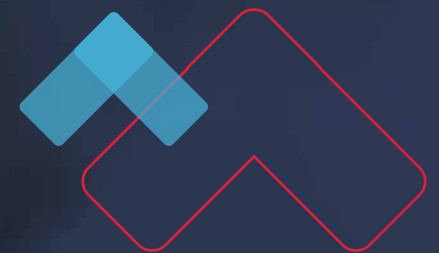


We are ready
when you are.

So you can be ready for whatever is next.



A&A | **CBRE**

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Introduction to A&A Elevated Facility Solutions

Meet the Company, the Team & the Approach

A&A | **CBRE**

aaefs.com

Michael DeChristopher

Executive Vice President



Ed Finkenstadt

Senior Vice President, Sales



Philip Marzullo

Chief Marketing Officer





From a Cuban Immigrant... to a National Facility Services Leader

See where we've been over the past 48 years

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HUMBLE & DIVERSE BEGINNINGS

A&A Maintenance is founded in the New York suburbs with just 4 employees.

STEADY EXPANSION

A&A expands to all Northeastern and Southeastern States.

NATIONAL PRESENCE

The company expands nationally as one of the largest facility services companies in the United States.

REBRAND

A philosophical pivot from providing traditional janitorial services to a firm and a culture that always puts PeopleFirst™ with a commitment to providing clean, safe and healthy facilities.

1973-76

1985

1999

2006

2012

2019

2020

Present

ORGANIC GROWTH

Armando Rodriguez assumes senior role & begins to grow the company, increasing to 12 employees.

EXPANSION CONTINUES

Expansion continues to the Midwest and West Coast.

HEALTH & SAFETY

Our WellnessClean™ initiative is launched, to allow an even more elevated approach to cleaning and overall safety.

WHERE WE ARE NOW

Today, we service a wide array of verticals, focusing on continuing education & training to continue to keep people and facilities safe.

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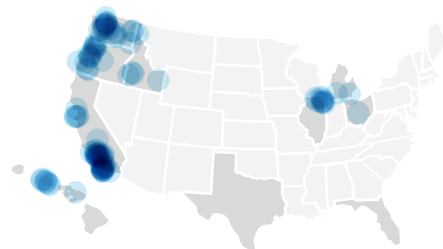
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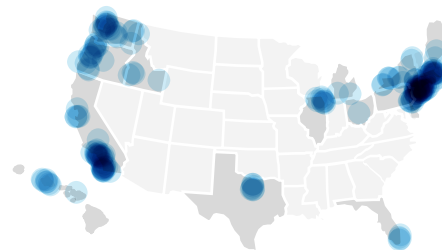
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SIEMENS
Healthcare





