



MARSDEN
SERVICES

Caring For Your Workplace

FACILITIES CLEANING • SECURITY • MAINTENANCE • SUPPORT

PROPOSAL PAGE, PART X – PROPOSAL PAGES – TECHNICAL PROPOSAL

The following issues should be fully responded to in your proposal in concise narrative form. Additional sheets should be used, but they should reference each issue and be presented in the same order. All items stated below should be tabbed in your proposals, in the order stated below.

- Tab 1: Bid/Proposal and Signature pages
- Tab 2: Non-Collusion Statement
- Tab 3: Local Business Preference, if applicable
- Tab 4: Letter of Interest, The letter of interest may contain any other information not in the proposal but should not exceed two (2) pages.
- Tab 5: Business Licenses. Evidence that your firm and/or persons performing the work are licensed to do business in the State of Florida.
- Tab 6: Evidence of Insurance. Certificate of Insurance showing coverage, forms, limits. Actual insurance certificates will be required from recommended contractor, prior to award.
- Tab 7: PART VII - PROPOSAL PAGES – COST PROPOSAL, including inspection check list.
- Tab 8: PART VIII - PROPOSAL PAGES - TECHNICAL PROPOSAL QUESTIONS
- Tab 9: PART VIII - QUESTIONNAIRE
- Tab 10: Any additional attachments to your proposal.

PROPOSAL SIGNATURE PAGE

How to submit proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Proposer to ensure that the proposal reaches the City of Fort Lauderdale, City Hall, Procurement Services Division, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the proposal due date and time listed. Proposals submitted by fax or email will not be accepted.

The below signed individual hereby agrees to furnish services subject to all instructions, terms, conditions, specifications, and addenda contained in the Request For Qualifications (RFQ). I have read the RFQ and all attachments including the specifications and fully understand what is required. By submitting this signed Proposal I understand any resulting City contract will be subject to RFQ instructions, terms, conditions, specifications, and addenda.

Submitted by: Shazard Ali (Signature) 11/20/13 (Date)

Name (Printed) Shazard Ali Title: South Florida Sales Manager

Company: (Legal Registration) Marsden Services, L.L.C.

FOREIGN CORPORATIONS MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit <http://www.dos.state.fl.us/>).

Address: 2124 University Ave. W

City Saint Paul State: MN Zip 55114

Telephone No. 651-641-1717 FAX No. 651-925-3152 Email: Sali@marsden.com
305-340-7524

Does your firm qualify for MBE or WBE status (General Conditions Section 1.09)? MBE No WBE No

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in its proposal:

<u>Addendum No.</u>	<u>Date Issued</u>
<u>1-</u>	<u>No Date Given</u>
<u>2-</u>	<u>No Date Given</u>
<u>3-</u>	<u>11/1/13</u>
<u>4-</u>	<u>11/6/13</u>
<u>5-</u>	<u>No Date Given</u>

Payment by P-CARD: Will your firm accept the City's Credit Card as payment for services performed under a resulting contract?

YES NO

5

Non-Collusion Statement

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and free from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME

RELATIONSHIPS

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

RFP NO.

TITLE:

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm it's local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this RFP. Violation of the foregoing provision may result in contract termination.

is a **Class A Business** as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(1) _____
Business Name

is a **Class B Business** as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(2) _____
Business Name

is a **Class C Business** as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.

(3) _____
Business Name

requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(4) _____
Business Name

requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(5) _____
Business Name

is considered a **Class D Business** as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration.

(6) Marsden Services, L.L.C.
Business Name

PROPOSER'S COMPANY: Marsden Services, L.L.C.
AUTHORIZED COMPANY PERSON: Shazard Ali Shazard Ali 11/20/13
NAME SIGNATURE DATE

November 20, 2013

Letter of Interest

Dear City of Fort Lauderdale,

On behalf of all of us at Marsden Services, thank you for receiving our proposal to provide facility services at the **City of Fort Lauderdale Police Dept.** We are excited about the opportunity to serve you. This proposal should give you a better idea of Marsden's approach to cleaning, and how our services can add value to your property. In our business we see two types of facility service providers. There are those who see themselves as cleaning up messes and taking out trash. And then there are those providers who exist to improve the lives of your employees, tenants, and guests. We strive to be the latter, offering value-adding services to enhance your property and the lives of the people who work and visit there every day.

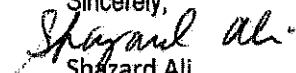
Founded in the Minnesota in 1952, Marsden has developed a comprehensive set of commercial property services. Should you ever need them, you will have access to the widest array of cost-effective, superior quality custodial, facility maintenance, and security services available from any single provider in the region. Helping you meet any challenges you might face, we have national support with over 8,600 employees and dozens of partner providers nationwide, we have an ever growing list of experts to help us with any challenge that may arise. Your local managers have the know-how and the resources to make a difference.

On top of that, you'll enjoy the benefits of our innovative and responses services, including:

- *Professional cleaners who are screened, hired, and trained with customer well-being as the focus of service*
- *A responsive Customer Service Center available to you 24 hours a day, 365 days a year*
- *Our award-winning "Always Clean, Always Green" cleaning program and Sustainable Business Practices*
- *Strong, people-focused community partnerships... Marsden donates 10% of pre-tax profits to charity*

We would take great pride in serving your employees and guests. Thank you for your time. Please let me know if you have any questions.

Sincerely,



Shazard Ali

South Florida Sales Manager
Marsden Services

State of Florida

Department of State

I certify from the records of this office that MARSDEN SERVICES, L.L.C. is a Delaware limited liability company authorized to transact business in the State of Florida, qualified on December 16, 2010.

The document number of this limited liability company is M10000005568.

I further certify that said limited liability company has paid all fees due this office through December 31, 2013, that its most recent annual report was filed on April 12, 2013, and its status is active.

I further certify that said limited liability company has not filed a Certificate of Withdrawal.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this is
the Twelveth day of April, 2013*



Ken Raufer
Secretary of State

Authentication ID: CC9384971732

To authenticate this certificate, visit the following site, enter this ID, and then follow the instructions displayed.

<https://efile.sunbiz.org/certauthver.html>



CERTIFICATE OF LIABILITY INSURANCE

1/1/2014

DATE (MM/DD/YYYY)

12/27/2012

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Lockton Companies, LLC-1 Kansas City 444 W. 47th Street, Suite 900 Kansas City MO 64112-1906 (816) 960-9000	CONTACT NAME:	
	PHONE (A/C, No, Ext):	FAX (A/C, No):
	E-MAIL ADDRESS:	
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURED 1334295 MARDEN HOLDING, LLC MARDEN SERVICES, L.L.C 380 ST. PETER STREET, SUITE 603 ST. PAUL MN 55102	INSURER A: Greenwich Insurance Company	22322
	INSURER B: Ironshore Specialty Insurance Co	25445
	INSURER C: XL Specialty Insurance Company	37885
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES MARH005 **CERTIFICATE NUMBER:** 11803172 **REVISION NUMBER:** XXXXXXXX

