

REQUEST FOR PROPOSALS FOR JANITORIAL SERVICES

PROPOSAL TABULATION

NAME ADDRESS	SABER BUILDING SERVICES ROCHESTER, MI	RKS Commerce, MI	Marty Hoti Hotil Troy, MI	AYS Facilities Maintenance Flint/Spring Lake, MI	Kristel Cleaning, Inc. Macomb, MI
Years in Business	28 years	9 yrs	5 yrs	19 yrs	7 yrs
Years Providing Janitorial Services	28 years	9 yrs	5 yrs	19 yrs	7 yrs
Full Time Employees	28 full time	20-25 full time	15-20 full time	82 full time	13 full time
Part Time Employees	53 part time	10-15 part time	5-10 part time	96 part time	25 part time
Experience	Services to commercial, retail, manuf and educational facilities. Consistant growth, well-respected janitorial service provider. EMR rating is 2007- .81, 2006- .84, 2005- .84	Larger projects w/ renewed contracts. Manpower to complete project. Professionals, highly trained, supervised by supervisors w/ 5-10 years experience	Many project w/ big and small scale. All completed sucessfully	In business 19 yrs and perform services statewide	Family owned; dedicated to honesty and hard work, experience w/ municipal bldgs, strong financial capability
Staff Assigned to Rochester Hills	President - 15 yr Operations Mgr 10 yrs Area Manager 12 yrs	Supervisor 9 yrs 4 janitors 9 yrs 1 janitor 7 yrs 2 janitors 8 yrs	Janitor 10 yrs, Supervisor 10 yrs, Janitor-Supervisor 10 yrs, Janitor 5 yrs Janitor 5 years, Janitor 5 yrs, Janitor 10 yrs, Janitor 6 yrs specializes in residential cleaning	Division Mgr 6 yrs; Area Mgr 4 yrs; Lead Cleaning Tech TBA, Cleaning Technician - 4 TBA	Janitor 5 yrs, Janitor 3 yrs, Janitor 7 yrs, Janitor 3 yrs, Supervisor 8 yrs, Area Mgr 8 yrs Office Manager 13 yrs
Point of Contact/Supervisor	Operations Manager	Supervisor (2)	Supervisor	Lead Cleaning Technician Area Manager	Business Owner and Office Manager
Number of customers currently serviced w/ same type of services	27	12	6 accounts and growing	In excess of 100	19 accounts
Client References	Oakland County IT Facility, Waterford Continental Teves, Auburn Hills Brose, Auburn Hills Cooper Standard, Auburn Hills Valeo Electrical Systems, Auburn Hills Frank Rewold & Son, Rochester	Isreal Baptist Church, Detroit Haggerty Office Ctr Bluestar Family Restaurant Chain	Albanian American Club Albanian TV Mezzaluna Restaurant Imperial House Banquet Center Direct Financial Mortgage Mega Restaurant	Genesee County Bldgs (14) - Flint Muskegon County Bldgs (14) City of Grand Blanc Fenton Twp Offices Flint Public Library	Clinton Twp Macomb Twp Waterford Twp Key Safety Systems - Sterling Heights Romeo District Library
Available to begin work	Immediately/2 to 4 weeks	Immediately	ASAP	2 weeks - as needed	30 days
Response Time: No Shows	1 hour	1 hour	1 hour	1 hour	1 hour
Response Time: Incomplete Cleaning	1 hour	1 hour	2 hours	1 hour	1 hour
Response Time: Employee Problems	1 hour	1 hour	1 hour	1 hour	1 hour

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NAME	SABER BUILDING SERVICES	RKS	Marty Hoti Hotil	AYS Facilities Maintenance	Kristel Cleaning, Inc.
ADDRESS	ROCHESTER, MI	Commerce, MI	Troy, MI	Flint/Spring Lake, MI	Macomb, MI
Subcontractors	Lake State Cleaning-window cleaning	None	None	None	None
Work Plan	3 employees assigned will be trained in their office and then in existing accts. Tour facilities to familiarize employees w/ areas. At start each employee will have a trainer until job performed correctly. Employee job performance is constantly monitored	2 crew members do bathrooms, 1 crew member empty trash, 2 crew members vacuum, 2 crew members sweep and mop, 1 supervisor quality control	Team work, punctuality, efficiency, effectiveness	Place help wanted ad in local paper; Interviews, bkgd ck, finger prints, training program, uniforms, on the job training. Div Mgr, Area Mgr & City mtg.	Start w/ Precinct 5, move to EEC, and lastly finish at City Hall.
Training Provided to Employees	Safety, chemical awareness, equipment usage training, one-on-one person training on site; on-going safety and performance reviews	HP Products supplier training	HP Products hands on technical training for supervisors, machine operators and selected employees	Orientation and documented training - blood borne pathogen & asbestos	Interview, orientation, job training
Support for employees w/ language barriers or reading challenged	Language barriers receive personal lands on training until able to perform	Most english speaking; supervisor present. Experience to be pleasant	Employees are language competent	Illustrations and written directions	Never had a problem in this area
Safety Program	No written safety program. In-house training w/ DVD presentations. New employees on the job training	In depth safety manual - all employees are trained	Copy provided is awarded	Safety Program, Orientation checklist, Hazard Communication Policy	Employees briefed upon safety issues prior to starting a new job per OSHA guidelines or as necessary. Written policy
Safety training by certified trainer	No	Yes	Yes	Yes	Yes
Safety certificates	No	Yes	Yes	Yes	Yes
Bankruptcy or re-organization financially	No	No	No	No	No
Provided financial statement	Yes	No	No	No	No
Five Advantages to Company	Dependable Quality Service Experience & Knowledge of Industry Communication w/ cust driven inspection Low employee turnover rate EMR rating of .81, .84, .84 past 3 yrs	Long established co.-Quality Job 1 Efficient highly trained crew Enough employees to handle project Back-up employees if emergency Punctual-all ways on time	Team Work Efficiency Effectiveness Punctuality Professionalism - customer first	Relationship Quality of Service Excellent Trained Mgmt & Employees Knowledge of Green Cleaning Professionalism	Family Owned & Operated Business Rates & bids are unbeatable Primary goal is customer satisfaction Dedicated to honesty and hard work Produces high quality work unmatched in industry
Insurance Requirements	Yes			Yes	Yes

