

Expand your Portfolio with a Vanguard Cleaning Systems® Master Franchise



Founded in 1984, the Vanguard Cleaning Systems® organization is built upon a network of more than 2,500 janitorial franchise businesses, which are licensed and supported by 50 independently owned master franchise businesses located throughout the United States and Canada.

The Vanguard Cleaning Systems® brand is a respected and admired franchise brand with a well-established business model that focusses on recurring revenue and collaboration with existing commercial cleaning companies. Unit franchises do not have a non-compete, allowing access to existing commercial cleaning companies; these unit franchisees do not pay royalties on their non-Vanguard® accounts.

Vanguard Cleaning Systems® janitorial franchisees serve more than 15,000 customers in the small to medium-sized business market. Commercial office, education, logistics and manufacturing, healthcare, automotive, multi-family, religious, hotels, and hospitality are among the verticals typically serviced with highly customized cleaning plans tailored to the unique needs of each client. And, the organization has stood at the forefront of green cleaning services for over a decade, showcasing a commitment to the environment.

First-rate franchisees, a collaborative culture and leading management team distinguish the network from others.

Highlights

- Executive oriented model
- Recurring revenue business with strong validation
- Very large businesses with multiple regions
- Established brand (65 existing regions)
- Eco-friendly, health conscious, and customized cleaning solutions
- 100% renewal rate for Master Franchises (20-year agreements)

International Master Licensee Profile

- Successful executive level management experience
- Strong marketing and sales experience
- Understands the merits and value of a well-established business system
- Investment capital from US \$1,000,000+
- Confident in supporting janitorial franchise businesses remotely

Website: vanguardcleaning.com



Vanguard Cleaning Systems® Brand Differentiation Chart

| Special Brand Features | Vanguard Cleaning Systems® | Jan-Pro® | Jani-King® | Coverall® | ServiceMaster® |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|----------|------------|-----------|----------------|
| Many Vanguard Cleaning Systems® Master Franchisees are senior corporate executives | Yes | Yes | Some | No | No |
| Unit Franchisees do not pay royalties on their non Vanguard accounts and get accounts from their Vanguard Cleaning Systems® master franchisee directly | Yes | No | No | No | No |
| ECO-Friendliness Focus - offers responsible cleaning practices, utilizing non-toxic, biodegradable products and sustainable cleaning techniques. | Yes | Some | Yes | No | Some |
| Offers highly customizable cleaning plans tailored to the unique needs of each client, providing flexibility that maybe lacking in large competitors | Yes | Yes | Yes | Yes | Yes |
| Flexible pricing and service structure make it an attractive choice for SMEs and mid-sized businesses. | Yes | No | No | No | No |
| Prioritizes adapting its business model to local market needs, enabling franchisees to thrive in diverse cultural and economic environments. | Yes | Yes | Yes | No | No |
| Offers an affordable entry point for franchisees compared to competitors, allowing it to attract a wider pool of potential partners. | Yes | Yes | No | Yes | No |
| Places a strong emphasis on consistent service quality and ethical business practices, distinguishing itself in markets where reliability is a key concern. | Yes | Yes | Some | Yes | Some |
| Focus on education, health care, warehouses, distribution centers, logistics facilities, manufacturing plants, auto dealerships, gyms, fitness centers and financial institutions, office complexes and multi-family properties, religious facilities and hotels | Yes | Yes | Yes | Some | Yes |