

<b>Proposal Summary</b> <b>Janitorial Services RFP-RH-26-013</b> <b>Opened: May 6, 2026 3:00 p.m.</b>	<b>Americlean, Inc.</b> <b>29600 26 Mile Rd.</b> <b>Chesterfield, MI 48051</b>	<b>CITI Building Services, Inc.</b> <b>1307 E Allen Dr.</b> <b>Troy, MI 48083</b>	<b>City Wide Facility Solutions</b> <b>580 Kirts Blvd. #301</b> <b>Troy, MI 48084</b>	<b>Du-All Cleaning, Inc.</b> <b>35474 Mound Rd.</b> <b>Sterling Heights, MI 48310</b>
Year Established / in Business	2010 / 16 years	2012 / 14 years	1961 / 65 years	2002 / 24 years
Years providing Janitorial Services	16	14	65	24
Full Time Employees	21	60	13 at this location, thousands nationwide	88
Part Time Employees	28	20	-	124
Experience and Financial Capability:	16+ yrs experience, incl 9 consecutive yrs providing janitorial services to the City. Detailed understanding of City's facilities, expectations, standards. Provides janitorial service across governmental & commercial environments, incl daily, weekly, & periodic cleaning. Extensive. exp in floor care & restroom sanitation. Manages waste & recycling programs & specialized cleaning for high-traffic/sensitive environments. Maintains consistent staffing & supervision. High client retention rate & long-term partnerships. Financial stability & ability to maintain uninterrupted payroll, procure equipment, & scale operations.	Servicing & financially providing new equipment to all new sites & maintaining contracts. 17 years exp servicing & funding start-up operations for multiple facility types.	Many businesses like Rochester & in Rochester.	Over 20 years experience providing commercial janitorial services. Steady, organic growth, allowing for the addition of customers & employees to portfolio w/out financial ramifications or service sacrifice. Bondable up to \$6M.
Number of customers currently serving with similar services	87 current clients in medical, industrial, manufacturing, retail, service industries.	50 active contracts	Just under 200 for janitorial at this location. Over 300 for other facility services.	Over 6 million sq. ft. of commercial, municipal, & industrial spaces daily.
Any other services company provides outside of scope in RFP?	High Rafter Cleaning, Commercial Window Cleaning, Carpet Cleaning (free quotes on all services)	Snow removal & light maintenance	Over 20 other services with varying rates based on size of job.	Commercial building services, interior/exterior painting & wall covering
References (5 requested)	City of Rochester Hills, Addison Twp, Orion Twp, Addison Twp Oakland County Sheriff's Dept, JVIS USA-Headquarters, LaFada Cabinets	The Romaine Group, Holocaust Memorial Center, Hanley International Academy, Madison Academy, William Davidson Foundation	City of Auburn Hills, Idea Induction, Secrest Wardle, Premier Realty, Williams International.	City of Madison Heights, Mott Community College, Macomb County, Wayne Metropolitan community Action Agency, Northville Township
Availability to begin work	Immediately	1-2 weeks lead time	Typically 30 days from signed contract.	30 days notice preferred.
<b>Response time for service call or problem:</b>				
No Shows	Immediately	.5 - 1 hour	24 hours	2 hours
Incomplete Cleaning	Immediately	.5 - 1 hour	24 hours	2 hours
Employee Problems	Immediately	Immediately	24 hours	2 hours
Assigned Staff Listed?	Yes	Yes	No. Operations team will do a walk-through to determine best suited for each building.	Yes
Subcontractors	do not utilize contract labor	N/A	Subcontractors used for all services as City Wide is a subcontractor business model & manages all subcontractors. No list provided.	N/A
Work Plan	President has direct involvement to ensure expectations/quality. Transition will remain seamless. At contract commencement will meet w/City to reconfirm scope/changes & align on expectations. Structured staffing model that includes trained cleaning technicians assigned by need, dedicated supervisory oversight, & active management involvement. Supervisors responsible for daily oversight, QC, coaching & management remains accessible. Routine inspections & standardized checklists, imm. correction of deficiencies, & documentation maintain QC. Clear/responsive communication, & clear/documented emergency protocols maintain safety & operational continuity.	Staff receives full training w/regular refresher training. Utilize team cleaning (usually 1-4 people) to simplify cleaning process. Cleaning grouped into functions (light duty, vacuum, restroom, utility). Team cleaning allows flexibility in staffing levels: 1 person can perform all duties by following a sequence, or more team members can be added for more complex environments.	City Wide provided day-to-day management & accounting while subcontractors focus on cleaning.	Staff is trained & oriented to job location. Each staff utilizes a task sheet to initial as each task is completed. Supervisors follow along for QC. Incomplete tasks result in coaching sessions. Staff utilize proper PPE & work in a top-to-bottom, right-to-left grid approach to clean & disinfect work spaces & avoid cross-contamination during cleaning activities. All trash will be collected & disposed of, staff will follow standards for dwell time ensuring proper cleaning & disinfection.
Training	Comprehensive & structured training. Screening & testing done by third party provider prior to employment. Employees complete MIOSHA, bloodborne pathogen, hazard communication, emergency response training, standard operating procedures, techniques, sanitation, & safe chemical use/handling. Supervisors receive additl training in coaching, QC.	Spartan Clean Check certification & hands on training of cleaning procedures, floor work, maintenance duties.	Every person who works for City Wide is trained & certified.	Partnered w/Spartan Chemicals to provide training for new & annual training for existing employees. Clean Check Training System (verified through ISSA) advanced certification program utilized. All training is standardized, & each module must be completed successfully before moving on. Visual references are standard. On-site supervisor conducts daily QC checks.