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ADDRESS	ROCHESTER, MI		Commerce, MI		Troy, MI		Flint/Spring Lake, MI		Macomb, MI	
<b>COST PROPOSAL:</b>										
City Hall	\$3640/mo	\$43,680/yr	\$11,760/mo	\$141,120/yr	40.000/mo	168.000/yr	\$4297/mo	\$51,564/yr	\$3750/mo	\$45,000/yr
Environmental Education Building	\$433.33/mo	\$5199.96/yr	\$600/mo	\$7,200/yr	800/mo	9.600/yr	\$331/mo	\$3,972/yr	\$280/mo	\$3360/yr
Precinct #5	\$433.33/mo	\$5199.96/yr	\$500/mo	\$6,000/yr	600/mo	7200/yr	\$414/mo	\$4,968/yr	\$220/mo	\$2640/yr
Total	\$4506.66/mo	\$54,079.92	\$12,860/mo	\$154,320/yr			\$5042/mo	\$60,504/yr	\$4250/mo	\$51,000/yr
Bundled	\$4506.66/mo	\$54,079.92	\$12,860/mo	\$154,320/yr	15.400/mo	184.800/yr	\$5042/mo	\$60,504/yr	\$4250/mo	\$51,000/yr
On-Call Services: DPS/Garage	\$20/hr x 6 = \$120		\$21/hr		\$25/hr		\$15/hr		\$13/hr x 3 hrs = \$39	
Vinyl Tile Floors	\$.15 sf \$50 minimum		\$.15 sf		\$.20 sf		\$.20 sf		\$.14 sf	
Ceramic Floors	\$.15 sf \$50 minimum		\$.20 sf		\$.25 sf		\$.15 sf		\$.14 sf	
Additional Janitorial Assistance	Yes		Yes		Yes		Yes		Yes	
Additional Cost to monthly rate	Yes		No		No		Yes		Yes	
Hourly costs to monthly rate	\$35/hr emerg M-S \$65/hr emg Sun/Hol						\$15/hr		\$13/hr	
Overtime Rates Charged	Over 40 hours		Over 40 hrs per week		40 plus hours a week					
Overtime Rate	\$28.50		\$13.50/hr		\$12.50/hr		\$22.50/hr		\$17/hr	
Doubletime Rates Charged	Sun/Holidays		Never		Never		Christmas, Easter, Thanksgiving			
Doubletime Rate	\$60.00						\$30/hr		\$26/hr	
Exceptions:	None		None Listed		None Listed		Does not bond employees; 3rd Party Dishonesty provided		None Listed	

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NAME ADDRESS	Alba & T-M Cleaning Inc. Northville, MI	Clean Rite Janitorial Commerce Twp, MI	24/7/365 Building Services Oak Park, MI	Pro Image Facility Services Inc. Redford, MI	Professional Maintenance of MI, Inc. Grand Rapids, MI
Years in Business	10 yrs	18 yrs	35 yrs	5 yrs	25 yrs
Years Providing Janitorial Services	10 yrs	18 yrs	35 yrs	5 yrs	25 yrs
Full Time Employees	8 full time	4 full time	4 full time	7 full time	200 full time
Part Time Employees	10 part time	47 part time	32 part time	16 part time	50 part time
Experience	Any kind of service; consider every customer a lifetime partner. Have provided service at Marquette Bldg in downtown Detroit for 6 years including offices of Debbie Stabenaw & Atty Grievance Comm. Honest, Reliable, Hard Working	Strong financial company w/ no outstanding debts. Insured by A rated ins co.	Troy 8 yrs/Clawson 4 yrs. Commitment & dedication to fulfill obligations Financial ability	Conservative financially. Improve customer service, on-going cleaning, emphasis on quality and reliable services at competitive prices. Cell phones 7 x 24 in event of customer emergency	Woman owned business; secure financial stability and support from corporate office Professional Maintenance USA
Staff Assigned to Rochester Hills	Will provide upon award	Regular crew to be determined	President 35 yrs Administrator 25 yrs Vice President 15 yrs Vice President Operations 10 yrs		Consultant 30 yrs, Operations 25 yrs, VP 25 yrs, HR 10 yrs, Regional Account 20 yrs, Supervisor, Janitors
Point of Contact/Supervisor	Owner - 10 yrs	Supervisor and on site supervisor	Vice President Operations	Operations Supervisor	Operations Supervisor
Number of customers currently serviced w/ same type of services	3 municipal bldgs in City of Madison Heights	Over 20	35 facilities	23 customers	40 customers, hosp, schools, banks, and govt.
Client References	EMU - Physical Plant Building Helicon Holdings-Detroit Warren Consolidated Schools Madison Heights: 43rd District Ct, Senior Ctr, DPS	Visteon Corporation Kirco Mgmt Services Apollo Management Hillel Day School David M. Tisdale & Co.	Detroit Precision Hommel-Rochester MSX International - Warren YMCA Warren/Mt Clemens Barton Malow - Southfield Brass Craft - Novi	No public sector clients Facility Eng & Construction Detroit Medical Ctr St John Health - Detroit Dearborn VIII Comm Credit Union Central Watt - Redford MaComb Physicians Group-Warren	Signature Assoc - GR Waters Corp - GR Design Plus - GR Trust Building - GR West Michigan Heart - GR
Available to begin work	When needed - 2 weeks	2 weeks	14 days	10 days	2 weeks from award
Response Time: No Shows	1 hour	1 hour	1 hr	.75 hrs	1 hr
Response Time: Incomplete Cleaning	1 hour	1/2 hour	1 hr	2 hrs	1 hr
Response Time: Employee Problems	1 hour	1/2 hour	1 hr	1 hr	1 hr

