

THE OHIO STATE UNIVERSITY

EXPANDED SERVICE OFFERINGS STRENGTHEN RELATIONSHIPS.

With the market presence of a municipality, a leading Midwestern university deepens its relationship with Air Force One as the company expands its service offerings to create a one stop for multi-facility equipment needs.

As universities across the nation continue to look for ways to trim budgets, consolidated vendor lists have come to be expected by operations managers. In years passed, the number of service providers could run into the triple digits, but now the ranks are being trimmed, and in order to be included on these shortened lists service providers must adapt to accommodate a wide range of capabilities.

Whether construction, equipment installation, data environment management, backflow certification, fire damper testing or duct work, providing a more comprehensive and holistic solution is key to satisfying customer's new operational strategies.

Delivering capabilities that create a one-stop shop for large universities with multi-facility and brand location campuses, Air Force One has built strong relationships in higher education. In the process, it has also become a trusted advisor and partner to the many university engineers, architects and project managers with whom members of our team interact on a near-daily basis.

Having overcome a perception of limited service offerings, Air Force One is working to deliver optimal performance to university medical centers, athletic facilities, academic and administrative buildings at centralized campuses and distributed, brand locations.

Persistent delivery of unparalleled service has helped Air Force One beat out companies that have been part of a large cast of vendors for decades. Now, because of their one stop offering, relentless customer service and the trust built as a result of that fulfilment, they can count themselves as one of the few.

