

WELCOME TO THE DATA CLEAN NEWSLETTER

AUGUST 2024

Ladder Safety



A note from Michael Rovi

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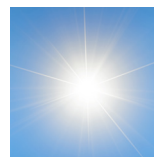
NOTE FROM RICH HILL

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SPOTLIGHT: JASON GUTIERREZ

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SALES: NOTE FROM MIKE GUMIELA

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OPERATIONS: NOTE FROM ED PIM

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Ladder Safety

A note from Michael Rovi

Injuries in the workplace caused by ladders are commonplace. Falls from ladders can be as painful as a fall from a roof; about a third of all reported falls are from ladders. Many of the fall related injuries result from improper use or the use of a defective ladder. The following safe work rules should be observed when working with ladders.



SAFETY

**LADDER
SAFETY BEGINS
WITH YOU**

Inspection

- Look for missing or loose cleats at the bottom.
- Look for loose or missing rivets.
- Look for cracked, broken, split, dented, or badly worn rungs, cleats, or side rails.

Ladder Use

- Always use the right ladder for the job.
- Don't set your ladder in a walkway or door opening.
- Keep the area at the top and bottom of the ladder clear of tool cords, tools, and materials.
- Always set the ladder on solid level footing.
- Maintain 3-points of contact when climbing/descending a ladder
- Only one person on a ladder at a time (unless the ladder is double-cleated).

- Stay near the middle of the ladder and face the ladder while climbing up/down.
- Always face when climbing/descending a ladder.

Related Statistics

In the year 2022, OSHA violations were 2,143; every year, there are more than 300 fatalities due to ladder-related accidents, and on average, 500,000 people are treated for ladder-related injuries each year!

Remember:

When you are on a ladder, you can fall. If you can fall, you can get hurt. Use ladders safely.

A note from Rich Hill

“I thought you only cleaned cleanrooms!” That’s what a client recently said to one of our Customer Support Managers.

Of course, the reality is Data Clean is more than computer rooms, more than cleanrooms, more than construction sites, more than airflow management systems, and more than specialty products. Data Clean is a big company and becoming bigger every month. Our target market is the broad category of critical environments which includes all the segments previously mentioned plus much more. If the client has a facility or process which is critical, and we can safely and profitably provide services, we will.

In the coming months you will see a new emphasis on getting the word out about all the various services we offer within the critical environment market.

And just like the CSM who educated the cleanroom customer about what else we do, I ask that we all help our current and future customers know all the ways we can serve them.



Reminders



When traveling to our corporate office in Des Plaines please arrange to stay at the Hampton Inn, Rosemont IL. Data Clean has an established rate along with complimentary breakfast and parking. Please use the following link to complete your hotel reservation. Feel free to reach out to Carmen Correa or Ed Pim if further assistance is needed: <https://www.hilton.com/en/book/reservation/deeplink/?ctyhocn=CHIRSHX&corporateCode=3224189>



Paycom is our essential tool for staying connected and managing your benefits, pay, and time off. If you have a Data Clean email address, please take a moment to review and update your work email in Paycom and ensure that your work email is your Data Clean email.

Summer Surge!

Summer is still going strong and so are Data Clean sales. The team is putting in the time and activity to bring home big wins. July bookings hit \$3.76m. Some of the big wins are listed below:

\$224k QTS Installation

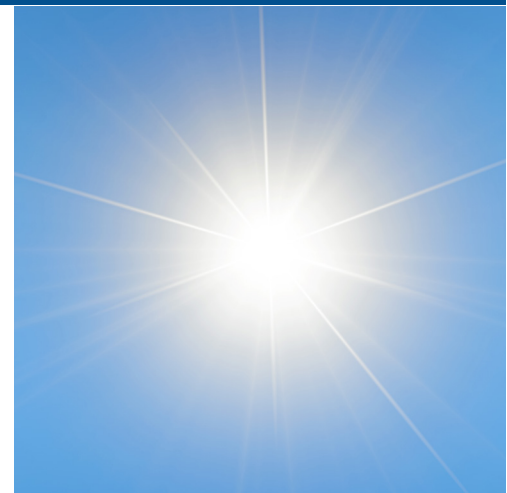
\$353k Equinix Maintenance

\$354k Aligned Foundation

\$90k Calpers Maintenance

\$26k Colorado Office of Information Technology

We have big budget numbers to hit in Q3 & Q4. The formula is easy, Activity + Pro-posals = Wins. Rely on your Strategic Sales Plan to guide your actions – Renewals, Expansion and New Logos are the targets. You cannot close it if you do not propose it!