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY	N	N	RGD9437618	1/1/2013	1/1/2014	EACH OCCURRENCE \$ 2,000,000
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY			RGD9437619	1/1/2013	1/1/2014	DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000
A	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR			(NAT'L MTNCE)			MED EXP (Any one person) \$ 5,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PERSONAL & ADV INJURY \$ 2,000,000
	<input checked="" type="checkbox"/> POLICY	<input checked="" type="checkbox"/> PRO-JECT	<input checked="" type="checkbox"/> LOC				GENERAL AGGREGATE \$ 4,000,000
							PRODUCTS - COMP/OP AGG \$ 5,000,000
							\$
A	AUTOMOBILE LIABILITY	N	N	RAD9437620	1/1/2013	1/1/2014	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000
	<input checked="" type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$ XXXXXXXX
	<input type="checkbox"/> ALL OWNED AUTOS						BODILY INJURY (Per accident) \$ XXXXXXXX
	<input type="checkbox"/> HIRED AUTOS						PROPERTY DAMAGE (Per accident) \$ XXXXXXXX
							\$ XXXXXXXX
B	<input checked="" type="checkbox"/> UMBRELLA LIAB			001274501	1/1/2013	1/1/2014	EACH OCCURRENCE \$ 5,000,000
	<input type="checkbox"/> EXCESS LIAB						AGGREGATE \$ 5,000,000
	<input type="checkbox"/> DED						\$ XXXXXXXX
	<input type="checkbox"/> RETENTION \$						
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY		N	RWD9435389 (AOS) RWD9435390 (WI)	1/1/2013 1/1/2013	1/1/2014 1/1/2014	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTH-ER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N	N/A				E.L. EACH ACCIDENT \$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
							E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
30 DAYS NOTICE OF CANCELLATION WILL BE SENT TO CERTHOLDERS, FOR OTHER THAN NON-PAYMENT OF PREMIUM, IF REQUIRED BY CONTRACT.

CERTIFICATE HOLDER**CANCELLATION**

11803172
FOR INFORMATION ONLY

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Bonnie J. Foster

EXHIBIT 2

PART VII - PROPOSAL PAGES - COST PROPOSAL

Cost to the City: Contractor must quote firm, fixed, weekly rate for all services identified in this request for proposal. This firm fixed weekly rate includes any costs for travel to the City. No other costs will be accepted. This firm fixed weekly rate will be the same for the initial contract period.

See Section 5.3 Service Locations: for details for each location on service requirements/times/dates etc.

Failure to use the City's COST PROPOSAL Page and provide costs as requested in this RFP, may deem your proposal non-responsive. (PLEASE FILL IN ALL BLANKS BELOW)

ITEM NUMBER/LOCATION	COST PER WEEK
1a. Main Police Building 1st Floor Starting time: <u>8 am</u> <u>5 pm</u> 2x day Completion time: <u>11 am</u> <u>8 pm</u> Hours of service per day: <u>6</u> <u>3 - weekends</u>	\$ <u>586.14</u> /Week
1b. Main Police Building 2nd Floor Starting time: <u>10 am</u> <u>8 pm</u> 2x day Completion time: <u>3 pm</u> <u>12 pm</u> Hours of service per day: <u>8</u> <u>4 - weekends</u>	\$ <u>744.11</u> /Week
1c. Main Police Building 3rd Floor Starting time: <u>3 pm</u> <u>9 pm</u> 2x day Completion time: <u>4:30 pm</u> <u>10:30 pm</u> Hours of service per day: <u>3</u> <u>1.5 on weekends</u>	\$ <u>285.91</u> /Week
2. Mounted Unit Starting time: <u>9 am</u> Completion time: <u>10 am</u> Hours of service per visit: <u>1</u>	\$ <u>27.48</u> /Week
3. Marine Unit Starting time: <u>10 am</u> Completion time: <u>11 am</u> Hours of service per visit: <u>1</u>	\$ <u>24.01</u> /Week

ITEM NUMBER/LOCATION	COST PER WEEK
4a. Police Administrative Offices 1st Floor Starting time: <u>8 am</u> Completion time: <u>9 am</u> Hours of service per visit: <u>1</u>	\$ <u>60.27</u> /Week
4b. Police Administrative Offices 2nd Floor Starting time: <u>9 am</u> Completion time: <u>10 am</u> Hours of service per visit: <u>1</u>	\$ <u>54.73</u> /Week
5a. Internal Affairs Office 1st Floor Starting time: <u>8 am</u> Completion time: <u>9 am</u> Hours of service per visit: <u>1</u>	\$ <u>29.79</u> /Week
5b. Internal Affairs Office 2nd Floor Starting time: <u>9 am</u> Completion time: <u>10 am</u> Hours of service per visit: <u>1/2 hr.</u>	\$ <u>18.24</u> /Week
6a. Community Policing Initiative 1st Floor Starting time: <u>10 am</u> Completion time: <u>11 am</u> Hours of service per visit: <u>1</u>	\$ <u>35.56</u> /Week
6b. Community Policing Initiative 2nd Floor Starting time: <u>11 am</u> Completion time: <u>12:30 PM</u> Hours of service per visit: <u>1.5 hrs.</u>	\$ <u>55.19</u> /Week

ITEM NUMBER/LOCATION	COST PER WEEK
7a. City Jail: 1300 W. Broward Blvd. <i>First Floor</i> Starting time: <u>5:00 PM</u> Completion time: <u>5:30 PM</u> Hours of service per visit: <u>1/4 hr - 15 min.</u>	\$ <u>30.71</u> /Week
7b. City Jail: 1300 W. Broward Blvd. <i>Second Floor</i> Starting time: <u>5:30 PM</u> Completion time: <u>6:00 PM</u> Hours of service per visit: <u>1/2 hr.</u>	\$ <u>60.96</u> /Week
8. K9/Barn Starting time: <u>2:00 PM</u> Completion time: <u>3:30 PM</u> Hours of service per visit: <u>1.5 hrs</u>	\$ <u>13.16</u> /Week
9. Sistrunk Blvd. Substation 129 NW 8 th Street Starting time: <u>2:00 PM</u> Completion time: <u>3 PM</u> Hours of service per visit: <u>1</u>	\$ <u>17.09</u> /Week
TOTAL WEEKLY COST FOR ALL LOCATIONS STATED ABOVE.	\$ <u>2,043.35</u> /Week

INSPECTIONS CHECK LIST: A proposer may bid on any or all locations and still be considered for award. All spaces should be filled in for each location being bid.

The City reserves the right to award by group based on the geographic location of the facilities involved. Award may also be by Group or item, whichever is determined to be in the best interest of the City. Award will be to the responsive and responsible bidder, for that service that will best serve the needs of the City of Fort Lauderdale.

Inspections were made of the following locations:
(Please Check One)

	<u>Yes</u>	<u>No</u>	
1. Main Police Bldg. 1300 W. Broward Blvd.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	- date closed to inspect
2. Mounted Unit 700 NE 9 th St.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
3. Marine Unit 1784 SE 15 th St.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
4. Police Administrative Offices 101 N. Andrews Av.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
5. Internal Affairs Office 316 NE 4 St, Suite 3	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
6. Community Policing Initiative 533 NE 13 St.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
7. City Jail 1300 W. Broward Blvd.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	No contact given to schedule
8. K9/Bar City Well Field	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Wade Brabble gave description to me
9. Sistrunk Blvd. Substation 129 NW 6 th Street.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	- Not open yet. Wade Brabble gave description.



Executive Summary - The City of Fort Lauderdale, Police

We are pleased to present our City- wide Janitorial Services Program for The City of Fort Lauderdale Police. Marsden Services has developed a tradition and reputation for delivering on our promises since we were founded in 1952. Marsden Services is among the five largest privately owned facility services provider in the United States with over 8,600 employees. We have offices and operations right here in Broward County. Marsden Services will supply an outstanding janitorial program deeply rooted in our culture of accountability for the City of Ft. Lauderdale Police. The City of Ft. Lauderdale Police will be a critical client for us receiving a strong focus from all levels of our organization.

We believe there is a direct correlation between adequate supervision and quality work. Therefore you will notice on our Org Chart that we have significant {but not excessive} supervision built into the program. We want long term stability and solid leadership onsite. The program will be led by our Florida Regional Operations Manager based in Broward County, Florida. Jorge Del Villar has over 20 years of experience leading and managing teams in the cleaning industry. Jorge is able to act as an effective liaison between varied personalities, staff, supervisors and customers. Jorge will act as the single point of contact for the Police Department. We have attached the resumes of our 3 key South Florida Managers, all of us reside in Broward County.