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Training/Support for Language Barriers	Training delivered through hands-on, demonstration based instruction. On-on-one support is given as needed, including step by step visual guidance.	Not needed.	In person help is available.	Not explicitly stated, but laminated visual references on each janitorial cart.
Member of ISSA? If yes, Cert under ISSA CIMS?	Yes, Yes	Yes, Yes	No	No
Safety Program provided?	Yes.	All employees required to pass Spartan Chemical Clean Check program inline & provide certification of completion.	All employees go through detailed safety program.	Safety training programs listed.
Safety training provided by certified trainer?	Yes	Yes	Yes	Yes
Training certificate for RH assigned employe	Yes	Yes	Yes	Yes
Bankruptcy/Reorganization in past 36 mont	No	No	No	No
Financial Statement attached? If no, reason	Yes	Yes	No. No reason given.	Yes
Insurance & Bond Requirements can be met	Yes	Yes	Yes	Yes
W-9 Included?	Yes	Yes	No W9 included in proposal.	Yes
Credit cards accepted w/ no fees?	Currently accept ACH payment	NO - ACH Available	Yes	No
Top 5 Advantages:	9 years continuous service to City shows reliability, consistency, trust.  24/7 availability for urgent after-hours response.  Commitment to customer service & long term partnership w/RH.  Proven familiarity w/City buildings' schedules & City specific needs.  Ability to handle routine cleaning & specialty services under this contract.	Office & staff in close proximity to Rochester Hills  Low retention rate  Dedication to customer relationships  New equipment provided if necessary  Quality Spartan products used	Our business model  Communication  Consistency  Network of contractors for other projects  Experience	Specializes in providing services for municipalities  Leadership/management is local, can respond quickly  Commercial truck-mount fleet vehicles, Commercial cleaning equipment  Over 20 years providing commercial building services  All cleaners req to have 2 year min commercial cleaning experience, well-trained capable employees
<b>On-Call/Optional Additional Services</b>				
Capable of providing additional staffing	yes	Yes	Yes	Yes
If yes, what is the rate/hr at other City faciliit	\$30.39	\$28.00	\$31.00	\$26.00
Overtime Rate	\$45.59	\$42.00	N/A	\$39.00
When does overtime rate begin?	As required by Michigan employment law	Any work completed over 40 hours within the 7 day work week by one individual.	N/A	Overtime rate calculated a hourly x 1.5 for hours worked over 40/week
Double Time Rate	\$60.78	\$56.00	N/A	\$52.00
When does double time rate begin?	As required by Michigan employment law	Emergency situation or anything worked over 80 hours in the 7 day work week by 1 person.	N/A	Double time calculated at hrly rate x 2 for addl services rendered on Federal Holidays
Exceptions:	none	n/a	N/A	none