Diversity Status

A proud member of NMSDC since our beginnings

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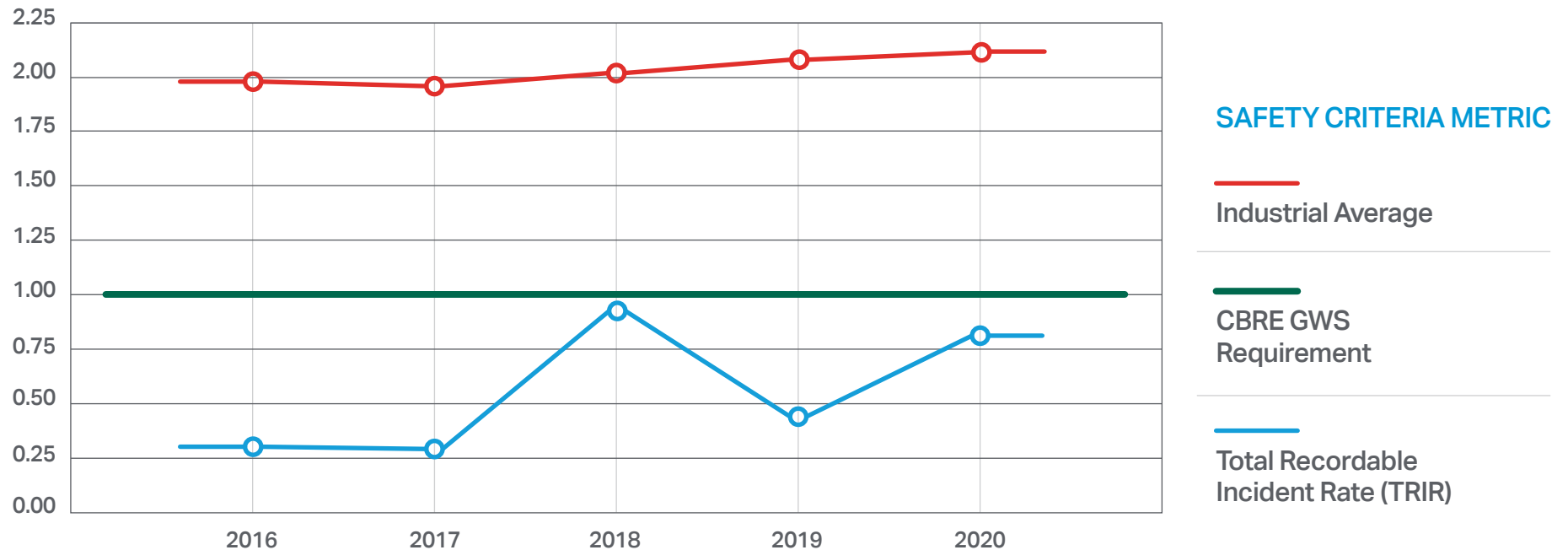
NMSDC

National Minority Supplier
Development Council

5 Year Safety Record

Before, during and as COVID-19 continues, we maintain our record

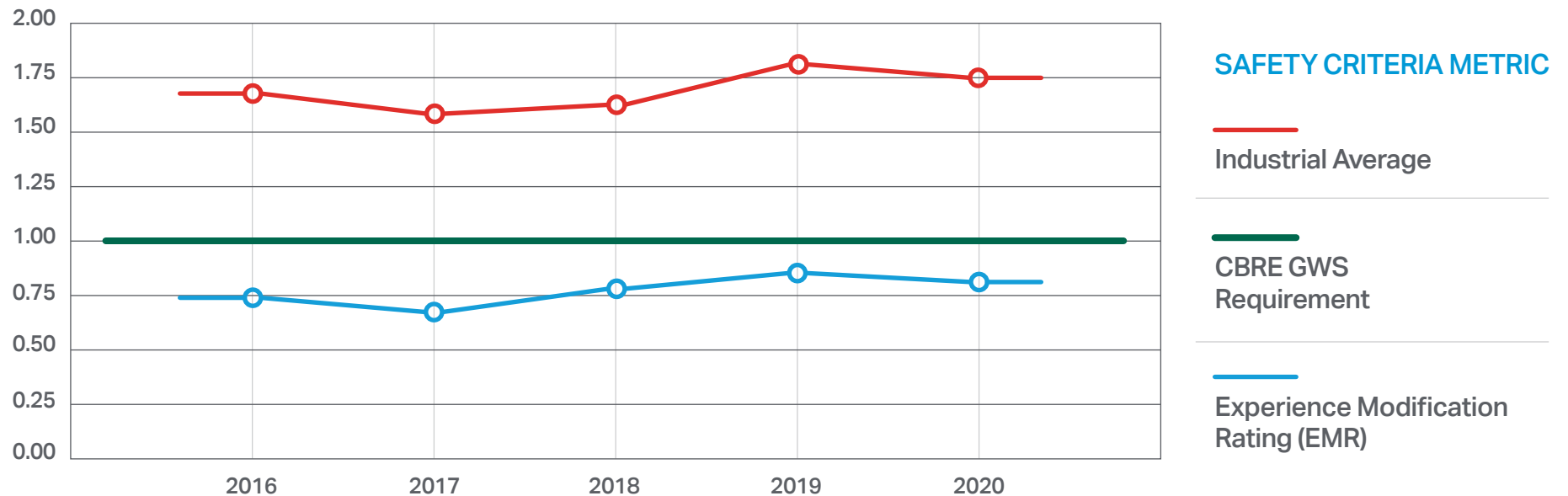
Total Recordable Incident Rate - (TRIR)



