

iBet[®] Facility Resources

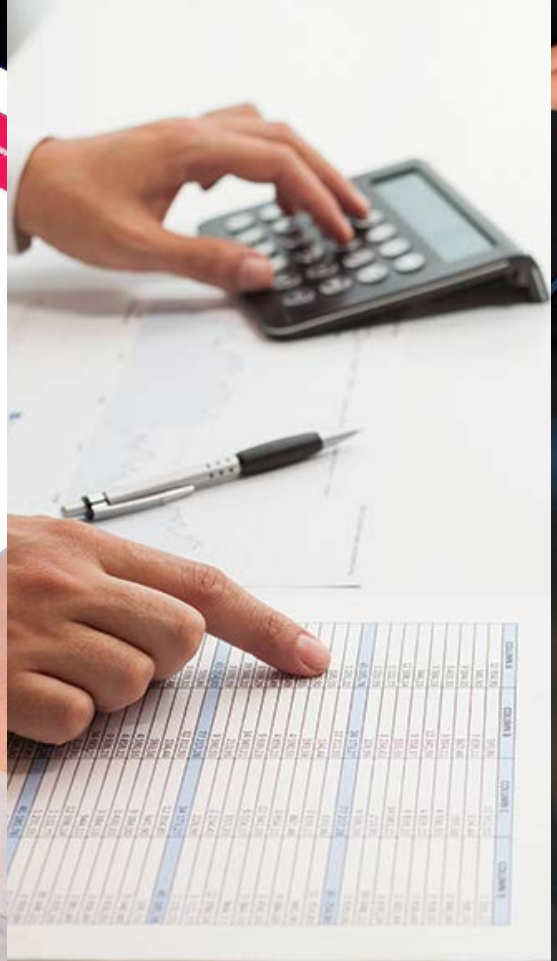
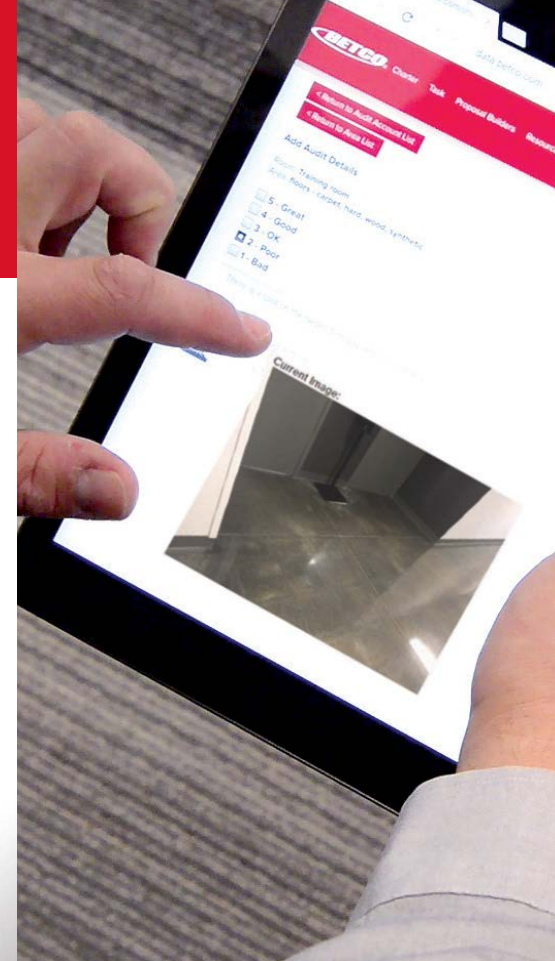
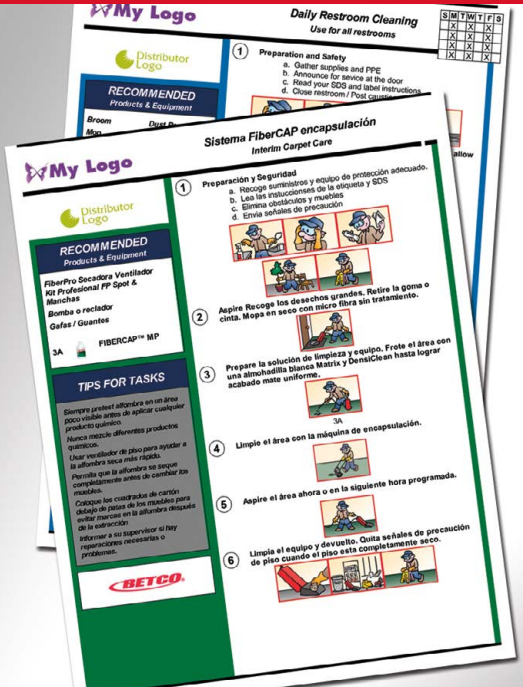


A Comprehensive Approach to Facility Maintenance





iBet® is a suite of cloud-based applications designed to aid cleaning and sales professionals in assessing, planning, implementing and reinforcing the cleaning and maintenance program for an organization's facility.