<b>Proposal Summary</b> <b>Janitorial Services RFP-RH-26-013</b> <b>Opened: May 6, 2026 3:00 p.m.</b>	<b>G&amp;A Cleaning</b> <b>8100 E 9 Mile Rd.</b> <b>Warren, MI 48089</b>	<b>Facilities360</b> <b>2750 Carpenter Rd., Suite 5</b> <b>Ann Arbor, MI 48108</b>	<b>Lewis Cleaning LLC</b> <b>2571 Arneith Rd.</b> <b>West Bloomfield, MI</b>	<b>Kleen-Tech</b> <b>835 38th Street, NW</b> <b>Rochester, MN 55901</b>
Year Established / in Business	2008 / 18 years	2002 / 23 years	not provided	1993 / 33 years
Years providing Janitorial Services	18	23	not provided	33
Full Time Employees	205	2800	10 trained employees	964
Part Time Employees	84	1500		975
Experience and Financial Capability:	Extensive exp providing janitorial services to commercial & industrial facilities across Michigan. Serve many large-scale clients, demonstrating ability to meet high standards. Financially stable, equipped to support full scope. Over 250 employees & established operational systems, have capacity to maintain consistent service & scale staffing as needed.	Over 23 years exp performing professional commercial & municipal cleaning services. 2,100 professionals nationwide, manage daily operations of 2.3 million sq. ft. of facilities. 6% employee turnover rate provides stability, all personnel undergo rigorous background checks & drug screening. GPS-tagged & time-stamped verification of tasks giving real-time proof that facilities are ready. Fully bonded & has the liquidity/capital to ensure staffing, management, & admin costs are fully supported w/out interruption.	Specialize in professional high-quality cleaning for government & commercial facilities.	In business since 1993, expanded nationwide to serve commercial, governmental, & municipal facilities. Longstanding relationships w/customer base. Top 5 customers have been served an average of 19 years. \$5Mill in inventory, \$1Mill in equipment, 100+ vehicles, etc. Stable & profitable growth each year. Headquartered in Colorado, regional offices throughout US.
Number of customers currently serving with similar services	Currently provides commercial janitorial services to dozens of customers.	2.3 Million sq ft of public & educational facilities nationwide.	not provided	High quality janitorial services for over 500 customers nationwide.
Any other services company provides outside of scope in RFP?	No	Maintenance, snow removal, pest control, lawn care	On-call services include: Deep cleaning, emergency response, event support	High & low rise window cleaning, carpet cleaning, snow removal, lawn
References (5 requested)	City of Pontiac, Charles H. Wright Museum of African American History, Aptiv, Denso International, Marathon Refinery.	Global Education Excellence, McCall Donnelly Joint School District No. 421, County of Ingham Facilities Department, Concentra Urgent Care, Bradford Academy.	not provided	Wayne County MI, City of Plymouth MN, Xcel Energy, MAHLE Engine Components USA, Inc., City of Fort Collins
Availability to begin work	Within one week of contract award., pending final coordination & scheduling.	Approx. by July 1, 2026.	not provided	Service start July 1, 2026 (assuming awarded by June 1)
<b>Response time for service call or problem:</b>				
No Shows	2 hours	2 hours	not provided	.25 hours
Incomplete Cleaning	4 hours	2 hours	not provided	1 hour
Employee Problems	2 hours	2 hours	not provided	1 hour
Assigned Staff Listed?	Yes	Yes	No	only on-site supervisor provided.
Subcontractors	N/A	no subcontractors	not provided	Clearly Clean Janitorial Services based in Rio Rancho, NM is listed.
Work Plan	Upon award a transition plan will be implemented incl staffing, scheduling, & coordination. All services follow required daily & periodic cleaning logs. Each location will have assigned personnel & supervisor responsible for quality control, inspections, & communications w/City. Team is trained in proper cleaning techniques, standards, MIOASHA/OSHA compliance. Responsive management approach is maintained to address issues quickly, provide on-call services, & ensure work meets standards.	City Hall: 2 dedicated cleaners overseen by a working supervisor. Supervisor responsible for final walkthrough, ensure building is ready & all security/lockdown protocols are followed. DPS Garage: 1 full-time porter Focuses on high-traffic sanitization & immediate needs. Fire Station 1: 1 part-time cleaner ensures locker room areas remain sanitized. Flexible deployment to address on-call events, emergencies, special requests. Cross trained team for reliability & coverage.	1 Project supervisor will always be reachable & primary contact, 1 on-site supervisor at City Hall. 6-8 cleaning technicians will rotate by facility, backup/on-call staff for emergencies. Quality control will be handled by daily cleaning logs signed & verified, supervisor inspections every shift, weekly performance reviews, & immediate correction of deficiencies.	Centralized command/control, decentralized execution authority. Single point of contact for City, supported by designated management rep. 24/7 communication center for clients & employees, work order tracking, timely & effective incident resolution w/RTF system, site specific checklists w/established "route" for each building for efficiency, color coded tools, monthly customer surveys, weekly leadership meetings.
Training	Training includes sanitation standards, chemical handling (HazCom), bloodborne pathogens, & MIOASHA/OSHA compliance. Staff trained on site w/ specific requirements, quality expectations, proper completion of cleaning logs. Supervisors provide oversight, coaching, periodic refresher training.	Modular training program w/mandatory MIOASHA safety & compliance training. GS 5-Point certified product training, hands-on instruction for all equipment, lockdown & security training. Digital LMS integrated into the F360 App to track individual training progress, mandate annual re-certifications, working supervisor provides ongoing coaching, daily training.	All employees trained in OSHA/MIOASHA compliance, bloodborne pathogen handling, safe chemical usage, professional conduct in government buildings.	Employees receive immediate & continuous training. All training completed on site for hands-on approach, done before, after or during a shift. Training is documented. Weekly Leadership Meetings track employee training needs. Training programs & frequency detailed in proposal.