5 Year Safety Record

Before, during and as COVID-19 continues, we maintain our record

Experience Modification Rating - (EMR)





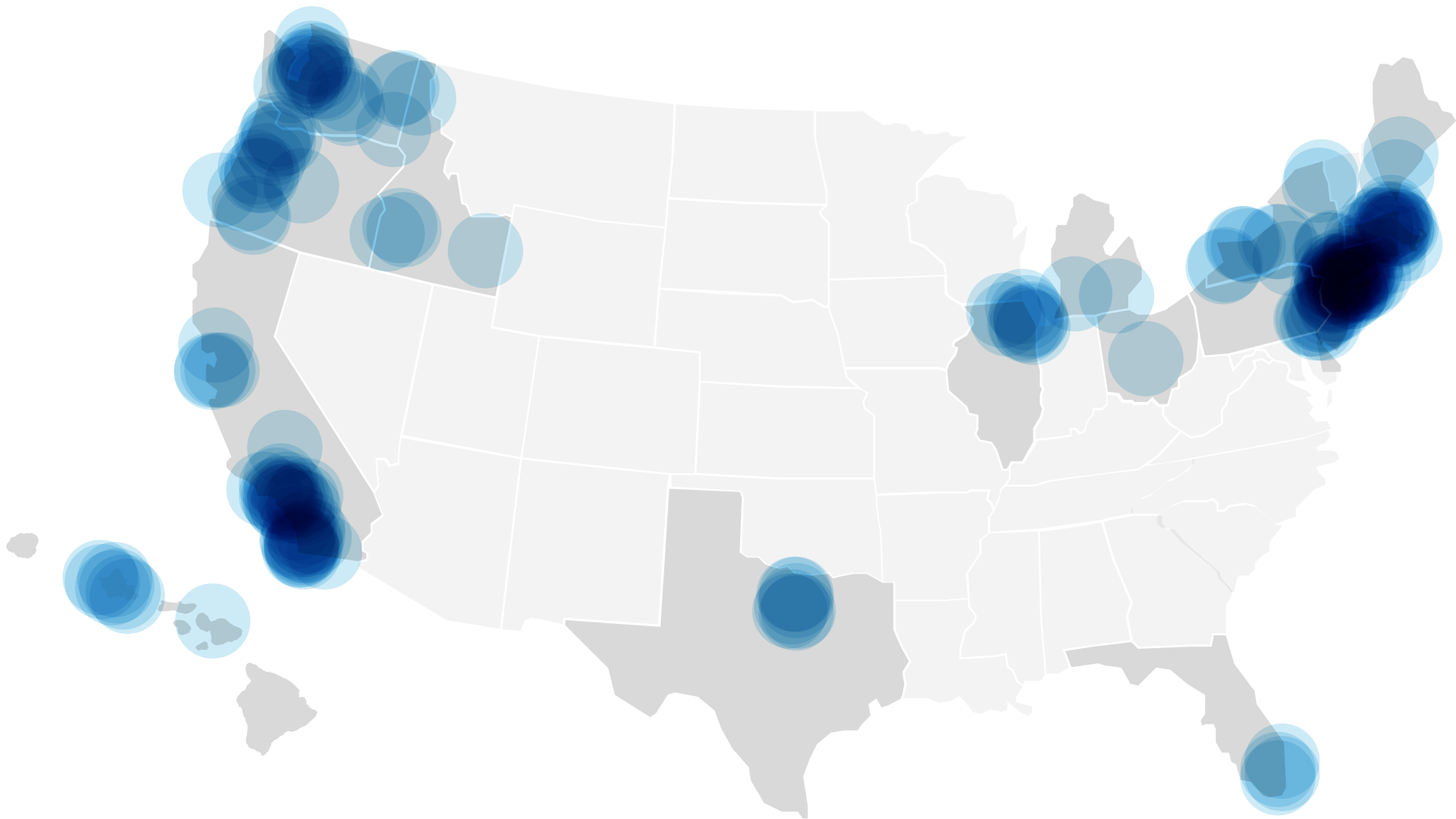
Geographical Influence & Markets

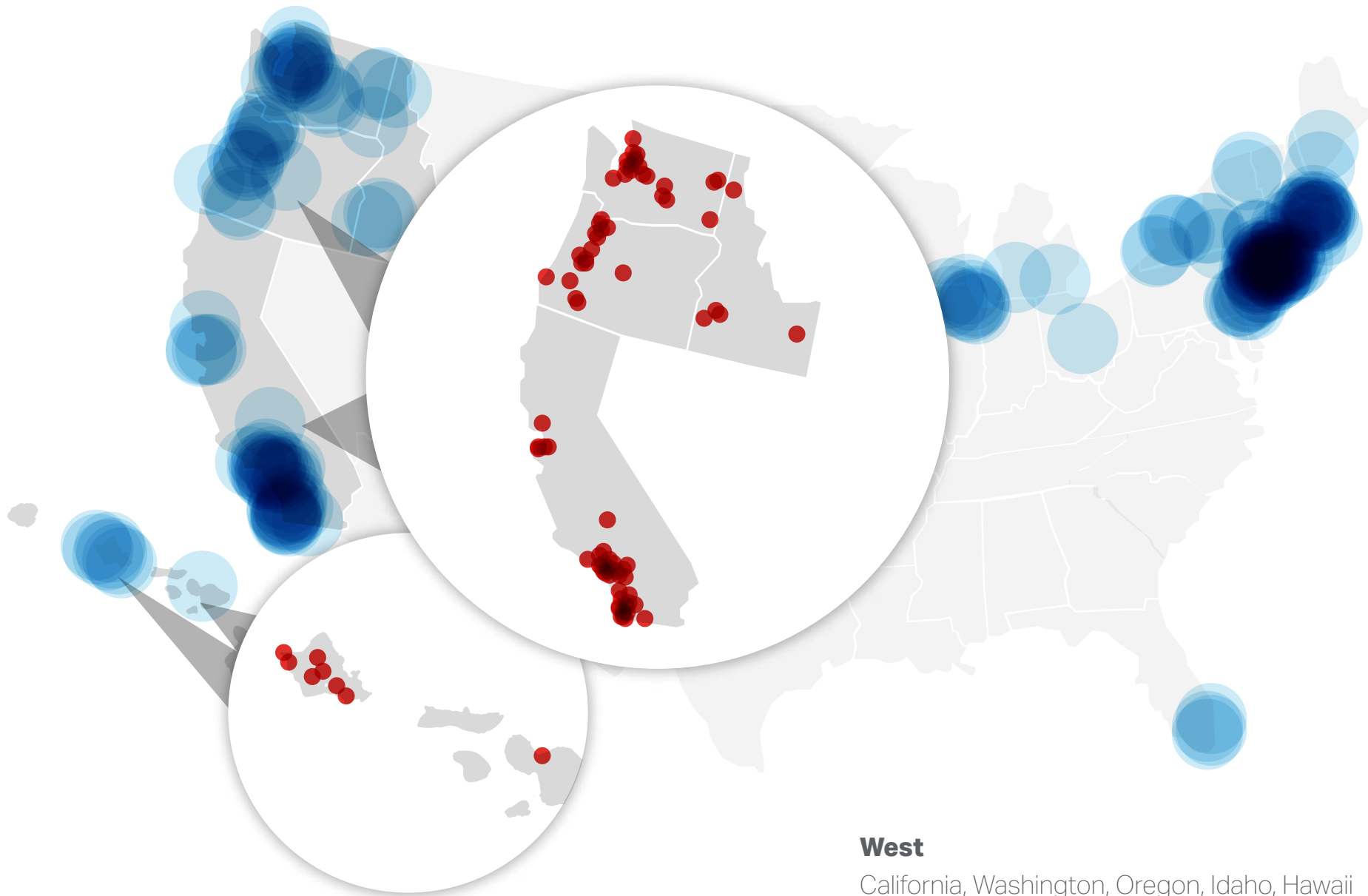
National Presence, Regional Specialization

