

# NETWORK® CASE STUDY

## FLUSHING OUT RESTROOM SOLUTIONS THAT IMPROVE FACILITY AND OPERATIONAL WELLNESS

### BUSINESS NEED:



This large industrial manufacturing company was looking for a way to improve the appearance and sanitation of both its plants and executive offices, all while controlling costs.

Historically, the company had allowed each location to select its own restroom products and dispensing systems. As a result, there was little consistency across the enterprise. With plans for facility upgrades on the horizon, the company identified this as an opportunity to review its restroom supplies program across the organization.

In addition to a system-wide evaluation of its restroom supplies program, the company also had identified a number of other objectives they were hoping to achieve through this initiative:

- Introducing a “touchless” restroom for improved employee wellness
- A standardized group of restroom products with long term pricing guarantees
- Long term total overall cost reduction

### • INDUSTRY

Industrial—Manufacturing

### • PRODUCTS

Janitorial and Sanitation Supplies

### ABOUT THE CUSTOMER:

- Large industrial manufacturing company based in the Midwestern United States
- Over \$3 billion in annual revenue
- S&P 500 company
- Serves customers in over 130 countries around the world
- More than 11,000 associates worldwide
- 11 US Distribution Centers



## SOLUTION:

NETWORK® and its local distributors reviewed the company's current processes and goals with the Facilities Management staff. With a thorough understanding of the project objectives, NETWORK engaged industry-leading manufacturer, Kimberly-Clark to participate with NETWORK on the project.

A comprehensive restroom survey was completed at the company sites. Based upon the survey data, NETWORK compiled a bundle of products designed with the company's goals in mind.

## RESULTS:

Within the first 120 days of the program launch, NETWORK and Kimberly-Clark had converted a number of the company's sites to the full restroom bundle. Since the program launched, the company has realized a number of benefits:

- **Increased employee satisfaction**
  - Employee feedback on the upgraded dispensers was highly favorable
  - Touchless towel dispensers improved the sanitation of the facility and improved staff well being
- **Overall operational improvements**
  - Savings on janitorial supplies ranging from 9% to 17% at various sites
  - Pricing was guaranteed for 12 months at the onset of the conversion program
  - Toilet tissue, towel and hand soap dispensers were provided at no charge to sites that converted completely to the Kimberly-Clark restroom bundle
  - NETWORK and Kimberly-Clark field personnel supported the program nationally to ensure a smooth transition



// We are thrilled to be able to provide value beyond just delivering supplies.

We strive to increase facility and staff wellness, and drive other operational improvements for our customers.

Dave Smith  
Executive Director  
Business Development,  
NETWORK



## ABOUT NETWORK SERVICES COMPANY:

NETWORK® is the flexible, integrated distribution solution that improves supply chain efficiency and drives business success. For corporate accounts in commercial printing, commercial real estate, healthcare, foodservice, industrial, and the public sector, NETWORK offers deep experience, vast infrastructure, customizable programs and best-in-class products in our core categories of printing papers, janitorial supplies and equipment, foodservice disposables, packaging supplies and equipment. Our system blends single-source convenience with true local market presence on an international scale. Centralized account management provides greater control, while our network of distributors delivers the flexibility, accountability and category expertise you need to stay ahead of the competition. You'll call this a better way to do business. We call it Distribution by Design®. For more information, visit [www.networkdistribution.com](http://www.networkdistribution.com) or call 800.683.0334.