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Training/Support for Language Barriers	Hands-on training, visual guides, simple step-by-step instructions. Bilingual supervisors/team members utilized when needed.	Specialized support & training for staff w/language & reading barriers.	not provided	Many operations & supervisors are multilingual, 24/7 communication center team members are multilingual.
Member of ISSA? If yes, Cert under ISSA CIMS?	No	No	not provided	Yes, not certified under ISSA CIMS.
Safety Program provided?	Safety program aligned with OSHA/MIOSHA standards. Employees trained in chemical handling (HazCom), PPE use, bloodborne pathogens, proper equipment operation. SDS available at all sites. Supervisors conduct routine safety checks to reinforce safe work practices incl. caution signage & incident reporting.	Not found in proposal	All employees trained in OSHA/MIOSHA compliance, bloodborne pathogen handling, safe chemical usage.	Yes, provided in proposal.
Safety training provided by certified trainer?	Yes	Yes	not provided	Yes
Training certificate for RH assigned employe	Yes	Yes	not provided	Yes
Bankruptcy/Reorganization in past 36 mont	No	No	not provided	No
Financial Statement attached? If no, reason	Yes	Yes	not provided	Yes
Insurance & Bond Requirements can be met	Yes	Yes	can meet requirement for bonding, ins info not provided	Yes
W-9 Included?	Yes	Yes	not provided	Yes
Credit cards accepted w/ no fees?	No	No	not provided	Yes
Top 5 Advantages:	Consistent, high-quality cleaning w/strong QC  Fast response times, reliable staffing  Experienced, trained staff, OSHA/MIOSHA compliance  Flexible scheduling, ability to handle on-call & emergency services  Local company w/hands-on management & responsive communication	not provided	Direct owner involvement & accountability  Consistent staffing w/low turnover  Fast response time (under 2 hours for urgent issues)  Proven quality control system  Competitive pricing w/out sacrificing service quality	Comprehensive set of systems, processes, tools.  Hiring, Training, & retention program.  Invested in numerous stat-of-the-art innovations & technologies to best serve employees & customers.  Overall philosophy of a centralized command & control w/decentralized execution authority. Typical longevity of customer relationships, many for decades.
<b>On-Call/Optional Additional Services</b>				
Capable of providing additional staffing	Yes	Yes	Yes	Yes
If yes, what is the rate/hr at other City faciliit	\$24.00	\$30.00	\$28.00	\$23.18
Overtime Rate	\$36.00	\$45.00	\$42.00	\$34.68
When does overtime rate begin?	Charged after 40 hours worked per week. Also will apply to emergency services outside of normal scheduled hours. 1.5 x standard hourly rate	after 40 hours or on Sunday	After 40 hours per week	Overtime rates begins after 8 hours.
Double Time Rate	N/A	N/A	\$56.00	\$46.15
When does double time rate begin?	N/A	No double time, just overtime.	After 12 hrs/day or holidays if req	Double time rates apply during hazard or emergency cleanings.
Exceptions:	N/A	N/A	not provided	none

<b>Proposal Summary</b> <b>Janitorial Services RFP-RH-26-013</b> <b>Opened: May 6, 2026 3:00 p.m.</b>	<b>LGC Global Energy FM, LLC</b> <b>7310 Woodward Ave, Suite 500</b> <b>Detroit, MI 48202</b>	<b>Saber Building Services, Inc.</b> <b>3601 Joslyn Rd.</b> <b>Auburn Hills, MI 48326</b>	<b>SCSI</b> <b>13052 US Highway 11</b> <b>Springville, AL 35146</b>	<b>The Maintenance Management Grp</b> <b>32425 W 8 Mile Rd</b> <b>Livonia, MI 48152</b>
Year Established / in Business	2003 / 23 years	1979 / 53 years	1983 / 41	2009 / 17 years
Years providing Janitorial Services	23	53	41	14
Full Time Employees	1000	125	300	118
Part Time Employees	260	275		14
Experience and Financial Capability:	Full service facility management company for over 23 years serving governmental, municipal, commercial, & institutional facilities across domestic & global markets. \$350M bonding capacity. Proven record of reliable contract performance.	Experience & resources to partner w/Rochester Hills.	In business for over 40 years & seeing double digit growth. Previous & current contracts & past experience w/small & large municipalities give necessary resources for any contract.	92% employment retention rate. Revenue of 4.5M / year, servicing over 20 customers in such areas as schools, hospitals, office buildings, construction sites, & warehouses. A member of ISSA, AHE Cleaning, SBE, & woman-owed. Average customer w/company for 8+ years.
Number of customers currently serving with similar services	30 customers across municipal, aviation, education, public sector environments, including daily cleaning, restroom sanitation, floor care, waste management, periodic deep cleaning.	Approximately 25, mostly located in Oakland County, MI.	Over 800 customers providing janitorial services & routine floor care.	Under contract w/24 customers but services over 50 w/periodic projects such as floor restoration, window washing, power washing, commercial kitchen cleaning, machine servicing, janitorial supplies, construction final clean, carpet cleaning, etc.
Any other services company provides outside of scope in RFP?	Construction support, water & sewer line services, solid waste management. Rates determined by scope, site conditions, specific requirements.	Carpet Cleaning, Glass & Window Washing	No	Terrazzo Home/polish, painting, floor install, minor maintenance, interior/exterior window washing, epoxy install/refinish, construction final clean, carpet repair, power washing, machine/service tech.
References (5 requested)	City of Sterling Heights, Detroit Public Library, Beauford County, SC, Greater Orlando Aviation Authority, Wayne County Airport Authority.	Arboretum Complex/Finsilver friedman, Brose North American Headquarters, Oakland County Michigan, Trinity Health System, Volkswagen North American Headquarters JLL, Cooper Standard, Liberty Property Management, Autoliv, Molex, (more listed)	Kroger Fulfillment Center Romulus MI, Michigan Dairy, St. Johns County FL, City of Daytona Beach FL, Sumter County FL.	Rochester Community Schools, Dexter City Hall, Henry Ford Health, Yazaki North America, Detroit Medical Center
Availability to begin work	By service start date of July 1.	60 days	4 week transition period into any new contract but can be extended or shortened based on City's needs.	30 day notice. HR dept will hire, on board, train employees, extensive training incl 4 hrs classroom training & in-site orientation.
<b>Response time for service call or problem:</b>				
No Shows	2 hours	1 hour	3 hours	2 hours
Incomplete Cleaning	less than 1 hour	24 hours	24 hours	4 hours
Employee Problems	less than 1 hour	24 hours	24 hours	2 hours
Assigned Staff Listed?	Only on-site supervisor provided.	Org chart provided but specific staff assigned not provided.	On-Site Supervisor provided only.	Yes
Subcontractors	no subcontractors	no subcontractors	N/A	no subcontractors
Work Plan	Program includes defined daily, periodic, & deep-cleaning schedules. Dedicated on-site supervision, trained staff deployment based on facility needs, real-time monitoring through mobile-enabled reporting system. Routine inspections, KPI tracking, immediate issue resolving for quality control. Scalable, adaptable program.	Periodic cleaning log, green cleaning practice is used (environmentally preferable products microfiber cloths to trap dust, better filtration vacuums),	Structured rollout w/thorough site visit w/facility management, assign dedicated on-site technicians, brand new commercial grade equipment is matched to the scope & sq footage. Full operational capacity from Day 1. All cleaning staff complete comprehensive training before start & monitored in real time w/LMS. Day-to-day operations overseen w/layered management, incl on-site project managers, field managers, director of operations, & strategic business development manager.	Utilizes a Route Card system & team cleaning approach for locations w/more than 1 person. Route Card includes lists of assignments, timing of completion, supplies, processes, tracks time spent. Team cleaning utilizes multiple checks, employees check one another's work as they go. Also utilizes a BMS called Swept which verifies completion of assignment (time stamped & tracked), tracks audits, inspections, & inventory. Conduct weekly site visits & QC meetings.
Training	Structured training for all employees, incl job-specific, safety protocol, equipment use, HAZCOM, chemical handling, infection control, PPE use, along w/site-specific training. On the job supervision, refresher sessions, continuous performance monitoring ensure quality. Customer service, communication, public-facing environment training as well.	New hires trained 1-2 weeks in existing building. All employees trained 1-on-1 at new facility for up to 1 week. Trainers include Vice president, operations managers, area managers, area supervisors. Background checks. Added support/retraining when necessary.	In depth training for all employees, incl Learning Management System that to be used on any device for training anywhere. Supervisors can manage & monitor employee training & assign employees to courses if needed.	Employees complete new hire orientation, safety & regulatory compliance training, technical skills training in classroom & in field, site-specific training, supervisor training. Annual required ongoing training offer continuous improvement. Training reinforced through routine inspections, audits & training documentation.