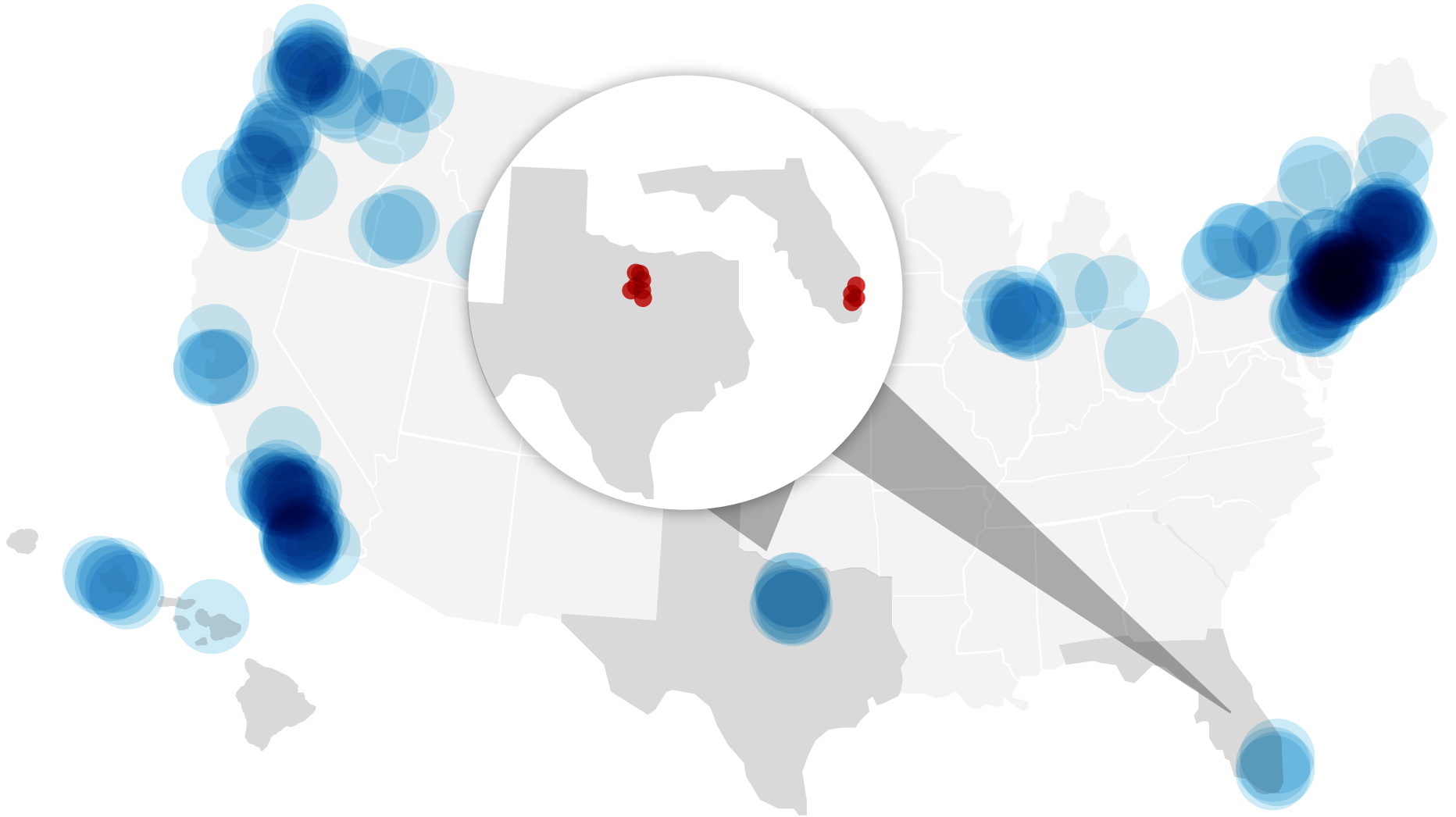
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