

REQUEST FOR PROOSALS FOR JANITORIAL SERVICES - TABULATION

	<b>Service 1st Maintenance</b>	<b>Elite Maintenance</b>	<b>Giant Janitorial Service, Inc.</b>	<b>Road Runr</b>
		Troy, MI/Elk Grove, IL	Detroit, MI	Pontiac, MI
Years in Business	22 years	12 years	37 years	28 years
Full Time Employees	20 full time	300 full time	70 full time	55 full time
Part Time Employees	30 part time	250 part time	100 part time	50 part time
Exp and Financial Capability	Yes	Yes	Yes	Yes
Staff Assignment	Mgmt Assigned	Mgmt Assigned	Mgmt Assigned	Mgmt Assigned
Pt of Contact Assigned	Trainer/Supervisor (7 yrs exp)	Branch Manager (22 yrs exp)	CEO (37 yrs exp)	Area Mgr (8 yrs exp)
Number of Current Customers	35 customers	10 - 15 customers	15 customers	8 local municipalities
Timeline to Start Work	30 days	2 weeks	1-Apr-04	30 days
Response Time: No Shows	1 hour	1/2 hour	1 - 3 hours	2 hours
Response Time: Incom Cleaning	6 hours	1 hour	4 hours	24 hours
Response Time: Empl Problem	6 hours	1/2 hour	1 - 2 hours	Immediate
Subcontractors	None	Window Cleaning	To be determined later	None
Methodology	Yes	Yes	Yes	Yes
Training	On-site training by supervisors	Classrm/on-site training Mgmt Training by consultant and industry assns	Equipment, Safety, MSDS, asbestos detection, blood pathogens	Security, Safety, OSHA, Blood borne pathogens, MSDS, Recurrent Training Hands on/Video
Language/Reading Barriers	No Answer	Video versions of training in Spanish	Company will offer assistance	Addressed through training Never been a problem
Safety Program	Employee Handbook (includes safety) attached	Initial and on-going training OSHA, Hazard Communication	Safety Manual attached	Safety Manual & training
Certified Trainer	Yes	Yes	Yes	Yes
Training Certificates	Yes	Yes	Yes	Yes
Bankruptcy/Reorganization	No	No	No	No
Financial Statement	No	Yes	No	Yes
Five Advantages to RH	Superb communication Excellent response to problems Excellent follow up to concerns	Technology Management Experience Quality Assurance	Exp in Pontiac & Royal Oak Experience/Supervision Training Communication w/ bldg mgrs	Pontiac Main Office Location Experience w/ municipalities Mgmt comm & response to cust Day staff for call-offs & reqs

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			Training/Safety		Timely responses to concerns		Strong org structure for lg contr.	
References	Amp Industries		Village of Orland Park		City of Royal Oak		City of Pontiac	
	Notre Dame Prep		Village of Roselle		City of Pontiac		City of Troy	
	Hayes-Lemmerz		Village of Vernon Hills		Wayne Cty Comm College Dist		Waterford Township	
	Lutheran North High School		LSG Skycheffs/ Detroit		Severn Properties		GM Worldwide Facilities	
	Harrison Township		Grand Rapids Bldg Services, GR		Nevdeck Building		Pontiac Silverdome	
Costs:								
City Hall	\$5360/MO \$64,320/YR		\$ 953/MO \$11,436/YR		\$4900/MO \$58,800/YR		\$5020/MO \$60,240/YR	
DPS	\$1380/MO \$16,560/YR		\$ 490/MO \$ 5,800/YR		\$1475/MO \$17,700/YR		\$1420/MO \$17,040/YR	
Museum	\$1300/MO \$15,600/YR		\$1214/MO \$14,568/YR		\$1475/MO \$17,700/YR		\$1395/MO \$16,740/YR	
EEC	\$ 600/MO \$ 7,200/YR		\$ 490/MO \$ 5,880/YR		\$ 600/MO \$ 7,200/YR		\$ 500/MO \$ 6,000/YR	
Precinct 5	\$400/MO \$ 4,800/YR		\$ 490/MO \$ 5,880/YR		\$ 450/MO \$ 5,400/YR		\$ 500/MO \$ 6,000/YR	
Bundled for All Facilities	\$9040/MO \$108,480/YR		\$3637/MO \$43,644/YR		\$8100/MO \$97,200/YR		\$8835/MO \$106,020/YR	
					(Discount of \$9600 for bundled)			
Vinyl Tile Floors	\$.30 per sq ft		\$.12 per sq ft		\$.10 per sq ft		\$.30 per sq ft	
Wood Floors	\$.30 per sq ft		\$.12 per sq ft		\$.12 per sq ft		\$1.45 per sq ft	
Ceramic Floors	\$.20 per sq ft		\$.12 per sq ft		\$.12 per sq ft		\$.20 per sq ft	
Additional Month rate	\$16/hr		\$12.48/hr		\$0		\$14.25/hr	
Over Time Rate	\$20/hr over 8 hrs per employee		\$18/hr over 40 hrs/weekend wk		\$16.95/hr over normal hours		\$21.40/hr more than 8 hrs/day	
Double Time Rate	\$25/hr - holidays		\$24/hr Sunday and holidays		\$0		\$28.50/hr over 12/day,55/wk,	
							Sun & holidays	
Exceptions	None		None		None		None	
					Math calculation error			