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Training/Support for Language Barriers	Visual aids, simplified training materials, hands-on demonstrations. Bilingual supervisors & team members provide guidance & translation as needed. On the job coaching reinforces instructions, tasks, safety requirements, performance expectations.	Managers have some bi-lingual capabilities, but also use language conversion apps/sites.	Training modules offered in multiple languages, include audio tracks & subtitles for accessibility.	Training material offered in multiple languages, visual aids, demonstrations, hands-on training. Supervisors provide on-on-one coaching. Bi-lingual team members can use translation tools for ongoing support.
Member of ISSA? If yes, Cert under ISSA CIMS?	Yes, Yes	No, Member of BSCAI	No, No	No, member of IIRC.
Safety Program provided?	Fully compliant w/OSHA. Implement Safe STEP and TEC to actively reduce workplace hazards and ergonomic risks. Standardized SOPs, checklists, training programs, self-assessment tools. Incident investigation for timely reporting and continuous safety improvement.	Yes.	Extensive safety training provided & programs to ensure all employees are in compliance w/safety training.	Yes
Safety training provided by certified trainer?	Yes	No	No	Yes
Training certificate for RH assigned employe	Yes	Yes	Yes	Yes
Bankruptcy/Reorganization in past 36 mont	No	No	No	No
Financial Statement attached? If no, reason	Yes	No - Confidential	No - not able to provide a current financial statement at the moment.	Yes
Insurance & Bond Requirements can be met	Yes	Yes	Yes	Yes
W-9 Included?	Yes	Yes	Yes	Yes
Credit cards accepted w/ no fees?	No	No	No	Yes
Top 5 Advantages:	Client-centric service approach  Financial strength & operational stability  Proven safety plan  Best-in-class technology & Innovation  People-focused workforce & self performing model	Locally owned for prompt service  Family owned , invested in the community  Large enough to meet RH needs, small enough to give RH personal attention  Active in local community causes  Very low MOD rating of .50	Proven exp w/similar facilities give insights on common challenges & potential issues In depth rapid response & accountability model. Guaranteed response times of <1.5 hours. Hands-on supervisory structure. Frequent inspections & real-time quality corrections.  Flexible staffing & scalable support. Cross trained employees.  Structured QC system incl logs, inspections, performance tracking.	Dedicated Site Supervisor, oversees all work & operations, live less than 5 min from buildings. Experience cleaning large sites & working after hours in information sensitive environments. Business management system, track work, productivity audits, projects, supplies, Client portal for transparent operations.  Extensive training, structured on-boarding, annual training, competitive wages/benefits. 92% retention rate, while industry avg turnover is 200%. Steady, reliable workforce committed to clients/sites.
<b>On-Call/Optional Additional Services</b>				
Capable of providing additional staffing	Yes	Yes	Yes	Yes
If yes, what is the rate/hr at other City faciliit	\$27.00	\$24.00	\$25.00	\$22.39
Overtime Rate	\$35.00	\$35.00	\$25.00	\$33.54
When does overtime rate begin?	Only in emergency situations, unforeseen operational requirements, or service requests that require work to be performed outside of the established contract schedule and standard working hours.	After 40 hours.	Instead of working over 40 hours, appropriate staff will cover when the need arises. No additional fees for necessary wknd services.	When an employee reaches 38 working hours for the week.
Double Time Rate	\$46.65	\$45.00	\$25.00	N/A
When does double time rate begin?	Emergency services requiring work to be performed on City observed holidays or Sundays.	Holidays	Appropriate staffing to avoid the usage of these rates. No charge for weekend services.	Does not charge double time
Exceptions:	none	none	N/A	none