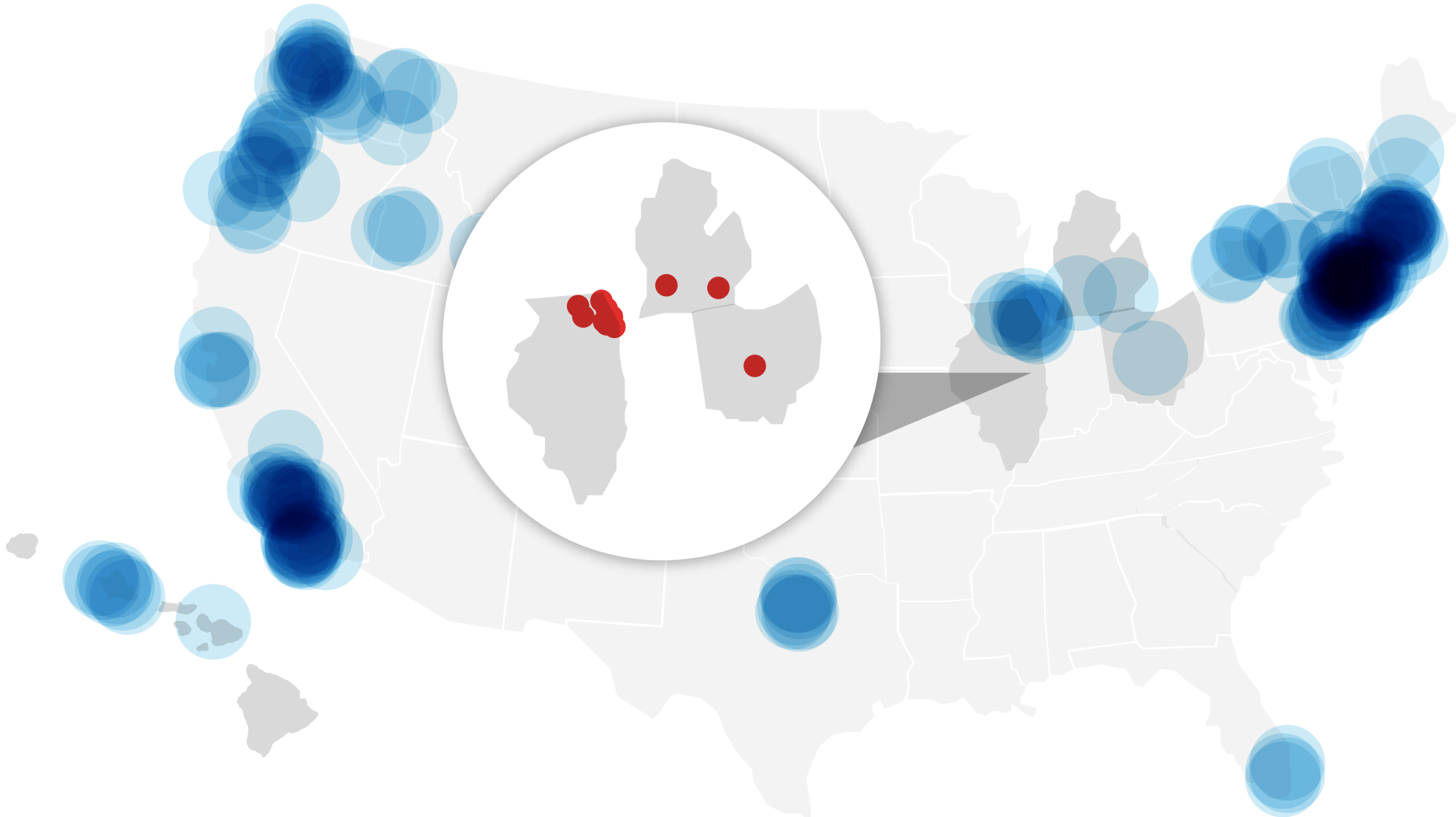