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NAME ADDRESS	Alba & T-M Cleaning inc. Northville, Mi	Clean Rite Janitorial Commerce Twp, MI	24/7/365 Building Services Oak Park, MI	Pro Image Facility Services Inc. Redford, MI	Professional Maintenance of MI, Inc. Grand Rapids, MI
Subcontractors	None	None	Three individuals listed	Detroit Specialty Cleaning for high rise window cleaning only	None
Work Plan	Site visit w/ point of contact from customer; tour facility w/ crew; scheduling, perform wk, high standards to each area, train crew, complaint book where customer can write issues.	3 employees assigned to CH, one on-site supervisor. After CH is serviced satisfactorily, 2 of crew will service 2 out buildings. If additional services crew will remain in tact and be assisted by owner. Company owner willk make nightly visits & pop inspections	Goal is customer satisfaction. Safety and training policies taught to every employee. Upon hire intense training program and hands on approach. Employee Manual	Develop a job description for cleaning facility and individual cleaning specialist's job descriptions. Job inspections on going. Finalize job descriptions after meeting w/ City	Team cleaning system, clear cut responsibilities/QA, cust generated grade card, site mobilization, supervisor/ 3 full time custodians, standard operating sequences and instructions
Training Provided to Employees	One month each night training	Majority of employees prior janitorial experience. On job training by company principal, audio/visual training related to scope of work	2 hands on trainings & cleaning test. Area supervisor assigned to new accts. Custodians educated in all policies & procedures in manual.	On going training DVDs & VCRs, less exp employee works w/ more exp employee, articles & materials, classroom training	Environmental principles, recycling, hazcom, OSHA, MSDA, forms provided. In-service training for supervisory, initial orientation, on-site training, personalized perf feedback
Support for employees w/ language barriers or reading challenged	Never a problem	NA	Designated field supervisors to interpret	Most speak English	All employees required to speak fluent English & have reading skills
Safety Program	No written policy. Based on each account, hands on training	Standard OSHA & MIOSHA literature guidelines provided. Employees provided w/ Workman's Comp literature	Part of Employee Manual	Safety on going primary focus for co. stress safety daily, safety orientation, safety toolbox talks once a wk. Safety workplace tapes	Safety Program provided
Safety training by certified trainer	No	No	Yes	Yes	No, unless special equipment
Safety certificates	No	Yes, if requested	Yes	Yes	Yes
Bankruptcy or re-organization financially	No	No	No	No	No
Provided financial statement	Yes	No	Yes	No	No
Five Advantages to Company	Low cost because family-owned Honest hard working crew Fully insured bonded Long time customer contracts	Combined 42 yrs experience of owners Lg pool of employees to draw from Serviced facilities in excess 600,000sf Owners residence 10 min from CH	35 years experience Top notch Quality Control Program Incentive Bonus Program Quality w/ consistency	Treat employees fairly Commitment to quality Experience Responsiveness	On site supervisor 25 yrs janitorial services Green clean (LEED) certificate Employee training program for
	24 hr response, every night quality control	Prev muni experience in Oak Park	Family owned Christian based co.	Price	quality and safety Corporate Support Services
Insurance Requirements	Yes	Yes	Yes	Yes	Yes

