

Partner Spotlight

As part of our monthly newsletter Russ Parrish Consulting (RPC) will be highlighting companies that we share a relationship with and share the great things they are achieving.



Partner: Integrated Facilities Management (IFM) Consulting LLC

- Description: IFM provides consultation services specific to the Integrated Facilities Management industry, delivering practical, fit-for-purpose, and cost-effective solutions fully aligned with "best-fit" suppliers - Soft and hard services.
- Company Leader: Bruce Grawert
- Location: Decatur, Georgia
- Website: <https://www.ifmconsultingllc.com/>
- LinkedIn Site: <https://www.linkedin.com/company/ifm-consulting-llc/>
- RPC and Reliability Partnership – Cornerstone Foundational Resource for Facility Maintenance, Project Management, Reliability & Ops Support
- Company Synopsis
 - Expertise in Facilities Maintenance: IFM Consulting LLC utilizes extensive career experience to offer integrated facilities maintenance programs by applying effective supplier solutions. This ensures seamless delivery and unbeatable cost-effective efficiency in both soft and hard services, all from the perspective of a former supplier.
 - Comprehensive Soft-Service Support: Providing vital soft-service support for supply chain platforms, including janitorial services, food service, security, HVAC/refrigeration, electrical systems, generators, UPS, landscaping, snow removal, lifts, and repair & maintenance. This expertise is backed by the collaborative oversight of annual spend values exceeding \$40 billion.
 - A Practical Sourcing Perspective: A practitioner's insight into sourcing emphasizes supplier pricing, operational management, and performance enhancement actively developing internal and external narratives that highlight the value of strong supplier relationships and ensuring balanced solutions for all stakeholders.
 - Strategic Sourcing Initiatives: Support both soft and hard services through a supplier's lens, delivered practically while adhering to classic strategic sourcing elements i.e., 7 Steps of Procurement.
 - Focusing on Total Cost of Ownership (TCO): Effective sourcing programs prioritize Total Cost of Ownership, shifting away from the "securing three bids, taking the lowest price,

cross your fingers, and hoping for the best" strategy. Instead, IFM Consulting LLC focuses on managing strategic supplier relationships that are practical, definitive, and metric-based to ensure sustainable success.

- Core Services
 - IFM Consulting LLC offers a range of specialized services specific to the Integrated Facilities Management industry. Programs are designed to address the unique challenges faced by owned and occupied facilities, providing tailored and effective solutions
 - Virtual Support Services (VSS) – VSS are designed to support fully optimized supplier Solutions.
 - Supplier Evaluation – Enhance efficiency and cost effectiveness.
 - Custom Support Design – Design tailored facilities solutions.
 - Facility Review – Optimize your facility management support services.
- Cornerstone Project Description & Resources
 - Definition - The IFM Consulting LLC Cornerstone Project is a strategic initiative to align best-in-class suppliers and resources under a practical, transparent framework that delivers reliable, market-relevant solutions across all core facility service categories.
 - Foundational Suppliers
 - SBM Management Services
 - Janitorial / Janitorial Technology / Service Validation and Verification
 - Weathermatic
 - Landscape Water Management and Control Technology
 - Nalco
 - Water Treatment
 - CentiMark
 - Roofing
 - Allied Universal
 - Security and Security Technology
 - Miller Electric
 - Electrical Services and Pre-fabrication
 - ServPro
 - Disaster Recovery & Restoration
 - GDI (Canada and specific US markets)
 - Janitorial programming
 - Fooda
 - Onsite Food & Catering Programming
 - Corporate Care
 - Hard & Soft Floor Care Programming, Disaster Recovery, Special Projects

- FBG Facility Services
 - Janitorial
- Nobel Associates
 - Data-driven solutions, verification, and validation specific to snow / landscaping / security operations
- Comfort Systems USA
 - HVAC / Building Systems
- Red Coats
 - Janitorial Services
- Metro
 - Facility Solutions
- Izon Remote Monitoring
- Foundational Resources
 - Zita Slade
 - HR / HR Transitions
 - Ernie Jur
 - HVAC / Water Treatment
 - Dan Lenze
 - Procurement / Solutions Support
 - Russ Parrish Consulting
 - Facility Maintenance, Project Management, Reliability & Ops Support
 - John Ravaris
 - Business Development Strategy
 - Sweet Consulting Group
 - Grounds and snow management
 - Leading Edge
 - Sustainability
 - Bluebird Procurement
 - Resource expertise in vendor collaboration, procurement process, and supply chain optimization.