

Success Story:



QTS Data Center Makes a Strong First Impression

When QTS Regional Site Services Manager Keith Rigsby first connected with Environmental Enhancements, he was concerned about the attention to detail and quality of service he was getting from his current provider. "At QTS data centers, we are proud of the looks and esthetics of each of our facilities," he says, "and it's the landscaping that makes the facility look great or not-so-great."

Because a few of the QTS locations had slipped into the 'not-so-great' territory, Keith was open to a new solution. "Before Environmental Enhancements, we had trash and plants growing out of control," he says. "The grass was getting too high. In my eyes, these are things that should be handled by the lawn care provider without my having to suggest they correct it."

"We regularly evaluate our work with self-audits, the results of which get sent directly to our clients."

*- Fred Peratt,
Owner and President of Environmental Enhancements*

Environmental Enhancements was clearly a fit, as one of the company's core values is taking responsibility for client properties. "We make it our job to monitor properties and initiate service when we see issues," says Fred Peratt, Owner and President of Environmental Enhancements. "In fact, we regularly evaluate our work with self-audits, the results of which get sent directly to our clients." By conducting objective reviews of client properties, Environmental Enhancements can handle



problem areas quickly, make recommendations for enhancements, and keep the client apprised of property status at all times.

According to Keith, a new provider also had to be extremely responsive to keeping the grounds safe and clear for access to the building at all hours. "Snow removal is key to getting our essential personnel and our clients' essential personnel on site," he says. "Snow removal around the loading dock is key as well."

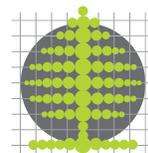
Since engaging Environmental Enhancements for landscape maintenance and snow services, Keith has been pleased with the results. "All is good," he says. "Fred is extremely responsive to any needs we have." Keith particularly appreciates how Environmental Enhancements creates a custom experience for their clients. "We always got pansies in the fall," says Keith. "But EE sends me selections of colors to choose from, which shows the difference in quality that EE offers."

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Initially engaged to take care of three QTS locations, Keith has now hired Environmental Enhancements to maintain a fourth. "The conditions and the quality of the landscape is a direct reflection on the landscaping company as well as QTS," Keith says.



Fred agrees. "We partner with our clients," says Fred, "because the quality of our work reflects on everybody involved."



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