BETCO® U

Betco® University provides on-site and online training for new and experienced Jan San professionals.

- On-site training sessions led by experienced professionals
- Web-based training modules and videos
- Exams and completion certificates



CHARTER

Charter allows users to create custom wall charts that define the chemicals in a facility, show the proper methods of application and highlight the surfaces that chemicals should be used on.

- Easily accessible on Betco.com (no program to download)
- Saves all created wall charts for reuse and adjustments
- Enhances the safety and training of employees



TASK

Task allows users to create customized visual aids that explain cleaning procedures step-by-step and maps them to specific chemical products and equipment.

- Choose from over sixty customizable cleaning and maintenance procedures
- Easily accessible on Betco.com (No program to download)
- Saves all created Task Cards for reuse and adjustments
- Available in English and Spanish



ESTIMATOR

Estimator provides the tools for professionals to assess their specific facility's needs and justify converting to superior innovative chemical and equipment solutions from Betco.

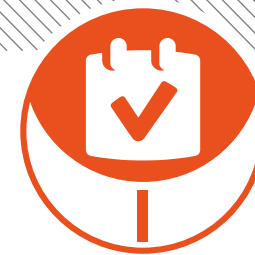
- Calculates required labor costs
- Adjust for budget changes
- Comparative analysis of current chemical program
- Transfer data to Proposer



PROPOSER

Proposer is a professional proposal building program that allows sales reps to showcase the advantages of using a custom program while projecting a modern and highly professional appearance.

- Market-specific solutions
- SYMPLICITY™ laundry and warewash proposer
- Betco® facility management solutions
- Import data from Inspector and Estimator



INSPECTOR

Inspector is a powerful tool for sales representatives that empowers them to create surveys tailored to specific market segments and determine what changes need to be made in a cleaning and maintenance program.

- Create a custom inspection/survey for multiple facility types
- Transfer survey data to Estimator and Proposer
- Assign dates for audits

BETCO® U

The Betco® U Online Certification Program assists you in creating a standard program to enhance results and safety. This training program consists of topics from disinfection and floor care to green cleaning and satisfying OSHA requirements.

Receive access to interactive learning modules, videos and support materials online for download. Many of the training modules will earn International Executive Housekeeping Association CEU points. Betco certifies each student who completes the modules with a signed certificate.

Available Betco U Online Courses

CLEANING PROFESSIONAL COURSES	CEU
Restroom Sanitation	.20 IEHA CEU*
Basic Cleaning Techniques	.25 IEHA CEU*
OSHA Bloodborne Pathogen	.20 IEHA CEU*
Basic Chemistry Knowledge	.20 IEHA CEU
Worker Safety	.20 IEHA CEU
Powered Equipment	.20 IEHA CEU
Dilution Control	.25 IEHA CEU
HAZCOM GHS	.20 IEHA CEU*
Infection Control Basics	.25 IEHA CEU
Patient Room Disinfection	.25 IEHA CEU*
Slip and Fall Prevention	.20 IEHA CEU*
Skin Care	.30 IEHA CEU*
Disinfection Basics	.25 IEHA CEU
Resilient Floor Care	.40 IEHA CEU*
Carpet Care	.30 IEHA CEU*
Educational Facility Disinfection	.25 IEHA CEU*
Cleaning for Health and the Environment (Sustainable Cleaning)*	
WHMIS	
Sports Zone® Wood Floor Care	.30 IEHA CEU*
ISSA Cleaning Industry Management Standard (CIMS)*	

*Available in Spanish

SALES PROFESSIONAL COURSES
Betco Sales Process
Productive Prospecting Techniques
Time and Territory Management
Question and Listening
Betco Hospitality and Lodging Program Training Module
Betco Property Management Program Training Module
Work Loading Basics
SYMPPLICITY™ - Selling the program

Betco University On-Site training sessions provides hands-on experience with Jan San professionals to allow new employees to gain a full understanding of their role in the industry.

Available Betco U On-Site Courses:

- **New DSR Training** covers an introduction to the Jan San industry focusing on floor care, dilution control, skin care, equipment, tools and resources for new sales professionals. On top of product and equipment training, this course includes basic selling techniques.
- **Betco Equipment Technician Training** delivers a comprehensive look at Betco's cleaning and maintenance equipment line and teaches machine operation, troubleshooting techniques, component replacement and equipment repair. The equipment technician training also includes an extra day of training for propane certification.
- **SYMPPLICITY™ Technician Training** equips the experienced technician with the knowledge of the SYMPPLICITY™ product line including product selection, dilutions, dispensers and applications. Additionally students will learn about territory management, service protocols and basic troubleshooting.



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