This is one of my favorite stories I often think about this time of year.

The Ants & the Grasshopper

One bright day in late autumn a family of Ants were bustling about in the warm sunshine, drying out the grain they had stored up during the summer, when a starving Grasshopper, his fiddle under his arm, came up and humbly begged for a bite to eat.

"What!" cried the Ants in surprise, "haven't you stored anything away for the winter? What in the world were you doing all last summer?"

"I didn't have time to store up any food," whined the Grasshopper; "I was so busy making music that before I knew it the summer was gone."

The Ants shrugged their shoulders in disgust.

"Making music, were you?" they cried. "Very well; now dance!" And they turned their backs on the Grasshopper and went on with their work.



There's a time for work and a time for play.

Do not be a Grasshopper. Be an Ant.

The work you do today will be shown in the results of Q4 & Q1 25.
To. The. Moon.

Human Resources Update

A note from
Samantha Lasiewicz

Last year we introduced our first high performance organization engagement culture. We are excited to update everyone on the progress we've made based on your feedback. Your input is invaluable as we strive to make Data Clean an exceptional place to work.



Survey Results and Committed Action Items

One of our top priorities is ensuring that Data Clean is a great place to work through our core values, so it comes as no surprise that 62.5% of our employees would recommend our company to their friends or family. Here's what we heard from you:

Areas with the Highest Ratings:

- **Safety Matters:** Your well-being and safety are of paramount importance to us. The survey results indicate that a significant majority of employees consider safety crucial to maintaining a secure environment for Data Clean.
- **Commitment to Service, Quality, and Standards:** The survey also indicated our employees are committed to exceeding our customers' expectations and have a strong alignment with Data Clean's quality and standards.

Areas of Opportunities for Improvement:

While celebrating our successes, we also recognize areas where we can enhance our workplace experience. The survey highlights opportunities for improvement in the following areas:

- **Performance Feedback and Training:** Some employees expressed a desire for more consistent and constructive performance feedback from their manager, as well as an interest in more skill development

opportunities to help you reach your full potential.

- **Rewards and Recognition:** Another area of opportunity highlighted was the desire for greater understanding of how employees are recognized and rewarded.

Our Progress

I'm happy to share the progress we've made in response to your feedback:

Performance Management Life Cycle: We have rolled out the new performance management lifecycle with updated metrics and tools available in Paycom. Mid-year performance discussions are currently underway.

Enhanced Communication:

- We've held our first company Town Hall
- Launched our monthly newsletter
- Been using our company SharePoint and Paycom to announce newly promoted employees, welcomed new hires, and shared company news and announcements.

Management Training: We are implementing monthly management training sessions beginning in July.

Safety and Training: Recognizing that safety is our top priority, we've promoted Michael Rovi to Safety and Training Executive for North America. We also rolled out Workplace Violence Prevention Plan and training to our California team.

Operations Update

A note from Ed Pim

As you heard on the Town Hall - we are in the process of upgrading our Enterprise Resource Planning (ERP) system. Upgrading an ERP system is like giving our business a digital makeover—a fresh coat of digital paint, if you will. Let's dive into the world of ERP upgrades and explore why they matter.



Why Upgrade the ERP System?

Keeping Up with the Times: The world has changed since HAL was first installed in 1996. As our business has evolved and we have added new service lines, it is now time for an upgrade to help us better manage our service offerings for today and tomorrow.

Performance and Agility: HAL and other aspects of our technology stack are going to be replaced by a solution that is cloud based and can be accessed across multiple platforms. Mobile access is key to helping us build a more efficient and effective service offering.

User Experience: Our current user interfaces can be frustrating. Having to access multiple systems can make it feel like navigating a labyrinth. The newer systems offer streamlined interfaces and better user experiences.

Flexibility and Scalability: We are growing at a rapid rate and this growth demands flexibility. The new solution is designed to help us realize our full growth potential as we continue on our journey.

Feel free to ask if you'd like more details or have any specific questions!