In 2009 we earned the cleaning industry's highest level of certification from the Cleaning Industry Management Standard- Green Building (CIMS-GB); covering quality, safety, ethics, customer satisfaction and management, which was renewed in 2012. CIMS-GB was established by ISSA (the Worldwide Cleaning Association). CIMS-GB is equivalent to an ISO certification for the cleaning industry. CIMS-GB assessment covers five areas of best practices to include, Quality Systems, Service Delivery, Human Resources, Health/Safety and Environmental. Marsden Services practices what we preach with an internal sustainability program and culture. Green practices are the standard.

In order to ensure a successful transition from the current vendor, we have developed and will execute a detailed CPM Transition Plan that assures that we will be ready on Day 1 with no impact to The City of Fort Lauderdale Police regarding the service level. We have attached our transition plan. We use a CPM {critical path method} scheduling approach, as the timely completion of transition activities is critical to a successful launch. The transition team will be onsite during the actual start up; adding in training staff, ensuring that the scope of work is being followed, safety training, routing for efficiency and communication with The City of Fort Lauderdale Police, Branch Managers on a regular basis. We will hire the best qualified and most experienced staff, each of which must pass E-Verify and background checks. During the transition we will build the City's work site metrics with full visibility and access for both parties. A periodic cleaning schedule for floor and carpet care will be developed. We will establish consumables and supply ordering and a replenishment schedule. Industry leading onboarding and training will be conducted to exceed all expectations.

We provide a 24/7 Customer Care Center staffed with in house Marsden operators. The power behind our Customer Care Service Center lies in the ability to reach out to our team members via cell phone and the use of our online work order system. Immediate notifications are sent out to appropriate personnel while automatic feedback is sent to the requestor. All managers and key staff are equipped with Smart Phones. One call does it all with Marsden Services. We have to get you help. No need to keep long contact list and our Account Managers and Operations Manager are available 24/7.

We will implement our Best in Class Janitorial Operational Program that includes:

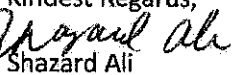
- Well trained, well supervised staff
- 24/7/365 City of Fort Lauderdale Police Customer Care Center
- An Organizational Chart of Accountability
- Web based centralized control and tracking of Service Request and Work Orders
- Project Calendar Management Software
- Equipment Tracking Software
- Our Quality Control Program
- Web based staff and labor pool efficiency tracking and reporting
- TEAM time keeping tools- auto notifications
- Documented training for safety practices, chemicals use, and equipment operation
- Customer Service {STAR} Training
- Green Cleaning and Sustainability where required
- An experienced Operations Manager
- ADP payroll processing

With input from local site leaders and using the specs, we will identify several Key Performance Indicators and incorporate them into our Quality Assurance Program. Our QA program will include, simple task schedules for cleaners, monthly facility inspections (client is invited to attend if desired), quarterly satisfaction surveys to client, Gap Analysis (compare scores from client against our own, closing gaps), and a review of service request by facility. This results in a successful cleaning program taking advantage of our transparent and successful client / vendor relationship.

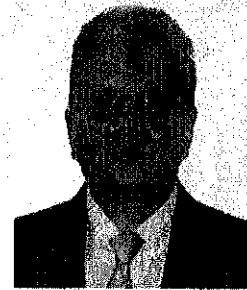
Thank you for considering our City of Fort Lauderdale Police Janitorial Services Program.

We look forward to providing expert solutions to all your cleaning and environmental challenges.

Kindest Regards,


Shazard Ali

South Florida Sales Manager
Marsden Service



JORGE A. DEL VILLAR
Operations Manager

Jorge del Villar is the **Marsden Services** Regional Operations Manager for South East Florida. His varied career includes recruiting, training program, management, payroll tracking, overseeing day to day operations and customer retention.

For more than 20 years Jorge has helped employees to reach the next level and supervisors to get to management positions; accustomed to be in positions of responsibility; Jorge is self motivated and willing to set goals and work to achieve them.

Bi-lingual able to act as a liaison between different personalities and background types comfortable and effective communicating with both superiors and staff.
Able to motivate, using resources effectively considering efficiency, planning and accountability very important.

Operating on different fields of the Cleaning Industry his expertise reaches: office, industrial, retail, and school cleaning. Jorge has been able to serve National Accounts at different times like Sears, Siemens, Motorola, Grainger, Kraft, Chicago Public Schools, and lately Wells Fargo and the Art Institutes .

Graduated from the National University of Mexico in 1977 Health Degree. He obtained a GED from Truman College in Chicago in 1995 and several computer skill courses at Morton College in Cicero, IL. in 1996.

Jorge is a firm believer of Continuing Education and has completed several training courses through the Marsden University including: Green Cleaning, Time Management Skills, Excellent Decision-Making, Maximizing Productivity, Planning and Organizing, Developing Subordinates, Delegating and several Behavior Based Safety courses.

He is on line member of several Industry Organizations such as: International Facility Management Association, Housekeeping Solutions, ISSA Worldwide Cleaning Association, CM News.

Richard M. Catchman

Senior Vice President – Business Development

Marsden Services – 2005 – Present

- Authored our Consolidated Sales Plan
- Design and price our national client cleaning programs
- Manage all multi regional and national RFP responses
- Train, manage, mentor the local sales leaders and sales teams
- Created marketing materials
- Created websites
- Created proposal format and content library
- Mentor General Managers (operational) around the country
- Implemented technical solutions (Online W/Order System, CRM, Pricing Calculators - Integrated Cost sheets with work loading)
- Create and track Sales Leading Indicators
- Sales to date in excess of \$30M
- Expanded the Marsden operations from 6 states to 42 states
- Built a Marsden Subcontractor Network

Recent Achievements:

- Charter member of CBRE Global Corporate services Janitorial Supplier Council. March 2011
- Board of Directors – IFMA MN
- Board of Directors – USGBC MN
- Hold all Sales Records at Marsden

Employment History – 25 years in Facility Services

OneSource Facility Services – 2003 – 2005

Regional Sales Director

AMR Distribution – 2001 - 2003

Sales Leader

PracticeWare Software – 1998 – 2001

Founder – VP Sales

Alimak Elevator 1996 - 1998

Regional Sales Director

Thyssenkrupp Elevator (formerly Dover) – 1986- 1996

Director of Administration

Education

Bachelor of Business Administration - 1986

University of Texas (Austin) – Red McCombs Business School

Shazard Ali

Marsden Services–2013 to current

South Florida Sales Manager

- Direct all aspects of regional Sales
- Manage all regional RFP's
- Design and prices all regional client cleaning programs
- Provide business development and client relations to prospects and targets
- Work close with Operations to ensure client needs are satisfied
- Author and create a Marketing Development Plan
- Create a sales plan and held accountable to the plan
- Use CRM to manage sales pipeline and target customers
- Member of IFMA and BOMA in South Florida
- Stay updated on industry trends through continuing education

Crestwood Services 2009– 2012

Director of Sales and Business Development

- Directed all aspects of regional sales, business development and customer services.
- Design and price all regional client cleaning programs
- Manage all regional RFP responses
- Train, manage, mentor the local sales teams
- Created marketing materials
- Created proposal format and content library
- Work closely with General Managers (operational) and Area Managers
- Implemented technical solutions (Online W/Order System, CRM, Pricing Calculators - Integrated Cost sheets with work loading)
- Create and track Sales Leading Indicators
- Sold excess of \$2M in janitorial and maintenance services
- Expanded the Crestwood operations into Dade County