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NAME	Alba & T-M Cleaning Inc.	Clean Rite Janitorial	24/7/365 Building Services	Pro Image Facility Services Inc.	Professional Maintenance of MI, Inc.
ADDRESS	Northville, MI	Commerce Twp, MI	Oak Park, MI	Redford, MI	Grand Rapids, MI
<b>COST PROPOSAL:</b>					
City Hall	\$4095/mo \$49,240/yr	\$3285/mo \$39,420/yr	\$4495/mo \$53,940/yr	\$4655/mo \$55,728/yr	\$4688/mo \$56,256/yr
Environmental Education Building	\$286/mo \$3432/yr	\$305/mo \$3,660/yr	\$505/mo \$6060/yr	\$378/mo \$4536/yr	\$250/mo \$3,000/yr
Precinct #5	\$295/mo \$3540/yr	\$195/mo \$2,340/yr	\$405/mo \$4860/yr	\$344/mo \$4128/yr	\$227/mo \$2724/yr
Total	\$4676/mo \$56,112/yr	\$3,785/mo \$45,420/yr	\$5405/mo \$64,860/yr	\$5366/mo \$64,392/yr	\$5,165/mo \$61,980/yr
Bundled	\$4676/mo \$56,112/yr	\$3,785/mo \$45,420/yr	\$5405/mo \$64,860/yr	\$5098/mo \$61,172.40/yr	\$5,165/mo \$61,980/yr
On-Call Services: DPS/Garage	\$13/hr x 4 = \$52	\$12.75/hr x 4.5 = \$57.38	\$14.17/hr	*Bundled is discounted \$16.00/hr x 5.5 = \$88	\$15.92/hr x 93 hrs monthly=\$1480.56
Vinyl Tile Floors	\$28 sf	\$ .17 sf	\$ .26 sf	\$ .18 sf	\$ .35 sf
Ceramic Floors	\$15 sf	\$ .12 sf	\$ .21 sf	\$ .14 sf	\$ .25 sf
Additional Janitorial Assistance	Yes	Yes	Yes	Yes	Yes
Additional Cost to monthly rate	No	Yes	Yes	It depends	No
Hourly costs to monthly rate		\$12.75/hr	\$14.17/hr	\$16/hr	
Overtime Rates Charged		Sundays	Over 40 hrs	Over 40 hrs	Over 40 hrs
Overtime Rate	No OT rates	\$19.15/hr	\$21.25/hr	\$24/hr	\$15.92/hr
Doubletime Rates Charged		Labor Day, Transgv, Christmas, Nw Yr	NA	Scheduled holiday	Holidays
Doubletime Rate	No DT rates	\$25.50/hr		\$32/hr	\$21/hr
Exceptions:	None	None Listed	None	No Exceptions	None

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PROPOSAL TABULATION

NAME ADDRESS	Down River Cleaning Wyandotte, MI	Sunset Maintenance Waterford, MI	A&A Cleaning Services Detroit, MI	BGTG Janitorial Lansing, MI	Thundermop Maintenance Co Waterford, MI
Years in Business	67 yrs	35 yrs	1 yr	7 months	31 yrs
Years Providing Janitorial Services	67 yrs	35 yrs	1 yr	7 months	31 yrs
Full Time Employees	13 full time	12 full time	5 full time	3 full time	
Part Time Employees	161 part time	22 part time	4 part time	1 part time	63 part time
Experience	Owns and maintains all of its equipment. Debt free company.	Worked for municipalities for 25 yrs. Janitorial services for facilities over 150,000 sf including YMCA's, sports arenas and large municipalities. Financially sound company.	Employees have over 50 yrs cleaning experience		3 yrs maintaining RH facilities and 11 yrs at Oakland County facilities. Oakland Schools new contract. Sound company with no debt.
Staff Assigned to Rochester Hills	VP 20 yrs VP 20 yrs Trainer 15 yrs QC 10 yrs	President 35 yrs, VP 11 yrs, Gen Mgr 13 yrs, Team Leader 10 yrs, Crew Leader 11 yrs, Custodian 4 yrs, Custodian 2 yrs.	Cleaning specialist 12 yrs Cleaning specialist supervisor 15 yrs Specialist 13 yrs Specialist 11 yrs	Owner 5 yrs, Co-Owner 2 yrs, Supervisor 1.5 yrs, Laborer 1 yr.	Operations Mgr 25 yrs Supervisor 9 yrs, 2 janitors 12 yrs, Janitor 5 yrs, Janitor 2 yrs, Floor Tech 38 yrs, Sub/Floor Tech - 10 yrs.
Point of Contact/Supervisor	VP - over 20 yrs exp-oversee day-to day and start up contract	General Manager 13 yrs exp.	Cleaning Specialist Supervisor 15 yrs	Owner 5 yrs	Supervisor 9 yrs
Number of customers currently serviced w/ same type of services	87 facilities, 17 are municipalities	35 regular monthly customers; over 100 occasional or on-call customers	2 customers	2 residential facilities; subcontracted firm for another	36 customers; some with multiple locations (Oakland County 21 fac)
Client References	Ann Arbor Trans Authority-Ann Arbor City of Grosse Ile City of Lincoln Park City of Taylor City of Woodhaven City of Trenton City of Wyandotte	City of Rochester Village of Beverly Hills City of Wixom Dunham's At Leisure Corp-Waterford First Baptist Church-Birmingham	City of Dearborn Urban Legacy Investments	Lindsay's Cleaning Logistics - Battle Creek Linda Kemp - Lansing Lorne Daniels - Lansing Tony Stone - Lansing	Oakland County Oakland Schools Burton/Share-Bingham Farms Detroit Lions, Inc. -Allen Park Federal Aviation Admin-Waterford
Available to begin work	Immediately	2 weeks notice	2 weeks	Immediately	Start day after current contract ends
Response Time: No Shows	1 hr	1 hr	1-2 hrs	1.5 hrs	1 hr
Response Time: Incomplete Cleaning	1 hr	1 hr	1-2 hrs	1.5 hrs	1 hr
Response Time: Employee Problems	1 hr	1 hr	1-2 hrs	1.5 hrs	1 hr

