

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.

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

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

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

