



**Ultra Shield®**  
 Armor Technology For Your Floors

**VIDANT HEALTH**  
 Greenville, SC  
 SODEXO

**We have already skipped one of our previously scheduled scrub & recoat cycles as the floors did not require it. Durability has clearly been enhanced.**

**Information Provided**

Burnishable Square Footage: 500,000sf Total  
 100,000 sf has skipped the first of 3 annual scrub & recoats  
 250,000 sf used for burnishing analysis

Stripping Frequency: Data not Provided  
 Coats of Finish applied: N/A  
 Burnishing Frequency: Previously – 3x/Week  
 Current – 1x/Week

Labor Rate: \$15.00/Hr - Estimated  
 Finish Cost: \$68.00 (Estimated) 2,500 sf/gal Coverage  
 Stripper Cost: \$50.00 (Estimated) - 1,000 sf/gal Coverage  
 Ultra Shield Use History: 2+ months

**Cost Analysis**

**Cost to Scrub & Recoat**

Previous / Current Frequency: 3-4 / 2  
 Material Cost per Scrub & Recoat: \$544  
 Total Labor Cost per Scrub & Recoat: \$399  
 Scrubbing Labor per Scrub & Recoat: \$162 (10.8 hrs @ \$15.00/hr)  
 Finish Application per Scrub & Recoat: \$237 (15.8 hrs @ \$15/hr)  
 Total Cost per Scrub & Recoat: \$943  
 Annual Cost for 3X: \$3,300  
 Annual Cost for 2X: \$,1886

**Cost to Burnish 250,000 square feet (3x/Week – Current Program)**

Labor: \$281 per Occurrence (18.8 hrs @ \$15.00/hr)  
 Frequency/Week: 3  
 Frequency/Year: 156  
 Annual Total Labor Cost - CURRENT: \$58,500  
 Cost to Burnish 187,500 square feet (1x/Week – with Ultra Shield)  
 Labor: \$281 per Occurrence (18.8 hrs @ \$15.00/hr)  
 Frequency/Week: 1  
 Frequency/Year: 52  
 Annual Total Labor Cost – NEW: \$19,500



## Cost Analysis

### Stripping & Refinishing

Data Not Provided

### Weekly Maintenance/Burnishing (Based on 250,000 sf)

Previous / Current Frequency:	3 / 1
Previous cost to Maintain Floors:	\$58,500
Current cost to Maintain Floors:	\$19,500
\$ Savings:	\$39,000
% Savings:	66.7%

### Scrub & Recoat (Based on 100,000 sf)

Previous / Current Annual Frequency	3-4 / 2
Previous Frequency annual cost:	\$3,300
Current Frequency annual cost:	\$1,886
\$ Savings:	\$1,414
% Savings	43.9%

### Summary:

According to the facility Manager, immediately upon use, the facility was able to reduce the burnishing frequency from 3x to 1x per week while enhancing the floor's appearance. Previously, recoating was done 3-4 times per year. At the time of this summary, already, one of those scrub and recoat cycles were able to be skipped as the floors did not require the previously scheduled maintenance. Durability has clearly been enhanced.