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NAME ADDRESS	Down River Cleaning Wyandotte, MI	Sunset Maintenance Waterford, MI	A&A Cleaning Services Detroit, MI	BGTG Janitorial Lansing, MI	Thundermop Maintenance Co Waterford, MI
Subcontractors	None	None	None	None	Gary's Carpet Cleaning; Professional Window Cleaner, Inc.
Work Plan	Mtg w/ City. Job description for cleaning, training, ck duties, issues, consistent hrs of operation, regular inspections by QA, responsible to correct deficiencies, check lists provided, CH-5 emp 5 days 3 hrs EEC 1 emp 5 days 1 hr; Prec 5 1 emp 5 days 1 hr.	Pro Active Team Approach based on performance. Provides clients best results, check lists provided w/ a goal for completion. Team Leaders check work for satisfactory performance.	Determine most efficient & effective way to accomplish task to maintain clean work environment by updating client of observations to improve services. Encourage opportunities for City feedback. Goal to accomplish requests and City's success	Internal controls for quality job; criminal bkgrd cks, training-classrm, orientation on the job, cleanliness standard, dress code, safety, emergency, QA-weekly e-mails, complaints addressed	Continue with current plan at RH. Continue with 4 janitors at CH; use Sheriff's day porter at EEC and one of CH janitors at Precinct Building late at night
Training Provided to Employees	Each employee receives MSDA training, blood borne pathogen training, 3-day on site training, daily training & oversight by supervisor	On site training by qualified staff; computer and video training for specific duties. Classes through Oakland Co Health Dept for blood borne pathogens, asbestos awareness training through EMU	Previous experience coupled with on the job training at specific locations	On the job; classroom training	Short orientation w/ operations mgr or owner, Outline admin matters, expectations regarding performance, safety and training. On site training by supervisor. Supervisor works side by side until competent
Support for employees w/ language barriers or reading challenged	WC speaks 5 languages, audio tapes, labels are standard	Individual support. Certified teacher	No language barriers or reading challenges	All employees speak english and are literate	Never had language barrier problem; reading challenged supervisor assist.
Safety Program	MSDA and blood borne training. Supervisor inspects materials and equipment bi-weekly for safety issues	Hazard Communication Standards - Complete policy provided includes OSHA and bloodborne pathogens	No written policy - observe OSHA standards	OSHA and MIOSHA guidelines Prevention through education - safety health, MSDA labels	No written program; expose all employees to gen practices as use of masks, rubber gloves, MSDA sheets, lifting, caution signs.
Safety training by certified trainer	No- same trainer last 5 yrs	Yes	No	Yes	No
Safety certificates	No - MSDA tag	Yes	No	Yes	No
Bankruptcy or re-organization financially	No	No	No	No	No
Provided financial statement	Yes	No	No	No	No
Five Advantages to Company	67 yrs exp/family owned & operated Extensive exp w/ municipalites No subcontractors Response time is immediate Outstanding safety record w/ MOD rate of .77	Experience - 35 yrs in business Fast response to requests & problems Prof operation-college educated staff Dedicated Mgmt team Personalized service-phone answered 24/7 90% by a human - call backs less than 1 hr.	Janitorial Exp & Quality Commitment Customer Services Provided to Client Hands-on owner participation Immediate response to any issue Maintain dependable employee base	No other contracts-City 1st priority Thoroughness will be assumed Jobs completed timely-3 jobs not completed-10% refund Communications bet City official and owner Work performed by owner, so lower price for service	3 yrs proven quality, dependable and trouble free service 10 yrs muni serv w/ Oakland County Proven quality substitutes-DPS/Gar Response time less than one hour Excellent communication between respective staffs at point of service
Insurance Requirements	Yes	Yes	Yes		Yes

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<b>COST PROPOSAL:</b>					
City Hall	\$4343.80/mo    \$52,125.57/yr	\$3960/mo    \$47,520/yr	\$4805/mo    \$57,660/yr	\$4355/mo    \$52,260/yr	\$4399/mo    \$52,788/yr
Environmental Education Building	\$314.25/mo    \$3,770.94	\$220/mo    \$2640/yr	\$392/mo    \$4704/yr	\$233.09/mo    \$2797/yr	\$301/mo    \$3612/yr
Precinct #5	\$314.25/mo    \$3,770.94	\$250/mo    \$3000/yr	\$297/mo    \$3564/yr	\$97.50/mo    \$1170/yr	\$341.55/mo    \$4098.60/yr
Total	\$4972.30/mo    \$59,667.45/yr	\$4430/mo    \$53,160/yr	\$5494/mo    \$65,928/yr	\$4,685.59/mo    \$56,227.08/yr	\$5041.55/mo    \$60,498.60/yr
Bundled	\$4972.30/mo    \$59,667.45/yr	\$4430/mo    \$53,160/yr	\$5417/mo    \$65,004/yr	\$4,685.59/mo    \$56,227.08/yr	\$5041.55/mo    \$60,498.60/yr
			*Discounted		
On-Call Services: DPS/Garage	\$16.39/hr x 4 hrs = \$65.56	\$14.50/hr x 3 = \$43.50	\$15.75/hr x 5.5 = \$86.63	\$12.00/hr	\$15/hr x 7 hrs = \$105
Vinyl Tile Floors	\$.25 sf	\$.15 sf	\$.14 sf	\$.085 sf	\$.16 sf
Ceramic Floors	\$.15 sf	\$.10 sf	\$.14 sf	\$.095 sf	\$.18 sf
Additional Janitorial Assistance	Yes	Yes	Yes	Yes	Yes
Additional Cost to monthly rate	Yes	No	Yes	No	Yes
Hourly costs to monthly rate	\$16.39/hr		\$15.75/hr		\$35/hr for emg/\$15/hr fill-in or temp
Overtime Rates Charged	Over 40 hrs. Weekend coverage	After 40 hr in one week	Over 40 hours	Holiday or after 1:15 A.M.	After 40 hrs per wk
Overtime Rate	\$22.69/hr	\$21.75/hr	\$23.63/hr	\$15/hr	\$22.50/hr
Doubletime Rates Charged	NA	Working on a holiday	Sundays, Holidays	NA	Emerg Sat, Sun or Holidays
Doubletime Rate		\$29/hr	\$31.50/hr		\$70/hr per employee
Exceptions:	NA	None	None	NA	Yr 2-CH: \$4486.98/mo \$53,843.76/yr 2% increase
					Yr 3-CH: \$4531.85/mo \$54,382.20/yr 1% increase