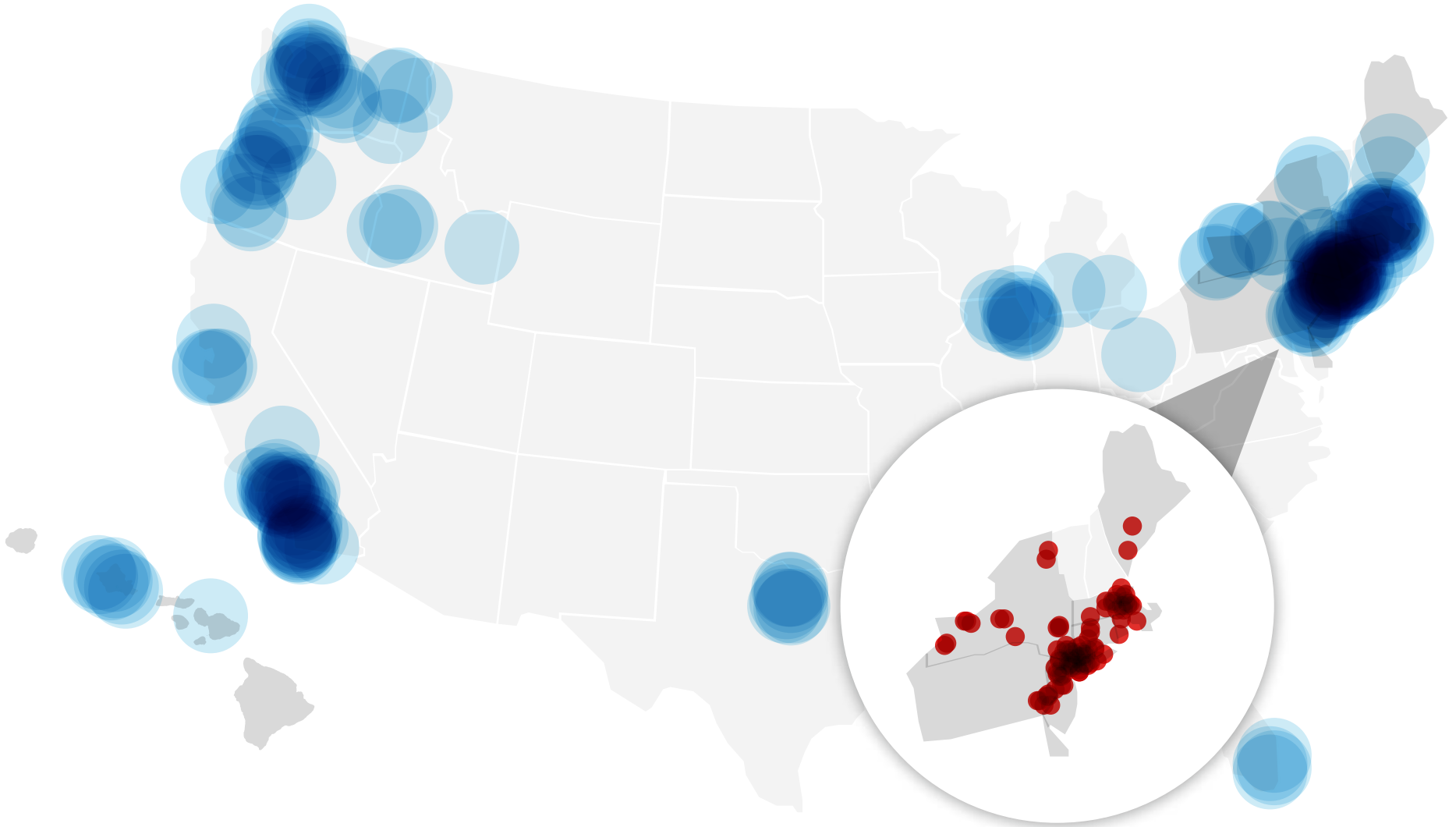


Southeast

Florida, Georgia, Texas



Midwest
Illinois, Michigan



Northeast

Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware



Our Verticals

PROVEN INDUSTRY EXPERIENCE

A&A

CBRE

aaefs.com

Servicing a diverse portfolio

Our experience in each leads to the expertise in how we operate today

› Commercial Office

› Healthcare Facilities

› Sport Venue/Entertainment

› Retail Facilities

› Educational Facilities

› Life Science

› Government Facilities



Core Competencies

In Everything We Do: We Put PeopleFirst™

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Methodology

Technology

Training

Facility Wellness

Transparency

Smart Spend

**360° Approach
to Facility Wellness**



Methodology

With nearly 50 years of experience dedicated to commercial janitorial, we have created more productive, efficient and safe processes and procedures that are designed to protect your building assets and occupants. Our approach is designed to ensure building safety and cleanliness while also meeting budgetary requirements.





Methodology

Technology

Training

Facility Wellness

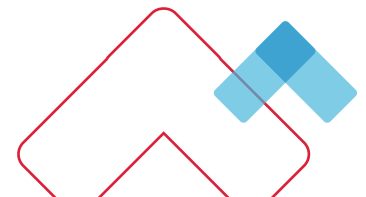
Transparency

Smart Spend



Technology

We utilize state-of-the-art technologies that drive safety and efficiencies. We are continuously researching, testing and deploying innovative chemicals with improved efficacies, equipment that promotes safety and efficiency as well as platforms and interfaces that enhance employee and client transparencies.





Methodology

Technology

Training

Facility Wellness

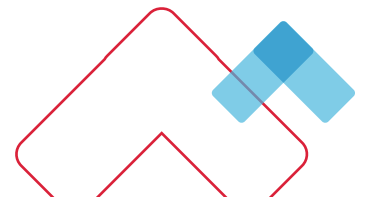
Transparency

Smart Spend



Training

