

	VENDOR	LOCATION	SERVICE	MONTHLY COST	Date of proposal	FORMULA USED OR COST PER SQ FOOT	PER PERSON BREAKDOWN	EQUIPMENT	CHEMICALS	PAPER PRODUCTS	REFERENCES	ELECTROSTATIC	NOTES:	
1	COVERALL - John McKay, Senior Outside Sales Consultant (Contact is Sales Consultant)	Coverall North America	Interior night cleaning, 5x per week, approx 47,080 sq ft cleanable area	\$14,295.00	2/22/2021	Rate developed by third party that has completed time and motion studeies on cleaning tasks. (Nancy's calculation by sqfootage \$0.304 /sqft.)	Determined on final walk through	Use included	Included with service. EPA compliant to combat but not limited to SARS and Cov-2.	NOT included	1. Great Minds Charter School-Islah Academy 2900 W. Slauson Blv, LA, CA 90046 2. St. Vincent School 2333 S. Figueroa Blvd LA, CA 90007 3. Branches Atelier 11359 W Washington Blvd, Los Angeles, CA 90066 (preschool) 4. City Language Immersion Charter School 4001 Venice Blvd, Los Angeles, CA 90019 (Elem)	Electrostatic cleaning is a non recurring service as this is a decontamination process done in the unlikely event an area or your facility has been infected. Upon request. If contracted for reg cleaning, likely to get a better overall pricing as determined in proposal during final walk through/inspection with OCS FO and assigned facility consultant.		
2	HARBOR Building Maintenance - Andrew Cunningham, Relationship Manager (Contact is owner of company)	Huntington Beach, CA	Interior night cleaning, 5x per week, 47,080 cleanable sq ft.	\$8,286.00	2/23/2021	\$0.176/sqft	16 hours per night	Use included		NOT included	1. Alliance Charter Schools 2. Vista Mar Private School 3. Safe Hill Academy	1. 1x week enhanced COVID disinfecting program with electrostatic spraying additional \$1095/mo 2. 1x month enhance COVID disinfecting program with electrostatic spraying additional \$500/mo 2. Positive COVID Electrostatic Disinfecting will be billed at \$0.05 psf. Minimum charge of \$350.	- This vendor was extremely thorough, responsive, informative and flexible. The contact has been the owner himself and he came to Panama twice as our conversations and requests for proposal revisions evolved. There will be a Relationship Manager-knows your building, the job we do there, who is on your crew.	
			Day Porter - 5x week/8 hrs per day (40 hr/wk)	\$4,128.00	2/23/2021		1 person			NOT included				

3	HAYNES (MARZDEN) - Tabatha Sisneros, Business Development Executive and Timothy Corbett, Director of Sales Western Division (Haynes is a subsidiary of MARSDEN SERVICES NATIONWIDE)	Tabatha is based out of Irwindale CA. Tim in Tucson, Arizona.	Interior night cleaning, 5x per week, 3 people 4 hours per day, approx 47,080 cleanable square feet	\$7,923.00	2/21/2021	\$0.145/sqft The price per square footage break down for the night cleaners comes ends up breaking down to approx. \$0.145 per square foot although this is not the formula we utilize for staffing and pricing – we calculate staffing and pricing off of productivity per hour and how much square footage can be covered within an hour.	3 person crew for 4 hours per night	Use included	Included	NOT included	1. Garden Grove Unified School District 2. Cal Baptist University 3. Ednovate Charter Schools in Los Angeles Area (contact Gary Hinsley)	1. 1x per month included. 2. Positive COVID or additional electrostatic spraying \$1,000.		
			Day Porter - 5x week/8 hrs per day (\$17.50/hr)	\$6,159.00	2/21/2021	I also wanted you to know that the day porter pricing is not based on square footage because they are not cleaning, they are just Day Portering.	1 person	Yes	Included	NOT included				
4	L & M JANITORIAL - Brian Gomez, Operations Supervisor and behind the scenes "Supervisor"	Chatsworth, CA	Interior night cleaning, 5x per week. Confirmed quote is for 47,080 OCS determined cleanable square footage. Cost mainly based on time to clean assesment of campus visit and blueprints etc.	\$7,800.00	2/22/2021	Confirmed cleanable square footage. Cost mainly based on time to clean assesment of campus visit and blueprints etc. (Nancy's calculation based on sqfootage \$0.166/sqft).	2 person crew for 8 hours per night	Equipment can be provided for use. "We can provide the equipment if need be. Usually the customer provides them, but we can purchase the equipment. Note that the equipment will belong to us."	Included. 1) We will always provide the chemicals for the job. 2) Yes, the chemical used for the COVID-19 cleaning and disinfecting is approved list provided by the EPA. I can send you the the forms that shows this. All other chemicals used in the cleaning process are basics chemicals such as Windex, Clorox...etc. 3) We can switch the chemicals to a more family friendly version that doesn't cause any harm to the children. Note that these chemicals are not as strong as the others for removing grime, stains and dirtiness, but they do a great job.	NOT included		1. 1x per month \$1,000 additional.		