Remember the name the ERP Project Competition – if you can think of a great Project that sums up the ERP upgrade, you could be the winner and receive a \$100 gift card. Scan code to enter!

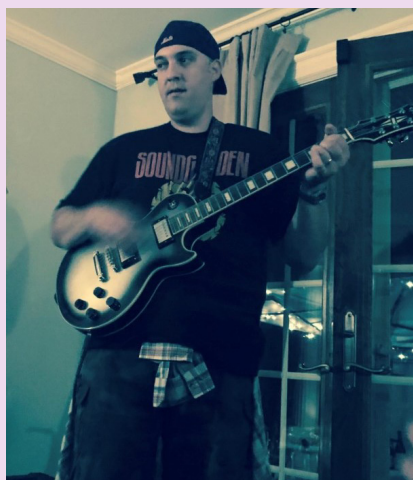


Spot Light on Jason Gutierrez

A note from Ed Pim

As a National Account Executive at Data Clean for the past decade, I've always seen myself as a problem solver, a leader, and someone dedicated to making meaningful contributions in all areas of my life. Over 22 years, I've worked to master the critical cleaning industry and solidify Data Clean's status as the top vendor in this field. My aim has been to lead the New York Region and foster a work environment where employees thrive.

Those that work closely with me know that besides being a dedicated employee, I'm also a highly dedicated father and community member. Outside of work, I have many hobbies including playing guitar, building & riding all sorts of bikes & motorcycles, fixing things around the house, and the list goes on and on. I always try to give back to my community and do my part in making it a great place to live and raise a family. Two distinct avenues that are equally rewarding and built on my love of sports and music are coaching and DJ'ing.



Much of my time outside of the office is spent coaching in which I currently coach my son's 11-year-old baseball and basketball teams. I've also coached my 15-year-old daughter's softball and basketball teams. If you haven't recognized the pattern, I gravitate to the sports I played and know best. It is extremely rewarding watching the kids grow and improve from year to year, even if I only play a small role in their development. I enjoy being a good role model and try to instill positive experiences that can hopefully translate in the future.

Besides being a local neighborhood coach, I've also positioned myself as the neighborhood charity DJ. I opened the conversation when my kids were young that I had DJ equipment sitting around from college and would be happy to DJ neighborhood events for the kids. Well, I opened the flood gates and now I DJ the Fire Department Holiday party, The annual Halloween Parade, many charity 5K runs, and some other charity and school fundraisers. Although it's a lot of work at times and a commitment on weekends, it's extremely rewarding being able to give back to the community and various charity events.

I've found a way to utilize some of my skills and I know they are making a positive impact in my community. Whether it's at work or at home, I always try to evolve, learn, and make a difference.



August Milestones Work Anniversaries!

5 years

8/9 — Diego Scobar, Alpharetta

8/22 — John Mort, Virginia

10 years

8/26 — George Wilson, Alpharetta

Birthday Wishes

8/2 - Olivia Kobza, Denver

8/3 - Justin Arguellas, Des Plaines

8/4 - Ann Castillo, Anaheim

8/5 - Marcia Banos Cruz, Des Plaines

8/8 - Alexandru Bordei, Alpharetta

8/8 - Alina Tuchakova, Alpharetta

8/11 - Janet Davis, Richardson

8/11 - Raul Valencia, Anaheim

8/14 - Maribel Buitrago, Des Plaines

8/14 - Brian Powell, Virginia

8/15 - Joanna Debski, Des Plaines

8/17 - Beatriz Garcia, Richardson

8/19 - Jose Mercado, Anaheim

8/19 - Roberto Escobar, Alpharetta

8/20 - Sang Ho, Richardson

8/21 - Johanna Lopez, Oregon

8/21 - Juana Gomez, Denver

8/22 - Maria Castro, Richardson

8/22 - Ernie Chavez, Denver

8/24 - James Ragsdill, Richardson

8/24 - Robert Talkington, Anaheim

8/25 - Dalia Guido Saavedra, Wyoming

8/25 - Orlando Delgado Tena, Denver

8/26 - Mario Jimenez, Oregon

8/26 - Men Kim, Richardson

8/30 - Rosendo Hernandez, Virginia

8/30 - Lewis Chernick, Virginia