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NAME ADDRESS	Beverly's Janitorial & Maid Service Southfield, MI	Sterling Cleaning Services, Inc Troy, MI	Clean Net of Gr Michigan, Inc Troy, MI	Sankofa Housing Detroit, MI	Cleaning Desire Walled Lake
Years in Business	14 yrs	20 yrs	20 yrs	2 yrs	7 yrs
Years Providing Janitorial Services	14 yrs	20 yrs	20 yrs	2 yrs	7 yrs
Full Time Employees		70 full time	12 full time	6 full time	8 full time
Part Time Employees		120 part time	250 active franchise owners	4 part time	12 part time
Experience	In business 14 yrs, dedicated to quality work, know what they are doing highly competent staff, team players, one goal to give quality work and satisfied customers, professional; bad work is not an option	Service millions of square feet on a nightly basis. Hire best people in industry. Bkgrd cks/random drug screening. Owns 15,000 sf office/warehouse in Troy	National company generating over \$70 million annually, 18 offices in US. Quality people, best work force is priority, certified & fully trained personnel	Multiple municipal contracts, understand importance of public service bldg appearance. Focus is always on first impressions. Company able to handle everything needed for this contract, ins, bonds, etc.	40 yrs customer service exp, staffing & quality issues handled immediately. Prof trained crew members, uniformed, bonded and insured. Uses latest and most innovation cleaning techniques, improve efficiencies, latest software to maximize profitability
Staff Assigned to Rochester Hills	Crew Leader 6 yrs; Custodian 5 yrs Custodian 4 yrs, Custodian 4 yrs, Custodian 2 yrs	President 21 yrs Vice President 13 yrs Operations Gen Mgr 11 yrs Several site mgrs 3-10 yrs	Regional Director Quality Control Supervisor	Supervisor 15 yrs, Supervisor 5 yrs, Laborer 4 yrs, Laborer 6 yrs, Laborer 3 yrs, Laborer 8 yrs	Crew members to be assigned by mgmt.
Point of Contact/Supervisor	Supervisor	Several people will probably be involved in the contract	Quality Control Supervisor	Supervisor 15 yrs	Supervisor 7 yrs commercial & res.
Number of customers currently serviced w/ same type of services		100 plus	600 accounts each month	3 customers w/ this type of service	30 customers
Client References	Manhattan - Southfield Comerica Banks - Detroit Sure-Pay Tax & Accounting, Inc.-Det Bridgewater Interiors, Inc. - Detroit Coca-Cola Ent-Detroit	St Bede Catholic School - Southfield Cancer & Transplant - RH Acorn Kitchen & Bath - Pontiac Scott Specialty Gases - Troy Bank One - Waterford	City of Madison Heights Fed Ex - Clinton Twp Commercial Steel Treating - Mad Hghts Ajax Tocco Magnethermic-Mad Hghts Prince of Glory Lutheran Church - Mad Hghts	Wayne County Commercial Work Group Chilis Restaurant-Southfield On The Border-Auburn Hills Detroit Quality Homes	Bridgewater Apt Homes - Clarkston Christ Presbyterian Church- Southfd Investaid Corp - Southfield Main N Royal Oak - Royal Oak Schreiner LabelTech - Southfield
Available to begin work		7 - 10 days	7 days	48 hours	14 days
Response Time: No Shows		1-2 hrs	90 min	1/2 hr	1 hr
Response Time: Incomplete Cleaning		1-2 hrs	90 min	1/2 hr	1 hr
Response Time: Employee Problems		1-2 hrs	90 min	1/2 hr	1 hr