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**Janitorial Services**  
**RFP-RH-26-013**

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Base Bid-Continual Services - Year 1				Qty	UOM														
Year 1	City Hall: Monthly Fee	12	Months	\$7,200.00	mthly	\$86,400.00	\$7,700.00	mthly	\$92,400.00	\$9,742.00	mthly	\$116,904.00	\$6,833.33	mthly	\$81,999.96	\$5,500.00	mthly	\$66,000.00	
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$30.39	hrly	\$63,211.20	\$28.00	hrly	\$58,240.00	\$31.00	hrly	\$64,480.00	\$25.00	hrly	\$52,000.00	\$24.00	hrly	\$49,920.00	
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$30.39	hrly	\$15,802.80	\$28.00	hrly	\$14,560.00	\$31.00	hrly	\$16,120.00	\$25.00	hrly	\$13,000.00	\$24.00	hrly	\$12,480.00	
	<b>Total Annual Cost - Base Bid - Year 1</b>						<b>\$165,414.00</b>			<b>\$165,200.00</b>			<b>\$197,504.00</b>			<b>\$146,999.96</b>			<b>\$128,400.00</b>
Base Bid-Continual Services - Year 2																			
Year 2	City Hall: Monthly Fee	12	Months	\$7,560.00	mthly	\$90,720.00	\$7,700.00	mthly	\$92,400.00	\$9,904.00	mthly	\$118,848.00	\$6,933.33	mthly	\$83,199.96	\$5,500.00	mthly	\$66,000.00	
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$31.90	hrly	\$66,352.00	\$28.00	hrly	\$58,240.00	\$31.50	hrly	\$65,520.00	\$26.00	hrly	\$54,080.00	\$24.00	hrly	\$49,920.00	
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$31.90	hrly	\$16,588.00	\$28.00	hrly	\$14,560.00	\$31.50	hrly	\$16,380.00	\$26.00	hrly	\$13,520.00	\$24.00	hrly	\$12,480.00	
	<b>Total Annual Cost - Base Bid - Year 2</b>						<b>\$173,660.00</b>			<b>\$165,200.00</b>			<b>\$200,748.00</b>			<b>\$150,799.96</b>			<b>\$128,400.00</b>
Base Bid-Continual Services - Year 3																			
Year 3	City Hall: Monthly Fee	12	Months	\$7,560.00	mthly	\$90,720.00	\$7,700.00	mthly	\$92,400.00	\$10,067.00	mthly	\$120,804.00	\$7,133.33	mthly	\$85,599.96	\$5,500.00	mthly	\$66,000.00	
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$31.90	hrly	\$66,352.00	\$28.00	hrly	\$58,240.00	\$32.00	hrly	\$66,560.00	\$27.00	hrly	\$56,160.00	\$24.00	hrly	\$49,920.00	
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$31.90	hrly	\$16,588.00	\$28.00	hrly	\$14,560.00	\$32.00	hrly	\$16,640.00	\$27.00	hrly	\$14,040.00	\$24.00	hrly	\$12,480.00	
	<b>Total Annual Cost - Base Bid - Year 3</b>						<b>\$173,660.00</b>			<b>\$165,200.00</b>			<b>\$204,004.00</b>			<b>\$155,799.96</b>			<b>\$128,400.00</b>
<b>Base Three Year Total</b>						<b>\$512,734.00</b>			<b>\$495,600.00</b>			<b>\$602,256.00</b>			<b>\$453,599.88</b>			<b>\$385,200.00</b>	
Renewal / Option Year 4																			
Option Year 1	City Hall: Monthly Fee	12	Months	\$7,938.00	mthly	\$95,256.00	\$7,931.00	mthly	\$95,172.00	\$10,229.00	mthly	\$122,748.00	\$7,333.33	mthly	\$87,999.96	\$5,500.00	mthly	\$66,000.00	
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$33.49	hrly	\$69,659.20	\$29.00	hrly	\$60,320.00	\$32.50	hrly	\$67,600.00	\$28.00	hrly	\$58,240.00	\$24.00	hrly	\$49,920.00	
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$33.49	hrly	\$17,414.80	\$29.00	hrly	\$15,080.00	\$32.50	hrly	\$16,900.00	\$28.00	hrly	\$14,560.00	\$24.00	hrly	\$12,480.00	
	<b>Total Annual Cost - Year 4</b>						<b>\$182,330.00</b>			<b>\$170,572.00</b>			<b>\$207,248.00</b>			<b>\$160,799.96</b>			<b>\$128,400.00</b>
Renewal / Option Year 5																			
Option Year 2	City Hall: Monthly Fee	12	Months	\$7,938.00	mthly	\$95,256.00	\$7,931.00	mthly	\$95,172.00	\$10,392.00	mthly	\$124,704.00	\$7,533.33	mthly	\$90,399.96	\$5,500.00	mthly	\$66,000.00	
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$33.49	hrly	\$69,659.20	\$29.00	hrly	\$60,320.00	\$33.00	hrly	\$68,640.00	\$29.00	hrly	\$60,320.00	\$24.00	hrly	\$49,920.00	
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$33.49	hrly	\$17,414.80	\$29.00	hrly	\$15,080.00	\$33.00	hrly	\$17,160.00	\$29.00	hrly	\$15,080.00	\$24.00	hrly	\$12,480.00	
	<b>Total Annual Cost - Year 5</b>						<b>\$182,330.00</b>			<b>\$170,572.00</b>			<b>\$210,504.00</b>			<b>\$165,799.96</b>			<b>\$128,400.00</b>