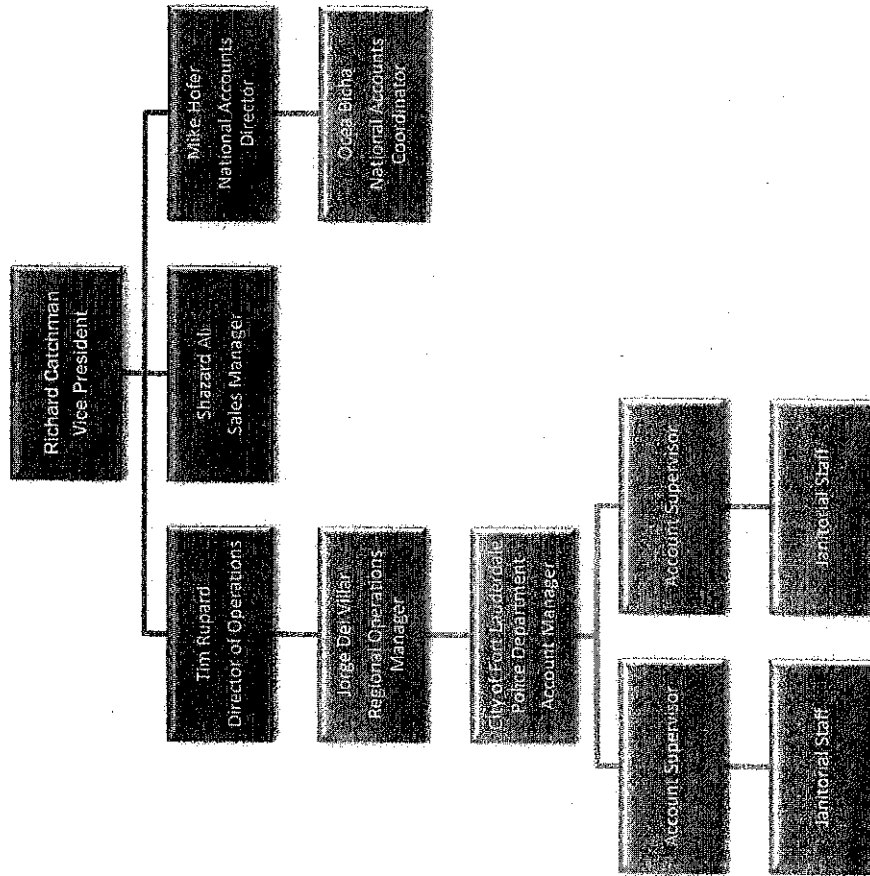
- Met with clients on a regular basis to ensure customer satisfaction

Coverall Cleaning Concepts 2003- 2008

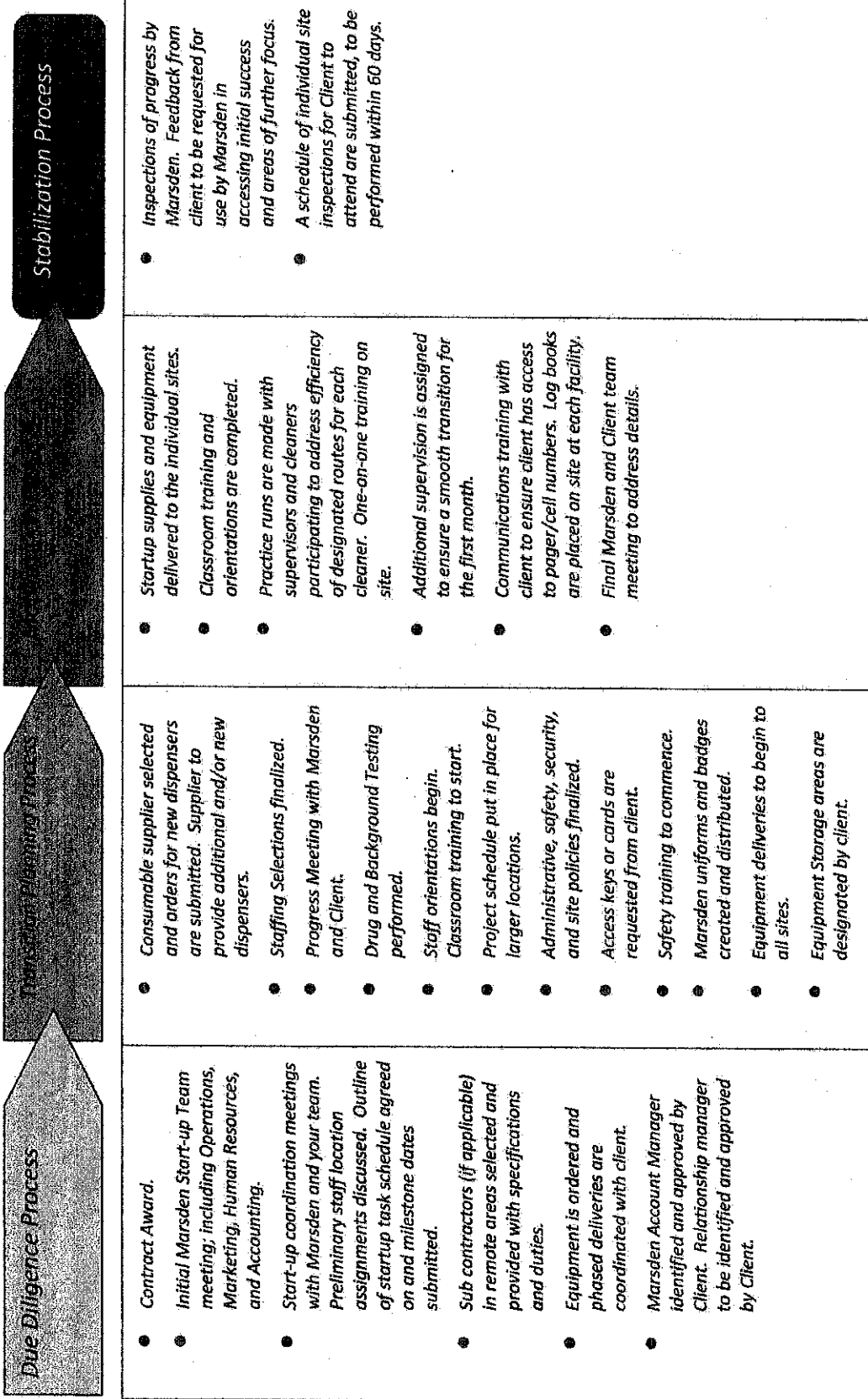
Regional Director

- Administered and Directed all aspects of regional sales, operations, administration, and customer service
- Held direct accountability for P&L and sales in excess of \$11M
- Maintained relationships with key decision makers and leveraged existing relationships with customers
- Maximize sales and revenue campaigns minimizing expenses to ensure best value for clients
- Utilize top line sales and operations management approach to rapidly achieve profitability goals
- Winner of numerous contests and recipient of several achievement awards for outstanding performance

Marsden Services – City of Fort Lauderdale Management / Operations



TRANSITION AND STARTUP STRATEGY



Planning Phase

Transition Phase

PART VIII - QUESTIONNAIRE

Prior Experience:

1. Number years' experience proposer has had in providing similar services: 63 years
2. Have you ever failed to complete work that was awarded to you? If so, where and why?

