- Elevator buttons (inside and out)
- Staircase, escalator and stairwell railings
- Coffee and beverage stations
- Tables and chair armrests
- Light switches and thermostat
- Self-service stations and drawer handles



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



SHOPPING CENTRES

EXAMPLE OF PRODUCTS YOU WILL NEED

Surface Cleaner

Glass Cleaner

Multi-Purpose Disinfectant

Disinfectant registered for food contact

Floor Cleaner

Hand Disinfectant

Air Refresher



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



HOSPITALS

Cleaning in the Healthcare sector, particularly in hospitals, requires specialist knowledge in terms of cross-contamination risks, disinfection procedures and infection control. It is extremely important to be aware of the latest standards of hospital cleaning to achieve the best safe performance.

BEST PRACTICES

- Disinfect high-touch surfaces frequently.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Train staff on proper hand hygiene, use of PPE and procedures for food contact vs. non-food contact surfaces.
- Consider providing disinfectant and cloths or disinfecting wipes for use by residents and employees.
- Maintain regular floor care throughout the facility to avoid build up of any possible source of contamination.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



HOSPITALS

HIGH TOUCH POINTS

- Door knobs/push plates
- Light switches and thermostat
- Desks
- Keyboards, mice and telephones
- Chair armrests and under the seat
- Railings
- Bedding
- Faucets
- Cupboards/drawer handles
- Trash receptacle touch points



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



HOSPITALS

EXAMPLE OF PRODUCTS YOU WILL NEED

Surface Cleaner

Glass Cleaner

Multi-Purpose Disinfectant

Disinfectant Wipes

Floor Cleaner

Hand Soap

Hand Disinfectant

Odour Eliminator



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



LONG TERM CARE

Hygiene and safety in a long term care establishment means dedication to the protection of residents who have specific needs.

It is fundamental to provide an environment where risks are minimized allowing your customers to focus on the wellbeing of their residents and staff.

BEST PRACTICES

- Disinfect high-touch surfaces frequently, especially those that care takers and residents may touch.
- When disinfecting high-touch, hard non-porous surfaces ensure adequate contact time.
- Employ a cleaner disinfectant approved for use against COVID-19 virus or address high-touch surfaces as a secondary step using a multi-purpose disinfectant.
- Consider providing disinfectant and cloths or disinfecting wipes for use by residents and care workers.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



LONG TERM CARE

HIGH TOUCH POINTS

- Door frames and handles
- Light switches and thermostat
- TV, remote control and telephones
- Chair armrests
- Drawers (inside/out) and nightstands
- Railing
- Emergency button
- Tray table
- Faucets and shower handles



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



LONG TERM CARE

EXAMPLE OF PRODUCTS YOU WILL NEED

Surface Cleaner

Glass Cleaner

Multi-Purpose Disinfectant

Disinfectant Wipes

Floor Cleaner

Carpet Cleaner

Hand Disinfectant

Air Refresher



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



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YOUR TAILORED SOLUTIONS



THE ECOLAB DIFFERENCE



YOUR TAILORED SOLUTIONS



COMPREHENSIVE PROGRAMS



QUALITY SUPPORT



ADVANCED PROCESSES



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



THE ECOLAB DIFFERENCE





COMPREHENSIVE PROGRAMS

- SOLUTIONS TAILORED TO YOUR NEEDS:**
 Applying the science behind our products and programs to match your specific needs – giving you what you need to preserve the value of the facilities you serve.
- HIGH PERFORMANCE CLEANING AND DISINFECTION TECHNOLOGIES:**
 Patented technologies with lower dosage and reduced contact time. Helping you to drive efficient protocols to clean, disinfect and maintain surfaces to protect against pathogens that threaten your employees and building occupants.
- SIMPLIFIED PROCESSES AND PROCEDURES:**
 Innovations that enhance ease-of-use, simplify onboarding and training to help drive labor efficiency, safety and sustainability.
- CONFIDENCE-BUILDING COMMUNICATION TOOLS:**
 Messaging, tools and recommendations plus programs focused on building confidence. Ecolab’s resources and programs help advance cleaner, safer practices.



COMPREHENSIVE PROGRAMS

↑
QUALITY SUPPORT

↑
ADVANCED PROCESSES



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



THE ECOLAB DIFFERENCE





QUALITY SUPPORT

- **RESPONSIVE SERVICE AND SUPPORT:**
Dedicated, local Ecolab experts and responsive technical support - there when you need it.
- **SCIENTIFIC EXPERTISE - ON DEMAND:**
On-demand access to in-house expertise in cleaning, public health and facility safety.
- **PROACTIVE GUIDANCE AND CONSULTATION:**
Working with you to stay ahead of evolving compliance requirements, new challenges and uncertainties.
- **TARGETED FLEXIBLE APPROACH TO TRAINING:**
Pinpointing and addressing specific operational issues enhancing staff safety and efficiency.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