**Proposal Summary**  
**Janitorial Services**  
**RFP-RH-26-013**

NAME ADDRESS				Facilities360 2750 Carpenter Rd., Suite 5 Ann Arbor, MI 48108		Lewis Cleaning LLC 2571 Arneth Rd. West Bloomfield, MI		Kleen-Tech 835 38th Street, NW Rochester, MN 55901		LGC Global Energy FM, LLC 7310 Woodward Ave, Suite 500 Detroit, MI 48202		Saber Building Services, Inc. 3601 Joslyn Rd. Auburn Hills, MI 48326						
Base Bid-Continual Services - Year 1		Qty	UOM															
Year 1	City Hall: Monthly Fee	12	Months	\$6,900.00	mthly	\$82,800.00	\$8,500.00	mthly	\$102,000.00	\$6,459.00	mthly	\$77,508.00	\$7,075.00	mthly	\$84,900.00	\$8,600.00	mthly	\$103,200.00
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$27.00	hrly	\$56,160.00	\$26.00	hrly	\$54,080.00	\$24.77	hrly	\$51,521.60	\$27.00	hrly	\$56,160.00	\$24.00	hrly	\$49,920.00
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$27.00	hrly	\$14,040.00	\$25.00	hrly	\$13,000.00	\$24.90	hrly	\$12,948.00	\$27.00	hrly	\$14,040.00	\$24.00	hrly	\$12,480.00
	<b>Total Annual Cost - Base Bid - Year 1</b>					<b>\$153,000.00</b>			<b>\$169,080.00</b>			<b>\$141,977.60</b>			<b>\$155,100.00</b>			<b>\$165,600.00</b>
Base Bid-Continual Services - Year 2																		
Year 2	City Hall: Monthly Fee	12	Months	\$7,107.00	mthly	\$85,284.00	\$8,750.00	mthly	\$105,000.00	\$6,690.88	mthly	\$80,290.56	\$7,250.00	mthly	\$87,000.00	\$8,858.00	mthly	\$106,296.00
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$27.81	hrly	\$57,844.80	\$27.00	hrly	\$56,160.00	\$25.51	hrly	\$53,060.80	\$27.50	hrly	\$57,200.00	\$24.70	hrly	\$51,376.00
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$27.81	hrly	\$14,461.20	\$26.00	hrly	\$13,520.00	\$25.65	hrly	\$13,338.00	\$27.50	hrly	\$14,300.00	\$24.70	hrly	\$12,844.00
	<b>Total Annual Cost - Base Bid - Year 2</b>					<b>\$157,590.00</b>			<b>\$174,680.00</b>			<b>\$146,689.36</b>			<b>\$158,500.00</b>			<b>\$170,516.00</b>
Base Bid-Continual Services - Year 3																		
Year 3	City Hall: Monthly Fee	12	Months	\$7,320.00	mthly	\$87,840.00	\$9,000.00	mthly	\$108,000.00	\$6,891.61	mthly	\$82,699.32	\$7,450.00	mthly	\$89,400.00	\$9,124.00	mthly	\$109,488.00
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$28.64	hrly	\$59,571.20	\$28.00	hrly	\$58,240.00	\$26.28	hrly	\$54,662.40	\$28.00	hrly	\$58,240.00	\$25.45	hrly	\$52,936.00
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$28.64	hrly	\$14,892.80	\$27.00	hrly	\$14,040.00	\$26.42	hrly	\$13,738.40	\$28.00	hrly	\$14,560.00	\$25.45	hrly	\$13,234.00
	<b>Total Annual Cost - Base Bid - Year 3</b>					<b>\$162,304.00</b>			<b>\$180,280.00</b>			<b>\$151,100.12</b>			<b>\$162,200.00</b>			<b>\$175,658.00</b>
<b>Base Three Year Total</b>						<b>\$472,894.00</b>			<b>\$524,040.00</b>			<b>\$439,767.08</b>			<b>\$475,800.00</b>			<b>\$511,774.00</b>
Renewal / Option Year 4																		
Option Year 1	City Hall: Monthly Fee	12	Months	\$7,540.00	mthly	\$90,480.00	\$9,250.00	mthly	\$111,000.00	\$7,098.36	mthly	\$85,180.32	\$7,650.00	mthly	\$91,800.00	\$9,397.00	mthly	\$112,764.00
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$29.50	hrly	\$61,360.00	\$29.00	hrly	\$60,320.00	\$27.07	hrly	\$56,305.60	\$28.50	hrly	\$59,280.00	\$26.20	hrly	\$54,496.00
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$29.50	hrly	\$15,340.00	\$28.00	hrly	\$14,560.00	\$27.21	hrly	\$14,149.20	\$28.50	hrly	\$14,820.00	\$26.20	hrly	\$13,624.00
	<b>Total Annual Cost - Year 4</b>					<b>\$167,180.00</b>			<b>\$185,880.00</b>			<b>\$155,635.12</b>			<b>\$165,900.00</b>			<b>\$180,884.00</b>
Renewal / Option Year 5																		
Option Year 2	City Hall: Monthly Fee	12	Months	\$7,766.00	mthly	\$93,192.00	\$9,500.00	mthly	\$114,000.00	\$7,311.31	mthly	\$87,735.72	\$7,850.00	mthly	\$94,200.00	\$9,679.00	mthly	\$116,148.00
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$30.39	hrly	\$63,211.20	\$30.00	hrly	\$62,400.00	\$27.88	hrly	\$57,990.40	\$29.00	hrly	\$60,320.00	\$27.00	hrly	\$56,160.00
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$30.39	hrly	\$15,802.80	\$29.00	hrly	\$15,080.00	\$28.03	hrly	\$14,575.60	\$29.00	hrly	\$15,080.00	\$27.00	hrly	\$14,040.00
	<b>Total Annual Cost - Year 5</b>					<b>\$172,206.00</b>			<b>\$191,480.00</b>			<b>\$160,301.72</b>			<b>\$169,600.00</b>			<b>\$186,348.00</b>

