

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. 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 exhausted due to a heavy winter

Operations at the facility slow or stop 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 1900 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

Visit www.sima.org/hireapro to become more informed before you choose a snow removal service provider.

5 TIPS FOR BUYING SNOW MANAGEMENT SERVICES

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 June. Set a Contract Award date for early Fall and seek to sign with a provider by that deadline, providing ample time for pre-season inspections and preparations.

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

Create a Request for Proposal (RFP) using SIMA's Purchasing Snow & Ice Management: Quality RFP Creation and Best Practices guide. This tool was designed to help you organize the procurement process and align it with snow-specific best practices. Download the free guide at www.sima.org/bestpractices.

STEP
3

SET REQUIREMENTS

Take time to assess the needs of your site, including priority areas, critical times for service, and the scope of the site in size and complexity.

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 (e.g., 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.