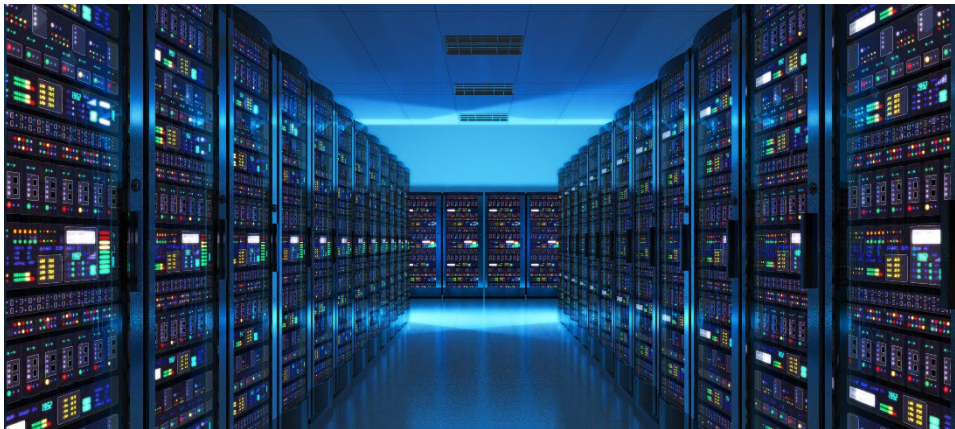




## ISO-Certified Critical Cleaning Services Across 10,000 Square Feet for Winthrop Technologies' Data Centre



### CHALLENGE

Winthrop Technologies, a leading international data centre delivery partner, needed a service supplier that could deliver ISO-accredited cleaning services for its new build data centre in Ireland. As this site covered approximately 10,000 square feet, it required a trusted partner that understood how to support the client's unique operational requirements. Similarly, due to the nature of Winthrop's business, it needed certified and vetted cleaning technicians during construction and for when the data centres went live.

ABM was tasked with delivering this business-critical service. With a strong relationship already in place due to past projects delivered across Europe, ABM was well-positioned to support Winthrop's operation.

### SOLUTION

ABM's UK data centre team, in collaboration with its counterparts in ABM Ireland and Winthrop, matched the client's requirements against all available resources, so that each of Winthrop's needs were addressed with optimal solutions. This phase was essential in outlining a detailed maintenance plan for the client's data centres, while also factoring in contingencies for reactive maintenance.

ABM was well-positioned to support Winthrop due to its previous experience working alongside the client. Similarly, thanks to a strong presence in Ireland, resources and certified teams could be deployed quickly to Winthrop's sites. Moreover, ABM previous success in carrying out other data centre maintenance projects across Europe demonstrated that it could operate effectively with an international perspective.

Winthrop required an ISO-8 accreditation within its data centre site. To deliver these industry-standard particulate density standards, ABM deployed certified cleaning technicians to ensure that multiple maintenance projects were conducted to an ISO-accredited standard. These specialist teams were active during the construction phase and when the data centre was live.

Thanks to effective collaboration between ABM's teams in the UK and Ireland, Winthrop had a more direct line of communication. This enabled far greater management of the frontline teams onsite and strengthened the relationship with the client. Similarly, this local presence, supported by a national network of resources and expertise, assisted the contract management team in delivering an increasingly tailored service.

*"This partnership is a great example of collaboration, and it only strengthens our relationship and portfolio with Winthrop."*

*- Lewis Cannell,  
Senior Business  
Development Manager  
Critical Solutions, ABM*



## BENEFITS

- **Trusted partnership:** Winthrop's new build data centre was maintained by a trusted partner that understood its priorities and requirements. As a result, ABM knew how to deliver fast, effective services, while also taking the client's operation into consideration, during both mobilisation and throughout service delivery.
- **ISO-accredited maintenance for 10,000 square feet:** Winthrop's data centre was cleaned and maintained to ISO-8 certified standards, ensuring the client's critical spaces were compliant with industry standards.
- **Localised resource support:** Winthrop's new build data centre in Ireland was supported by ABM's local knowledge in Ireland and supported with a network of resources from across both the UK and Ireland. This ensured that the frontline teams were well-supplied and able to align with Winthrop's own industry standards. This arrangement also provided faster lines of communication, both for frontline teams and the client.
- **Proactive maintenance timeline:** Winthrop's project timeline was met with consistency, both in standards of service delivery and meeting predetermined deadlines, ensuring that the client could achieve its go-live date.
- **Rapid mobilisation:** ABM was able to mobilise for Winthrop within a week, which included the deployment of trained and certified cleaning technicians, resources, and maintenance plans.