REQUEST FOR PROPOSALS FOR JANITORIAL SERVICES

PROPOSAL TABULATION

NAME ADDRESS	Beverly's Janitorial & Maid Service Southfield, MI	Sterling Cleaning Services, Inc Troy, MI	Clean Net of Gr Michigan, Inc Troy, MI	Sankofa Housing Detroit, MI	Cleaning Desire Walled Lake
Subcontractors		All in house	No subcontractors	None	None
Work Plan	5 staff w/ working supervisor. At CH: 1 working supervisor 6hrs/day/ 5 days wk + EEC and Precinct 5 cleaning. CH: 3 staff members 4 hrs/day/5 days. 5th staff member on-call for DPS/Garage. To start site inspections daily/ maintenance logs. Then monthly inspections with City.	Office Staff 7-5/M-F-receives wk orders, Gen Mgr comm w/ site mgr, then cleaning team, service completed then inspected by supervisor, site mgr does final inspection, next day follow up w/ a phone call from office staff	Every location assigned to supervisor, 24/7 800#, internet based help desk, work order hot line, QA facilities inspected & scored on a regular basis, also scored by City	Reliable and exp staff. dependable & understand importance of being there. 4 people at CH at all times, one person at EEC, one person at Precinct 5, Part time staff and full time staff will cover DPS/Garage	Determined amt of labor required, Crew members assigned to specific tasks & locations w/ time constraints, Supervision ensure tasks completed w/ high level of quality. Mgmt oversee all wk done & maintain communication w/ City for areas of improvement
Training Provided to Employees	Quarterly training for staff/background checks/neatly dressed/name badges	Video training tapes by BSCAI, demo training by HR staff on how we clean, On-site training by site mgr and signed off after 7 days of training	Supervisor 20 hrs classrm training & tested, hands on job training in similar facility to where working.	On site training by supervisor. Product and maintenance training, video training by SCOL	Classrm literature & field training for ea employee. MSDS information & cleaning chemical uses supplied to ea employee. Ongoing training by on-site supervision
Support for employees w/ language barriers or reading challenged		NA-Never been an issue	All training manuals & videos are bi-lingual	Video training in language needed, partner person w/ reader/interpreter	Support provided by supervision or fellow crew members
Safety Program	Insure MSDA sheets for all products, Safety Guide for Maintenance Employees	Video training in all aspects of safety including blood borne pathogens, asbestos and equipment safety. Manual and handbook are given to all staff	OSHA mandates, MSDA/MIOSHA requirements, green building and environmental in work place	Follow OSHA's safety policy and will put this in writing upon request.	Safety Program
Safety training by certified trainer		Yes	Yes	No	No
Safety certificates		Yes	Yes	No	No
Bankruptcy or re-organization financially		No	No	No	No
Provided financial statement	Yes	No	Yes	No	No
Five Advantages to Company	Dedicated to Quality Work Know What We're Doing Attention to details Highly competent staff Team Players-strong communication Satisfied Customers Quality Work	Experience and Professionalism Prompt, dependable, quality service All employes are insured, bonded and provided w/ uniforms 24 hr emergency service No subcontractors	Franchise owner vested interest in acct 10-step training program Operational staff on call 24/7 Web based customer response system Guaranteed response time	Quick response time Dedicated employees Customer longevity Owner participation No subcontractors	Prompt Response Knowledge of innovation cleaning techniques Full-line comm services provided Low turnover w/ dependable cleaning crew members Experience in industry
Insurance Requirements			Yes	Yes	Yes

REQUEST FOR PROPOSALS FOR JANITORIAL SERVICES

PROPOSAL TABULATION

NAME ADDRESS	Beverly's Janitorial & Maid Service Southfield, MI	Sterling Cleaning Services, Inc Troy, MI	Clean Net of Gr Michigan, Inc Troy, MI	Sankofa Housing Detroit, MI	Cleaning Desire Walled Lake
<b>COST PROPOSAL:</b>					
City Hall	\$4041/mo \$48,492/yr	\$4150/mo \$49,800/yr	\$4080/mo \$48,960/yr	\$3950/mo \$47,400/yr	\$3259/mo \$39,108.96/yr
Environmental Education Building	\$301/mo \$3612/yr	\$395/mo \$4740/yr	\$470/mo \$5640/yr	\$280/mo \$3360/yr	\$425.10/mo \$5101.20/yr
Precinct #5	\$322.50/mo \$3870/yr	\$390/mo \$4680/yr	\$314/mo \$3768/yr	\$310/mo \$3720/yr	\$283.40/mo \$3400.80/yr
Total	\$4664.50/mo \$55,974/yr	\$4935/mo \$59,220/yr	\$4864/mo \$58,368/yr	\$4540/mo \$54,480/yr	\$3967.58/mo \$47,610.96/yr
Bundled		\$4685/mo \$56,220/yr	\$4864/mo \$58,368/yr	\$4540/mo \$54,480/yr	\$3967/mo \$47,610.96/yr
		*Bundled rate is discounted			
On-Call Services: DPS/Garage	\$1263/mo \$15,156/yr	\$17.85/hr x 6 hrs = \$107.10	\$15/hr x 8 hrs = \$120	\$15/hr x 6 hrs = \$90	\$15/hr x 5 = \$75
Vinyl Tile Floors	\$.14 sf	\$.22 sf	\$.25 sf	\$.13 sf	\$.15 sf
Ceramic Floors	\$.15 sf	\$.15 sf	\$.20 sf	\$.16 sf	\$.15 sf
Additional Janitorial Assistance	Emergency Response	Yes	Yes	Yes	Yes
Additional Cost to monthly rate		No	Yes	No	Yes
Hourly costs to monthly rate	\$30/hr	\$19/hr	\$20/hr	\$30/hr emerg response M-S	\$15/hr
Overtime Rates Charged	After 40 hours	Weekends, holidays, after 40 hrs a wk	Over 8 hrs/holidays	After 40 hours	Over 40 hrs
Overtime Rate	\$19/hr	\$19/hr	\$30/hr	\$22/hr	\$22.50/hr
Doubletime Rates Charged	Emerg Response Sun/Hol	Holidays	Over 8 hrs/holidays	Emergency Response Sun/Holidays	Weekend or holidays
Doubletime Rate	\$38/hr - \$65/hr	\$38/hr	\$40/hr	\$60/hr	\$30/hr
Exceptions:		None Listed	Non listed	None	None

