

# Evaluating A Winter Service Quote

When you evaluate a winter service quote, it's crucial to fully understand the differences in how companies approach servicing, and always look beyond the bottom line. Quotes that initially appear lower, can, in fact, end up being much more expensive due to additional fees and hourly based services. And even worse, may not include the full scope that you are expecting, which exposes you to liability.

	<b>SNOWQUEEN WINTER MANAGEMENT</b>	<b>Competitor A</b>	<b>Competitor B</b>	<b>On-Site Employees</b>	<b>HIGHLY NEGLIGENT No Service</b>
<b>Pricing Model</b>	<b>All-Inclusive</b> (No Additional Fees or Variables)	<b>Hourly</b> (2-3 Hour minimum + additional fees; drop fee, truck charge, etc)	<b>Hourly</b> ("Milks the clock" + additional fees)	<b>Hourly Wage of Employee + Cost of Materials</b>	x
<b>Included in Scope</b>	<b>All-Inclusive</b> (Service aerial approved by client. Sidewalks, ramps, roads, stairs, etc).	<b>Roadways and Sidewalks Only</b>	<b>Charges for Hand Salting and Shoveling Separately</b>	<b>Scope dependent on on-site personnel, key areas may be missed</b>	<b>Occupants May Attempt to Perform Services Themselves</b>
<b>De-Icer</b>	<b>Strict Use Of Environmentally-Friendly De-Icing Agent</b> ("LEED" Compliant)	<b>Cheap De-Icer</b>	<b>Rock Salt aka "Table Salt"</b>	<b>High Cost, Poor Quality Products From Hardware Stores and Suppliers</b>	x (Dangerous for Vehicles, Clients, Workers, and Owners)
<b>Post-Storm De-Icing</b>	<b>Included</b> (Standard Liability Mitigation Practice)	<b>Roadways Only</b> (Does not include sidewalks, entrances or stairs)	x	x	x (Very High Risk of a Slip & Fall)
<b>Site Assessment</b>	<b>Included For Free</b> (Documented)	x	<b>Per Assessment Charge</b>	x	x
<b>Liability Data</b>	<b>Complex Data:</b> Before/After Photos, GPS Data, Logged Notes, Site Reports, and more	<b>Basic Data:</b> Before/After Photos	<b>Pen &amp; Paper and Text Conversions</b> (Unorganized)	x (Data is dependent on Employer's internal record keeping policies)	x (No Data Available in the event of a Slip & Fall Lawsuit)
	<b>Included:</b> <b>Our Advanced Proprietary Management Software</b>				
<b>Insurance</b>	<b>Commercial Liability Insurance with Specific Snow Removal Policy</b>	<b>Commercial Liability Insurance</b> (No Snow Removal Policy)	? (Property Manager failed to verify Insurance)	x	x (All Winter Related Damages fall directly onto Occupants/Owners)
<b>Expert Witness</b>	<b>Expert in the Area of Slip and Falls &amp; Winter Liability Property Management*</b>	x	x	x	x
<b>Localized Fleet</b>	<b>Equipment and Personnel are within 30 minutes of your site</b>	<b>Equipment and Personnel are 1-2 Hours away</b>	<b>Fleet Will Arrive When They Can</b>	<b>Employees On Site</b>	x
<b>Equipment to Property Ratio</b>	<b>Ratio Based on Winter Servicing Quality Assurance Policies</b>	<b>Ratio Based on De-icing</b> (Overwhelmed when it snows, doesn't show up)	x	x	x

! Our CEO, Isabelle Bailey, serves as a Supreme Court Expert Witness

! A Slip & Fall lawsuit could cost over \$400,000