No, we have not

3. REFERENCES: List a minimum of three public safety agencies and/or like size organizations for which you have provided similar services in the last three years. Provide agency name, address, telephone number, contact person, e-mail address, and date service was provided. If services provided differ from the ones presented in your proposal, please identify such differences. **DO NOT LIST THE CITY OF FORT LAUDERDALE AS A REFERENCE.**

Omaha Police - 5055 15th St. Omaha, NE 68102 - 404-444 5615 Connie Percosky
Connie.percosky@ci.omaha.ne.us Served since 2011

Jackson County - 405 4th St. Jackson, MN. 56143 - 507-847-4182 Janice Fransen
Janice.fransen@co.jackson.mn.us Served since 2012

City of Cottage Grove - 8635 West Point Douglas Rd. Cottage Grove, MN 55016

Les Burshsten - 651-458-2810 les.burshsten@cottage-grove.org Served since
Dec. 2012

4. List those **City of Fort Lauderdale agencies (NOT PERSONS)**, with which the proposer has had contracts or agreements during the past three (3) years:

None

5. How quickly can your firm begin services after award notification? 2-4 weeks notice

The proposer understands that the information contained in these Proposal Pages is to be relied upon by the City in awarding the proposed Agreement, and such information is warranted by the proposer to be true. The proposer agrees to furnish such additional information, prior to acceptance of any proposal, relating to the qualifications of the proposer, as may be required by the City.

PROPOSERS PLEASE INSURE THAT YOU HAVE SIGNED THE SIGNATURE PAGE OF THESE PROPOSAL PAGES. OMISSION OF A SIGNATURE ON THAT PAGE MAY RESULT IN REJECTION OF YOUR PROPOSAL.

Addendum 1

Item Number/Location	Cost per Week
1a. Main Police Building 1st Floor Starting time: 7 pm Completion time: 8 pm Hours of service per day: 5	\$460.44
1b. Main Police Building 2nd Floor Starting time: 9 pm Completion time: 10:30 pm Hours of service per day: 6	\$588.99
1c. Main Police Building 3rd Floor Starting time: 10.30 pm Completion time: 11 pm Hours of service per day: 3.5	\$183.82
2. Mounted Unit: Bimonthly-Wed. Starting time: when scheduled Hours of service per visit: 2 hours	\$34.34
3. Marine Unit: Weekly Starting time: when scheduled Hours of service per visit: 1	\$34.79
4a. Police Administrative Offices 1st Floor: Mon., Wed. & Friday Starting time: 2:30 pm Completion time: 3:45 pm Hours of service per visit: 1.25	\$50.59
4b. Police Administrative Offices 2nd Floor: Mon., Wed. & Friday Starting time: 3:45 pm Completion time: 5:00 pm Hours of service per visit: 1.25 hours	\$51.29

PROPOSAL PAGE, PART VIII FINANCIAL/COST PROPOSAL (Cont.)

Vendor: Image Companies

Addendum 1

Item Number/Location	Cost per Week
5a. Internal Affairs Office 1st Floor Starting time: Thursday 8 am Completion time: 10:00 am Hours of service per visit: 2	\$43.98
5b. Internal Affairs Office: 2nd Floor Starting time: Thursday 10 am Completion time: 10:45 Hours of service per visit: 45 min.	\$12.81
6a. Community Policing Initiative: 1st Floor Starting time: Monday 8 am Completion time: 9 am Hours of service per visit: 1 hour	\$28.15
6b. Community Policing Initiative: 2nd Floor Starting time: 9 am Completion time: 10:30 Hours of service per visit: 1.5 hours	\$91.71
7a. Jail: 1300 W. Broward Blvd. Starting time: 9 am Completion time: 9:10 am Hours of service per visit: 10 min	\$0.87
7b. Jail: 1300 W. Broward Blvd. Starting time: 9:10 am Completion time: 9:45 Hours of service per visit: 35 minutes	\$17.07
8. K9/Barn 2 x/week Starting time: when scheduled Hours of service per visit: 1.5	\$114.23
9. Evidence Warehouse Office 2 x/week Starting time: when scheduled Hours of service per visit: 1 week	\$49.04

Total Weekly Cost: \$1,760.13

PART V – SERVICES AND SCHEDULE**5.1 General Information**

The janitorial services listed below are required at the designated facilities shown in Paragraph 5.3 on the basis of the suggested cleaning times indicated. Service at specified locations shall include cleaning of all offices, conference rooms, and common areas, including lobbies, hallways, waiting areas, janitorial closets, elevators (passenger and freight, if applicable), stairwells and landings (if applicable), restrooms and restroom lobby areas.

The Contractor shall perform services on each of the specified days, except for City observed holidays. When a City observed holiday falls on a regularly scheduled service day, and the City facility is not accessible to the Contractor, the Contractor shall perform the regularly scheduled services on the next workday following the holiday closure. Exceptions will require arrangements with the Police Department's Maintenance Supervisor, or his designee. Police Staff will provide a list for the awarded Contractor of City Holidays.

Adequate personnel shall be provided to insure that the tasks are completed within a reasonable amount of time.

5.2 Schedule of Services**5.2.1 Offices/Corridors/Lounges/Foyers/Lobbies****Daily**

- a. Empty wastebaskets, replace bag liner if ripped, soiled or wet.
- b. Dispose of refuse in an outside Dumpster.
- c. Empty recycled item containers and deposit material into main collection containers.
- d. Empty and clean all ashtrays and cigarette receptacles at building entrances.
- e. Clean all table and counter surfaces not having paper or materials stored on them.
- f. Dispose of any cardboard packing or discarded materials or items left for removal in outside Dumpster.
- g. Clean any area or item that obviously needs immediate attention due to incidental spills, leaks or debris.
- h. Clean all glass main entry doors (Main lobby and Records), and the interior reception areas of both the lobby and Records (also to include the "fishbowl").
- i. Sweep and damp mop all hard flooring (including elevators and stone surfaced flooring); spot clean any dirt or stains with appropriate cleaners and solvents as needed to maintain an acceptable appearance.
- j. Vacuum all carpeting with approved vacuum cleaner.
- k. Refill hand towel dispensers.
- l. Clean and sanitize drinking fountains.
- m. Sweep clean all landings and stairwells.
- n. Spot clean any obvious stains or spills in carpeted areas with appropriate/approved cleaners.
- o. Wipe off and disinfect all exercise equipment in the gym.

Weekly

- a. Polish furniture.
- b. Clean and polish all table and counter surfaces that are free of material.
- c. Clean under computer consoles and computer wires above and beneath consoles.
- d. Wipe down all interior window frames, and sills with damp cloth.

Addendum 2

- e. Clean all non-glass doors and door frames.
- f. Wipe down all shelving with damp cloth.
- g. Vacuum all fabric-covered furniture and partitions.
- h. Wipe down elevator walls, polish interior cab with all purpose cleaning spray or furniture polish.
- i. Clean all elevator hand railings and metallic wall panels with stainless steel cleaner/polish.

Biweekly

- a. Damp mop, wax and buff hard flooring (including elevators). Does not include stone surfaced flooring
- b. Clean all blinds, wall plates, door hardware and stairwell railings

Monthly

- a. Dust and clean all air conditioning registers and air return vents.
- b. Clean all vinyl furniture with vinyl cleaner.
- c. Scrub, rinse, spray buff and wax hard floors and stairwells (excluding stone surfaced flooring) utilizing proper floor care machinery.
- d. Wipe down all walls and clean any spider webs from corners or ceilings.
- e. Clean interior window glass.
- f. Clean baseboards.

Quarterly

- a. Strip, scrub, rinse and wax hard floors and stairwells (excluding stone surfaced flooring) utilizing proper floor care machinery.
- b. Strip, scrub, rinse and wax the Evidence Room floor utilizing proper floor care machinery.
- c. Truck mounted steam cleaning of all carpeted areas.
(This service is to be provided within fifteen days of start-up of contract or trial period and performed quarterly thereafter.)

