

What is at stake when you buy snow removal services?

It's just snow removal, right? The truth is that hiring a service provider to clear or remove ice and snow from your facility is one of the key safety and financial decisions you'll make in a given year. Here are some things that can go wrong when you hire a provider without a solid process in place:

A patron is severely injured due to ice at your facility

A slip and fall claim results in a significant or even catastrophic financial settlement

The entire annual budget for exterior maintenance is blown due to a heavy winter

Operations at the facility slow or stop completely during heavy snow or ice events

Professional snow managers understand these risks and have built their entire businesses to help you manage these challenges.

About SIMA:

The Snow & Ice Management Association represents over 1500 members in the US and Canada. Established in 1996, the non-profit trade association for the snow industry delivers training, events, information, and advocacy related to quality snow and ice management.

HIRE A PRO

SIMA has produced a set of consumer videos focused on Professionalism, Reliability, and Risk Management.



PROFESSIONALISM



RELIABILITY



RISK MANAGEMENT

Watch these short videos free at www.sima.org/hireapro to become more informed before you choose a snow removal service provider.

5 TIPS FOR BUYING SNOW MANAGEMENT SERVICE

SIMA[®]
snow & ice management association

www.sima.org

SIMA

How do you find a reliable service provider?

STEP
1

BE PROACTIVE

Start your search for a service provider early. SIMA recommends starting no later than August or early September each year.

BE SELECTIVE

Create a plan to qualify service prospects. Use resources like the web, colleagues, and SIMA's membership database (www.sima.org/hireapro) to research service providers. Consider creating a Request for Information (RFI) to further pre-qualify.

STEP
2

STEP
4

ALIGN WITH BEST PRACTICES

Ensure that a professional company is hired to do the work. Use the official SIMA Best Practices Checklist, available at www.sima.org/bestpractices, to help assess potential providers and compare apples to apples.

STEP
3

BUILD YOUR RFP

Take time to identify your needs and create a Request for Proposal (RFP), including a Scope of Work that outlines what the property should look like once service is conducted.

STEP
5

SEEK TRUST

The risk of service failure during a storm is simply too high. Hire the provider that seeks to share liability, provide on-time service, and proactively address concerns. Consider hiring contractors who are members of SIMA and are dedicated to their profession.

COMMUNICATION IS KEY

Before you sign any agreements, ensure that:

- Contract language provides equitable risk based on defined service levels.
- Priority areas of the site are defined (aka handicap parking, loading docks, etc.).
- Clarity exists as to when services will start during an event.
- Documentation of service and billing requirements are agreed upon.