Our belief in **People First™** aligns with **our commitment** to attract and retain team members. Along with this commitment we also continuously develop training programs for our staff with a focus on safety and procedures to help insure a healthy, safe environment as well as efficiency.





Methodology

Technology

Training

Facility Wellness

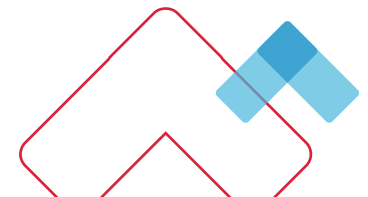
Transparency

Smart Spend



Facility Wellness

We are committed to the health and safety of people and are recognized industry leaders in facility wellness. We create customized plans to meet the needs of our clients in-conjunction with CDC requirements for facility wellness. We also utilize sustainable chemicals and cleaning procedures to meet LEED requirements where needed.





360° Approach to Facility Wellness

Methodology

Technology

Training

Facility Wellness

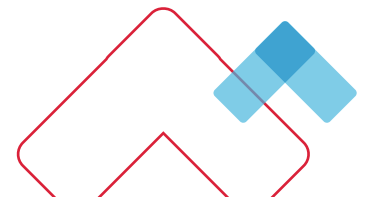
Transparency

Smart Spend



Transparency

AA360 is our cloud-based system that provides a comprehensive service request, work order, preventative maintenance and account management tool. This system allows our clients to easily view periodicals, request immediate services, as well as review all inspection data in real time





**360° Approach
to Facility Wellness**

Methodology

Technology

Training

Facility Wellness

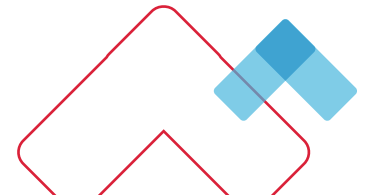
Transparency

Smart Spend



Smart Spend

Our methodologies allow us to assist facility management and procurement stakeholders to manage and optimize spend. Our strategic approach utilizing the latest automation, digital tools and industry expertise, positions A&A as a strategic ally for your savings initiatives.



We are ready
when you are.

So you can be ready for whatever is next.



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