5.2.2 Restrooms

Daily

- a. Clean all mirrors
- b. Replenish soap, toilet tissue and hand towels
- c. Sweep, mop with disinfectant cleaner and rinse bathroom floors
- d. Clean urinals and commodes (inside and out)
- e. Check deodorizer block and replace if necessary
- f. Wipe down all partitions
- g. Clean and disinfect basins and counter tops
- h. Empty and clean all waste receptacles, replace liners if necessary
- i. Polish all chrome and stainless steel
- j. Clean and disinfect showers

Weekly

- a. Clean all doors, including entry doors, metal kick plates, door handles or push plates
- b. Clean all interior window glass, frames and sills
- c. Clean locker tops (if applicable)
- d. Wipe clean (with tile cleaner) all tiled wall areas

Monthly

- a. Dust and clean all air conditioning registers and air return vents

Quarterly

- a. Scrub and rinse all tile surfaces with a non-toxic tile cleaner

5.2.3 Entrances

Daily - Clean all doors (including glass doors) and frames, sweep mats, remove spider webs, remove gum and cigarette residue. Sweep exterior walkways at all entrance points

Monthly - Hose down / wash exterior entrance walkways.

5.2.4 Food Preparation Areas (Small kitchens)

Daily

- a. Clean all counter space
- b. Sweep and damp mop all hard flooring (including elevators and stone surfaced flooring); spot clean any dirt or stains with appropriate cleaners and solvents as needed to maintain an acceptable appearance.
- c. Wipe clean all appliances
- d. Clean and disinfect sink
- e. Refill hand towel dispensers

Biweekly

- a. Damp mop, wax and buff hard flooring. Does not include stone surfaced flooring

Quarterly

- a. Strip, scrub, rinse and wax hard floors (excluding stone surfaced flooring) utilizing proper floor care machinery.

5.2.5 Jail/booking

Daily

- a. Empty waste baskets, replace bag liner if ripped, soiled or wet.
- b. Dispose of all refuse in dumpster.
- c. Empty and clean ashtrays.
- d. Clean all counter surfaces (those that do not have paper or materials stored on them).
- e. Vacuum all carpeting with approved vacuum cleanser.
- f. Refill hand soap and towel dispensers.
- g. Sweep and mop all hard floors.
- h. Clean holding cells, floors, sinks and toilets.
- i. Clean and disinfect restroom (one).
- j. Clean all clear glass windows in Booking area.
- k. Hose off holding cells if needed.
- l. Clean employee lounge.

5.3 Service Locations

The following is a listing of facilities and their current operating hours. The estimated square footages and suggested times for completion of the required services are provided as well.

Item/Location	Hours of Operation	Estimated square footage/ Suggested times for service
1a. Main Police Building 1300 W. Broward Blvd. 1st Floor	24 hours, 7 days	Restrooms on floor: 8 Ceramic Tile: 1231 Sq. Feet Vinyl Tile: 4196 Sq. Feet Carpet: 11,200 Sq. Feet Suggested time: Evenings after 5 PM
1b. Main Police Building 1300 W. Broward Blvd. 2nd Floor	24 hours, 7 days	Restrooms on floor: 9 Ceramic Tile: 907 Sq. Feet Vinyl Tile: 2027 Sq. Feet Carpet: 18,335 Sq. Feet Suggested time: Evenings after 5 PM
1c. Main Police Building 1300 W. Broward Blvd. Fort Lauderdale 3rd Floor	24 hours, 7 days	Restrooms on floor: 5 Ceramic Tile: 749 Sq. Feet Vinyl Tile: 2899 Sq. Feet Carpet: 2990 Sq. Feet Suggested time: Evenings after 5 PM
2. Mounted Unit 700 NE 9 th Street Fort Lauderdale Single Floor	7 AM – 5 PM (advance notice required.)	Restrooms on floor: 2 Ceramic Tile: 576 Sq. Feet Vinyl Tile: 832 Sq. Feet Carpet: 452 Sq. Feet Suggested time: Wednesday mornings/ twice per month.
3. Marine Unit 1784 SE 15 th Street Fort Lauderdale Single Floor	7 AM – 5 PM	Restrooms on floor: 2 Ceramic Tile: 0 Sq. Feet Vinyl Tile: 740 Sq. Feet Carpet: 265 Sq. Feet Suggested time: Once a week during the day.
4a. Police Administrative Offices 101 N. Andrews Avenue Fort Lauderdale 1 st floor	8 AM – 5 PM	Restrooms on floor: 2 Ceramic Tile: 60 Sq. Feet Vinyl Tile: 572 Sq. Feet Carpet: 2500 Sq. Feet Suggested time: Three times per week, starting at 2:30 PM
4b. Police Administrative Offices 101 N. Andrews Avenue Fort Lauderdale 2nd floor	8 AM – 5 PM	Restrooms on floor: 2 Ceramic Tile: 175 Sq. Feet Vinyl Tile: 0 Sq. Feet Carpet: 3000 Sq. Feet Suggested time: Three times per week, starting at 2:30 PM

Addendum 2

5a. Internal Affairs Office 316 NE 4 St, Suite 3 Fort Lauderdale 1 st Floor	7 AM – 5 PM	Restrooms on floor: 1 Ceramic Tile: 0 Sq. Feet Vinyl Tile: 81 Sq. Feet Carpet: 1110 Sq. Feet Suggested time: Wednesdays
5b. Internal Affairs Office 316 NE 4 St, Suite 3 Fort Lauderdale 2 nd Floor	7 AM – 5 PM	Restrooms on floor: 0 Ceramic Tile: 0 Sq. Feet Vinyl Tile: 81 Sq. Feet Carpet: 266 Sq. Feet Suggested time: Wednesdays 7AM.
6a. Community Policing Initiative 533 NE 13 St. Fort Lauderdale 1 st Floor	8 AM – 4 PM	Restrooms on floor: 4 Ceramic Tile: 105 Sq. Feet Carpet: 1115 Sq. Feet Suggested time: Mondays & Thursdays at 8:00 AM.
6b. Community Policing Initiative 533 NE 13 St. Fort Lauderdale 2 nd Floor	8 AM – 4 PM	Restrooms on floor: 2 Ceramic Tile: 247 Sq. Feet Marble floor: 270 Sq. Feet Carpet: 3457 Sq. Feet Outside stairwell, hallways: Ceramic Tile – 450 Sq. Feet Suggested time: Mondays & Thursdays at 8:00 AM..
7a. City Jail 1300 W. Broward Blvd. Fort Lauderdale 1 st Floor	24 hours/7 days	Restrooms: 1 Holding Cells: 4, each with toilet & sink Hard floors: 18 Sq. Feet Carpet: 10 Sq. Feet Suggested time: Evenings after 5:00 pm
7b. City Jail 1300 W. Broward Blvd, Fort Lauderdale 2 nd Floor	7 AM – 5 PM	Restrooms: 2 Hard floors: 450 Sq. Feet Carpet: 98 Sq. Feet Suggested time: 8AM – 4PM
8. K9/Barn City Well Field	7AM – 5PM	Restrooms: 2 - total 204 Sq feet Cement floors: 3300 Sq feet
9. Evidence Warehouse Office 1800 NE 12 Terr. Ft. Lauderdale	8AM – 4PM	Restrooms: 2 Hard Floors: 1932 Sq Ft

5.4 Contracts

These Request for Proposal specifications, services and schedules, as well as the resulting response, will be included as an integral part of the contract. Bidders should realize that any and all statements made in their proposals would automatically become part of the final contract for janitorial services. Inability to contractually guarantee any statement made for specifications, services and schedules may result in bidder disqualification.



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, #619 • Fort Lauderdale, Florida 33301
954-828-5933 FAX 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 3

RFP 145-11308
Janitorial Services – Police Department
ISSUED: November 1, 2013

PART IV – TECHNICAL SPECIFICATIONS/SCOPE OF SERVICES, ITEM 4.14
Employee Fidelity Crime STATES THE FOLLOWING:

"The sensitive nature of the locations listed in Paragraph 4.14 above will also require that the Contractor provide evidence of insurance for employee fidelity/crime. See paragraph 3.20 for Insurance Requirements."