**Proposal Summary**  
**Janitorial Services**  
**RFP-RH-26-013**

NAME		SCSI	The Maintenance Management Group
ADDRESS		13052 US Highway 11 Springville, AL 35146	32425 W 8 Mile Rd Livonia, MI 48152

Base Bid-Continual Services - Year 1		Qty	UOM						
Year 1	City Hall: Monthly Fee	12	Months	\$7,640.00	mthly	\$91,680.00	\$7,276.00	mthly	\$87,312.00
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$24.00	hrly	\$49,920.00	\$22.39	hrly	\$46,571.20
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$24.00	hrly	\$12,480.00	\$22.39	hrly	\$11,642.80
<b>Total Annual Cost - Base Bid - Year 1</b>				<b>\$154,080.00</b>			<b>\$145,526.00</b>		

Base Bid-Continual Services - Year 2									
Year 2	City Hall: Monthly Fee	12	Months	\$7,640.00	mthly	\$91,680.00	\$7,422.29	mthly	\$89,067.48
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$24.00	hrly	\$49,920.00	\$22.84	hrly	\$47,507.20
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$24.00	hrly	\$12,480.00	\$22.84	hrly	\$11,876.80
<b>Total Annual Cost - Base Bid - Year 2</b>				<b>\$154,080.00</b>			<b>\$148,451.48</b>		

Base Bid-Continual Services - Year 3									
Year 3	City Hall: Monthly Fee	12	Months	\$7,869.20	mthly	\$94,430.40	\$7,570.74	mthly	\$90,848.88
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$25.00	hrly	\$52,000.00	\$23.30	hrly	\$48,464.00
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$25.00	hrly	\$13,000.00	\$23.30	hrly	\$12,116.00
<b>Total Annual Cost - Base Bid - Year 3</b>				<b>\$159,430.40</b>			<b>\$151,428.88</b>		

<b>Base Three Year Total</b>				<b>\$467,590.40</b>			<b>\$445,406.36</b>		
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Renewal / Option Year 4									
Option Year 1	City Hall: Monthly Fee	12	Months	\$8,026.58	mthly	\$96,318.96	\$7,722.15	mthly	\$92,665.80
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$25.50	hrly	\$53,040.00	\$23.77	hrly	\$49,441.60
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$25.50	hrly	\$13,260.00	\$23.77	hrly	\$12,360.40
<b>Total Annual Cost - Year 4</b>				<b>\$162,618.96</b>			<b>\$154,467.80</b>		

Renewal / Option Year 5									
Option Year 2	City Hall: Monthly Fee	12	Months	\$8,187.12	mthly	\$98,245.44	\$7,876.69	mthly	\$94,520.28
	DPS Garage: 8hrs x 5 days x 52 wks	2080	Hours	\$26.00	hrly	\$54,080.00	\$24.25	hrly	\$50,440.00
	Fire Station 1: 5hrs x 2 days x 52wks	520	Hours	\$26.00	hrly	\$13,520.00	\$24.25	hrly	\$12,610.00
<b>Total Annual Cost - Year 5</b>				<b>\$165,845.44</b>			<b>\$157,570.28</b>		