THE ECOLAB DIFFERENCE



COMPREHENSIVE PROGRAMS

QUALITY SUPPORT



ADVANCED PROCESSES





ADVANCED PROCESSES

- GLOBAL EXPERTISE IN THE CLEANING INDUSTRY:**
 Leveraging our years of industry expertise and partnership with millions of customers globally to develop the most efficient processes to help you deliver the best possible results.
- FOCUSED INSIGHTS TO DRIVE TARGETED ACTION:**
 Closing the loop with customer insights by helping you identify targeted corrective actions.
- CRITICAL ACTION SHOWING YOU WHAT YOU NEED TO KNOW AND DO:**
 Understanding and prioritizing your team's critical action items to help enhance efficiency and compliance across your operations.
- SIMPLE PLANS FOR CLEANING AND DISINFECTION:**
 Eye-catching communication materials, easy to understand and language free, guiding your employees to always achieve clean and efficient results.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



THE ECOLAB DIFFERENCE



COMPREHENSIVE PROGRAMS

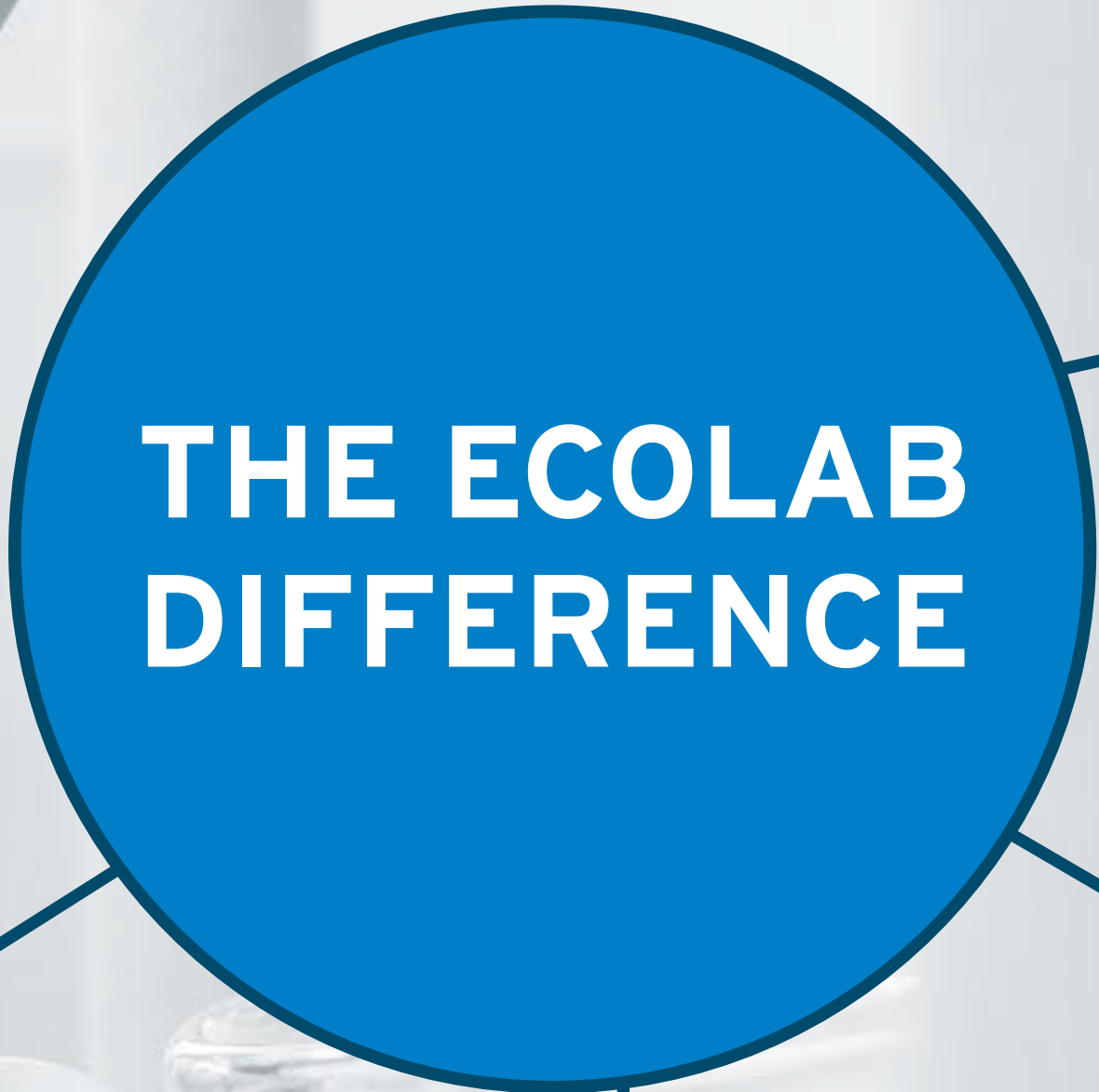


QUALITY SUPPORT

ADVANCED PROCESSES



THE ECOLAB DIFFERENCE



ECOLAB ENTERPRISE



PROGRAMS THAT IMPACT YOUR OPERATIONS



THE ECOLAB FORMULA



WORLD CLASS SERVICE AND TRAINING



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



YOUR TAILORED SOLUTIONS





CUSTOMER
INSIGHTS



WHAT MATTERS
TO YOU



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YOUR
CUSTOMERS



YOUR TAILORED
SOLUTIONS



ECOLAB
Everywhere It Matters.™

← THE ECOLAB DIFFERENCE

WORLD CLASS SERVICE AND TRAINING

- Ecolab designs and executes training programs to provide your team with the correct knowledge for everyday operation.
- Our team of highly qualified Ecolab specialists will be there when you need them: either on a routine service visit or in a training session to support you and your operations.
- There is nothing better than to be reassured that your team is working the right way, delivering the right results for your customers.





CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



YOUR TAILORED SOLUTIONS



COMPREHENSIVE PROGRAMS THAT IMPACT YOUR OPERATIONS

MAXX2 RANGE

NEOMAX RANGE

OPL SOLUTIONS

ACCESSORIES

EQUIPMENT

MAXX2

SAFELY IMPROVE YOUR CLEANING PERFORMANCE WITH MAXX2

- Offers a full range of solutions which require less Personal Protective Equipment.
- One of the highest performing product ranges available.
- Used in low concentration to reduce cleaning costs and waste.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



YOUR TAILORED SOLUTIONS





CUSTOMER
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ECOLAB
Everywhere It Matters.™

← THE ECOLAB DIFFERENCE

NEOMAX RANGE

COMPREHENSIVE PRODUCT RANGE FOR AUTO SCRUBBER DRYERS

- Specially developed formulations for the needs and daily challenges of machine floor cleaning
- Suitable products for each type of floor covering as well as type and level of dirt input



OPL SOLUTIONS