This has been changed to read as the following:

"The sensitive nature of the service locations listed in Paragraph 5.3 will also require that the Contractor provide evidence of insurance for employee fidelity/crime. This is in addition to the Insurance requirements as stated in PART III - SPECIAL CONDITIONS, Item 17. INSURANCE."

Also, under PART III - SPECIAL CONDITIONS, Item 17. INSURANCE must include the following Insurance requirement:

Employee Fidelity/Crime Insurance

Limits: \$100,000

All other terms, conditions, and specifications remain unchanged.

This Addendum No. 3 SHOULD be submitted with your RFP Proposal, (RFP 145-11308) or acknowledged on the Bid/Proposal Signature Page in this RFP.

Michael Walker, CPPB
Procurement and Contracts Manager

Company Name: Mansden Services
(Please print)

Authorized Contractors
Signature: Shazaul Ak

Date: 11/20/13



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, #619 • Fort Lauderdale, Florida 33301
954-828-5933 FAX 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 4

RFP 145-11308
Janitorial Services – Police Department
ISSUED: November 6, 2013

PART IV – TECHNICAL SPECIFICATIONS/SCOPE OF SERVICES, ITEM 4.1
Inspection of Facilities STATES THE FOLLOWING: **PLEASE SEE TRACK
CHANGES MADE BELOW TO THE RFP.**

4.1 Inspection of Facilities

The Contractor should inspect the buildings and facilities to be serviced prior to submission of a proposal. No variation in price or conditions shall be permitted based on a claim of ignorance. Submission of the bid is evidence that the bidder has familiarized himself / herself with the nature and extent of the work and any conditions that may, in any manner, affect the scope of the work and/or materials required. To set up an inspection appointment, contact the individuals listed below for the different locations.

1. Main Police Building - 1300 W. Broward Blvd; Alan Ragoonanan @ 954-828-5474
2. Mounted Unit - 700 NE 9th St; Hugo Fontalvo @ 954-468-1661
3. Marine Unit - 1784 SE 15th St; Matt Koch @ 954-828-5440
4. Police Administrative Offices - 101 N. Andrews Av.; Suhailah Stevenson @ 954-828-56655664
5. Internal Affairs Office – 316 NE 4th Street, Suite 3, Christa Cole @ 954-828-6972
6. Community Policing Unit – 533 NE 13th St., Peggy Roddy @ 954-828-6400
7. K-9 Office/Barn – City Well Field: Alan Ragoonanan @ 954-828-5474
8. Sistrunk Blvd. Substation, 1291 NW 6th St., Wade Brabble @ 954-828-56535659

Under the section labeled "INSECTIONS CHECK LIST": **PLEASE SEE THE TRACK CHANGES MADE BELOW TO THE RFP.**

INSPECTIONS CHECK LIST: A proposer may SHALL bid on any ~~or~~ all locations and ~~still~~ to be considered for award. All spaces should be filled in for each location being bid.

A question was asked at the prebid/site visit meeting on 11/06/13, as to what are the current City Holidays. They are stated below:

New Year's Day; Martin Luther King; Memorial Day; July 4th; Labor Day; Veterans' Day; Thanksgiving and the day after Thanksgiving; and Christmas Day.



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954-828-5933 FAX 954-828-5576
purchase@fortlauderdale.gov

All other terms, conditions, and specifications remain unchanged.

This Addendum No. 4 SHOULD be submitted with your RFP Proposal, (RFP 145-11308) or acknowledged on the Bid/Proposal Signature Page in this RFP.

Michael Walker, CPPB
Procurement and Contracts Manager

Company
Name: Marsden Services
(Please print)

Authorized Contractors
Signature: Shayad Ali

Date: 11/20/13

Addendum 5

BID TABULATION
 RFP 105-10431 Janitorial Services - Police Department

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1a.	Main Police Bldg. - 1st	52	\$ 350.00	\$ 18,200.00	\$ 492.58	\$ 25,613.12	\$ 400.00	\$ 20,800.00	\$ 480.44	\$ 23,942.88	\$ 449.00	\$ 23,296.00	\$ 560.00	\$ 29,120.00	\$ 603.92	\$ 31,403.84	\$ 603.92	\$ 31,403.84
1b.	Main Police Bldg. - 2nd	52	\$ 350.00	\$ 18,200.00	\$ 622.20	\$ 32,354.40	\$ 400.00	\$ 20,800.00	\$ 588.99	\$ 30,627.48	\$ 560.00	\$ 29,120.00	\$ 603.92	\$ 31,403.84	\$ 603.92	\$ 31,403.84	\$ 603.92	\$ 31,403.84
1c.	Main Police Bldg. - 3rd	52	\$ 350.00	\$ 18,200.00	\$ 204.25	\$ 10,621.00	\$ 400.00	\$ 20,800.00	\$ 183.82	\$ 9,558.64	\$ 224.00	\$ 11,648.00	\$ 241.57	\$ 12,561.84	\$ 224.92	\$ 11,917.84	\$ 241.57	\$ 12,561.84
2	Mounted Unit	52	\$ 30.00	\$ 1,560.00	\$ 34.62	\$ 1,800.24	\$ 30.00	\$ 1,560.00	\$ 34.94	\$ 1,785.68	\$ 20.00	\$ 1,040.00	\$ 37.84	\$ 1,967.52	\$ 37.84	\$ 1,967.52	\$ 37.84	\$ 1,967.52
3	Marine Unit	52	\$ 35.00	\$ 1,820.00	\$ 57.69	\$ 2,998.88	\$ 50.00	\$ 2,600.00	\$ 51.29	\$ 2,667.08	\$ 60.00	\$ 3,120.00	\$ 12.81	\$ 665.72	\$ 60.00	\$ 3,120.00	\$ 60.00	\$ 3,120.00
4a.	Police Admin. Offices	52	\$ 40.00	\$ 2,080.00	\$ 20.17	\$ 1,048.84	\$ 50.00	\$ 2,600.00	\$ 28.16	\$ 1,463.80	\$ 40.00	\$ 2,080.00	\$ 40.00	\$ 2,080.00	\$ 40.00	\$ 2,080.00	\$ 40.00	\$ 2,080.00
4b.	Police Admin. Offices	52	\$ 40.00	\$ 2,080.00	\$ 36.92	\$ 1,919.84	\$ 45.00	\$ 2,340.00	\$ 43.98	\$ 2,286.96	\$ 20.00	\$ 1,040.00	\$ 20.00	\$ 1,040.00	\$ 20.00	\$ 1,040.00	\$ 20.00	\$ 1,040.00
5a.	Internal Affairs Office	52	\$ 50.00	\$ 2,600.00	\$ 9.23	\$ 479.96	\$ 50.00	\$ 2,600.00	\$ 12.81	\$ 666.12	\$ 20.00	\$ 1,040.00	\$ 20.00	\$ 1,040.00	\$ 20.00	\$ 1,040.00	\$ 20.00	\$ 1,040.00
5b.	Internal Affairs Office	52	\$ 50.00	\$ 2,600.00	\$ 60.60	\$ 3,151.20	\$ 50.00	\$ 2,600.00	\$ 51.71	\$ 2,689.92	\$ 70.00	\$ 3,500.00	\$ 70.00	\$ 3,500.00	\$ 70.00	\$ 3,500.00	\$ 70.00	\$ 3,500.00
6a.	Community Policing In	52	\$ 50.00	\$ 2,600.00	\$ 3.30	\$ 171.60	\$ 50.00	\$ 2,600.00	\$ 0.87	\$ 45.24	\$ 80.00	\$ 4,000.00	\$ 80.00	\$ 4,000.00	\$ 80.00	\$ 4,000.00	\$ 80.00	\$ 4,000.00
6b.	Community Policing In	52	\$ 50.00	\$ 2,600.00	\$ 15.15	\$ 767.80	\$ 50.00	\$ 2,600.00	\$ 17.07	\$ 877.84	\$ 70.00	\$ 3,500.00	\$ 70.00	\$ 3,500.00	\$ 70.00	\$ 3,500.00	\$ 70.00	\$ 3,500.00
7a.	Jail - 1st floor	52	\$ 50.00	\$ 2,600.00	\$ 46.15	\$ 2,398.80	\$ 50.00	\$ 2,600.00	\$ 114.23	\$ 5,838.96	\$ 40.00	\$ 2,080.00	\$ 40.00	\$ 2,080.00	\$ 40.00	\$ 2,080.00	\$ 40.00	\$ 2,080.00
7b.	Jail - 2nd floor	52	\$ 50.00	\$ 2,600.00			\$ 50.00	\$ 2,600.00			\$ 50.00	\$ 2,600.00	\$ 50.00	\$ 2,600.00	\$ 50.00	\$ 2,600.00	\$ 50.00	\$ 2,600.00
8	K9/Barn	52	\$ 50.00	\$ 2,600.00			\$ 50.00	\$ 2,600.00			\$ 50.00	\$ 2,600.00	\$ 50.00	\$ 2,600.00	\$ 50.00	\$ 2,600.00	\$ 50.00	\$ 2,600.00
9	Evidence Warehouse	52	\$ 50.00	\$ 2,600.00			\$ 50.00	\$ 2,600.00			\$ 50.00	\$ 2,600.00	\$ 50.00	\$ 2,600.00	\$ 50.00	\$ 2,600.00	\$ 50.00	\$ 2,600.00
TOTAL			\$ 1,600.00	\$ 83,200.00	\$ 1,753.85	\$ 91,200.20	\$ 1,760.00	\$ 91,520.00	\$ 1,792.12	\$ 91,630.24	\$ 1,772.00	\$ 92,144.00	\$ 1,825.00	\$ 93,700.00	\$ 1,825.00	\$ 93,700.00	\$ 1,825.00	\$ 93,700.00