REQUEST FOR PROPOSALS FOR JANITORIAL SERVICES

PROPOSAL TABULATION

NAME ADDRESS	VZ Enterprise Southfield, MI	Accord Janitorial LLC Warren, MI	American Cleaning LLC Macomb Twp, MI
Years in Business	5 yrs	30 yrs	9 yrs
Years Providing Janitorial Services	5 yrs	30 yrs	9 yrs
Full Time Employees	8 full time	6 full time	7 full time
Part Time Employees	12 part time	6 part time	8 part time
Experience	Staff graduates of Jewish Vocation Services 8 week program for janitorial services	Providing commercial janitorial services for 30 yrs to multi-tenant, medical, dental, banks as well as churches. Solid financially with zero debt.	Provided Jan serv to different municipalities in State, debt free co. w/ excellent financial standing, pay employees and lenders on time, can refund customers for any damage caused by staff
Staff Assigned to Rochester Hills	Staff ranging from 25 to 7 yrs exp	President - Day-to-day contact Supervisor and staff - TBD Will hire some or all of current contractors employees if they can pass bkgd screening	Owner 9 yrs
Point of Contact/Supervisor	Owner 15 yrs exp in jan & bldg maint	TBD	Managaer contact, Owner contact
Number of customers currently serviced w/ same type of services	20 clients		5 17 potential customers
Client References	City of Detroit DHS Inter City Protective Academy of Southfield Charter School YTI Corporate Express Butzel Rec Ctr-City of Detroit	Center Line Technologies-Center Line Center Line Electric - Center Line Kramer-Triad Mgt Group- Troy Property Mgmt By Design-Birmingham Central Macomb Community CU - Mt Clemens	City of Troy Museum City of Troy Parks & Recreation City of Troy - DPW Shelby Twp 41A District Court - Shelby Twp
Available to begin work	2 weeks	Begin training June 15th Take over July 1st	As soon as contract is awarded
Response Time: No Shows	2 hrs	2 hrs	1.5 hrs
Response Time: Incomplete Cleaning	2 hrs	2.4 hrs	1.5 hrs
Response Time: Employee Problems	2 hrs	Immediate	1 hr

REQUEST FOR PROPOSALS FOR JANITORIAL SERVICES

PROPOSAL TABULATION

NAME ADDRESS	VZ Enterprise Southfield, MI	Accord Janitorial LLC Warren, MI	American Cleaning LLC Macomb Twp, MI
Subcontractors	N/A	Carpet cleaning and window cleaning companies	N/A
Work Plan	Motivated staff/cross-trained - latest standards and techniques - consistency in performance - Cleaning Standards Manual	Tailored to meet specifications of City. Need to learn City's expectations, floorings and products being used, then develop a methodology based on that acknowledge.	Team support, Special trained emp who undertake specific cleaning tasks, Daily time before wk starts on site, daily supervision - check lists, continual contacts w/ city auth staff, bi-wkly mtgs w/ city authorities
Training Provided to Employees	Training and Operations Manual Drug and Alcohol Testing Professional conduct/security	Each employee received a min of 24 hrs on the job training prior to working on their own. Includes cleaning standards, products, machine use and safety standards	Training on material safety and data on chemicals used; emergency building evacuations training
Support for employees w/ language barriers or reading challenged		No challenges in that area	Support b y supervisor
Safety Program	Safety Program, hazards, emergency evacuation	Time of Hire: MIOSHA guidelines for hazardous communication and blood pathogens. Review required semi-annually.	Facility Emergency Response Plan
Safety training by certified trainer	Yes	No	No
Safety certificates	Yes	Yes	Yes
Bankruptcy or re-organization financially	No	No	No
Provided financial statement	No	No	No
Five Advantages to Company	All new contracts are manned by owner and senior staff Pledge of Excellence: Clean bldg every time Specs thoroughly performed Building security Confidentiality Professionalism	Partnership-2 other divisions: security and lawnscape Daily communications w/ customers Quality hiring techniques Custom training programs individual to each customer's needs 24 Hour Response	Reliable Professionalism Honesty Customer Oriented Quick Problem Solving Accountability
Insurance Requirements	Yes		Yes

REQUEST FOR PROPOSALS FOR JANITORIAL SERVICES

PROPOSAL TABULATION

NAME	VZ Enterprise	Accord Janitorial LLC	American Cleaning LLC
ADDRESS	Southfield, MI	Warren, MI	Macomb Twp, MI
<b>COST PROPOSAL:</b>			
City Hall	\$4290/mo      \$51,480/yr	\$6685/mo      \$80,220/yr	\$4020/mo      \$48,240/yr
Environmental Education Building	\$301/mo      \$3612/yr	\$622/mo      \$7464/yr	\$299/mo      \$3588/yr
Precinct #5	\$322.50/mo      \$3870/yr	\$311/mo      \$3732/yr	\$310.51/mo      \$3726.12/yr
Total	\$4913.50/mo      \$58,962/yr	\$7618/mo      \$91,416/yr	\$4629.51/mo      \$55,554.12/yr
Bundled	\$4913.50/mo      \$58,962/yr	\$7618/mo      \$91,416/yr	\$4629.51/mo      \$55,554.12/yr
On-Call Services: DPS/Garage	\$24.50/hr x 6 = \$1470	\$24/hr	\$13.50/hr x 3.5 hrs = \$47.25
Vinyl Tile Floors	\$.12 sf	\$.14 sf	\$.13 sf
Ceramic Floors	\$.12 sf	\$.16 sf	\$.14 sf
Additional Janitorial Assistance	Yes	Yes	Yes
Additional Cost to monthly rate	No	Yes	Yes
Hourly costs to monthly rate		\$30/hr M-S      \$60/hr Sun & Holidays	NA
Overtime Rates Charged	Over 40 hrs in a week	Over 40 hours	After 40 hours
Overtime Rate	\$16/hr	\$25/hr	\$20/hr
Doubletime Rates Charged	Premium holidays	Holidays only	Emerg Response-Hol, Wkend, Nat Dis
Doubletime Rate	\$24/hr	\$50/hr	\$45/hr
Exceptions:	Normally do not have to pay OT rates for jobs. Company will compensate individual at no additional charge to client.	None	N/A