HIGH-PERFORMING LAUNDRY PROGRAMS FOR THE HYGIENIC PREPARATION OF CLEANING TEXTILES

- **CORRECT CHEMISTRY:** the right combination of compounds that will ensure hygienic results every time.
- **CORRECT PROCESS:** designed programs to ensure the value preservation of your cleaning textiles.
- **ACCURATE DOSING:** precision systems to correctly dose the right amount of product in every cycle.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



YOUR TAILORED SOLUTIONS



CLEANING TOOLS

● Comprehensive range of accessories designed to perform in each and every application. From mops with the latest micro-fiber technology to cloths and many more to provide a clean, safe and efficient result in your operation. Every day, every time.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



YOUR TAILORED SOLUTIONS





CLEANING STATIONS

- **ROBUST:** Durable trolleys for everyday use delivering the convenience your business needs.
- **MODULAR:** Modularity by size, segment and cleaning process to optimize your operation.
- **FLEXIBLE:** Easy to assemble and reconfigure in case your needs or object may change.



CUSTOMER
INSIGHTS



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YOUR TAILORED
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CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



YOUR TAILORED SOLUTIONS



PARTNERING WITH YOU TO POWER CRITICAL OUTCOMES AND MEASUREABLE RESULTS

Comprehensive programs + quality support + advanced processes to deliver enhanced facility cleaning experience, protected reputations and optimized operations.



WORKING WITH ECOLAB



Ecolab is **not** a standard supplier. We are here for you when you need us most, with solutions designed to meet all your needs.



We become part of your operation, taking care of all your hygiene needs.



Strategic partnership for your business:

- Standardizing protocols
- Optimizing use of chemicals
- A partner committed to fulfilling your needs
- Working by your side as your personal consultant



← THE ECOLAB DIFFERENCE

OUR BUSINESSES

- Food & Beverage Processing
- Healthcare
- Institutional
- Life Sciences
- Nalco Champion
- Nalco Water
- Pest Elimination
- Retail
- Textile Care
- Quick Service Restaurants

Around the world, businesses in the foodservice, food processing, hospitality, healthcare, industrial, and oil and gas markets choose Ecolab products and services to keep their environments clean and safe, operate efficiently and achieve sustainability goals.

ECOLAB.COM

DID YOU KNOW?

Ecolab is the global leader in water, hygiene and infection prevention solutions and services. **Every day, we help make the world cleaner, safer and healthier** - protecting people and vital resources.



CUSTOMER INSIGHTS



WHAT MATTERS TO YOU



YOUR HYGIENE PARTNER



YOUR CUSTOMERS



YOUR TAILORED SOLUTIONS



ECOLAB
Everywhere It Matters.™





POWERING CRITICAL OUTCOMES THAT DRIVE FINANCIAL PERFORMANCE