BID TABULATION
 RFP 105-10431 Janitorial Services - Police Department

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1a.	Main Police Bldg. - 1st	52	\$ 325.88	\$ 16,945.76	\$ 560.00	\$ 29,120.00	\$ 601.25	\$ 31,275.00	\$ 447.25	\$ 23,257.00	\$ 603.92	\$ 31,403.84	\$ 603.92	\$ 31,403.84	\$ 603.92	\$ 31,403.84	\$ 603.92	\$ 31,403.84
1b.	Main Police Bldg. - 2nd	52	\$ 427.00	\$ 22,204.00	\$ 726.00	\$ 37,760.00	\$ 763.75	\$ 39,715.00	\$ 447.25	\$ 23,257.00	\$ 560.00	\$ 29,120.00	\$ 603.92	\$ 31,403.84	\$ 603.92	\$ 31,403.84	\$ 603.92	\$ 31,403.84
1c.	Main Police Bldg. - 3rd	52	\$ 216.00	\$ 11,232.00	\$ 225.00	\$ 11,700.00	\$ 227.50	\$ 11,830.00	\$ 447.25	\$ 23,257.00	\$ 241.57	\$ 12,561.84	\$ 224.92	\$ 11,917.84	\$ 241.57	\$ 12,561.84	\$ 241.57	\$ 12,561.84
2	Mounted Unit	52	\$ 16.80	\$ 873.60	\$ 15.00	\$ 780.00	\$ 7.83	\$ 407.16	\$ 30.00	\$ 1,560.00	\$ 22.92	\$ 1,191.84	\$ 22.92	\$ 1,191.84	\$ 22.92	\$ 1,191.84	\$ 22.92	\$ 1,191.84
3	Marine Unit	52	\$ 33.60	\$ 1,747.20	\$ 39.00	\$ 2,052.00	\$ 11.23	\$ 583.96	\$ 40.00	\$ 2,080.00	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72
4a.	Police Admin. Offices	52	\$ 107.20	\$ 5,574.40	\$ 40.00	\$ 2,080.00	\$ 50.62	\$ 2,632.64	\$ 55.00	\$ 2,860.00	\$ 56.76	\$ 2,951.52	\$ 56.76	\$ 2,951.52	\$ 56.76	\$ 2,951.52	\$ 56.76	\$ 2,951.52
4b.	Police Admin. Offices	52	\$ 107.20	\$ 5,574.40	\$ 40.00	\$ 2,080.00	\$ 50.62	\$ 2,632.64	\$ 55.00	\$ 2,860.00	\$ 56.76	\$ 2,951.52	\$ 56.76	\$ 2,951.52	\$ 56.76	\$ 2,951.52	\$ 56.76	\$ 2,951.52
5a.	Internal Affairs Office	52	\$ 16.80	\$ 873.60	\$ 20.00	\$ 1,040.00	\$ 11.23	\$ 583.96	\$ 60.00	\$ 3,120.00	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72
5b.	Internal Affairs Office	52	\$ 12.00	\$ 624.00	\$ 20.00	\$ 1,040.00	\$ 11.22	\$ 583.44	\$ 60.00	\$ 3,120.00	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72
6a.	Community Policing In	52	\$ 30.00	\$ 1,560.00	\$ 20.00	\$ 1,040.00	\$ 11.22	\$ 583.44	\$ 60.00	\$ 3,120.00	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72
6b.	Community Policing In	52	\$ 46.90	\$ 2,438.80	\$ 20.00	\$ 1,040.00	\$ 33.68	\$ 1,751.36	\$ 60.00	\$ 3,120.00	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72
7a.	Jail - 1st floor	52	\$ 124.00	\$ 6,448.00	\$ 20.00	\$ 1,040.00	\$ 33.68	\$ 1,751.36	\$ 60.00	\$ 3,120.00	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72
7b.	Jail - 2nd floor	52	\$ 124.00	\$ 6,448.00	\$ 20.00	\$ 1,040.00	\$ 33.68	\$ 1,751.36	\$ 60.00	\$ 3,120.00	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72
8	K9/Barn	52	\$ 182.00	\$ 9,464.00	\$ 40.00	\$ 2,080.00	\$ 33.68	\$ 1,751.36	\$ 60.00	\$ 3,120.00	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72	\$ 12.81	\$ 665.72
9	Evidence Warehouse	52	\$ 77.20	\$ 4,014.40	\$ 40.00	\$ 2,080.00	\$ 56.15	\$ 2,919.80	\$ 70.00	\$ 3,500.00	\$ 80.00	\$ 4,000.00	\$ 80.00	\$ 4,000.00	\$ 80.00	\$ 4,000.00	\$ 80.00	\$ 4,000.00
TOTAL			\$ 1,796.58	\$ 93,422.16	\$ 1,835.00	\$ 95,420.00	\$ 1,858.56	\$ 96,545.12	\$ 1,941.75	\$ 100,971.00	\$ 1,971.49	\$ 102,517.48	\$ 1,971.49	\$ 102,517.48	\$ 1,971.49	\$ 102,517.48	\$ 1,971.49	\$ 102,517.48

Addendum 5

BID TABULATION
RFP 105-10431 Janitorial Services - Police Department

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE		
1a.	Main Police Bldg. - 1st	52	\$ 505.00	\$ 26,260.00	647.04	\$ 33,646.08	487.92	\$ 25,371.84	525.00	\$ 27,300.00	751.83	\$ 39,095.16	525.00	\$ 27,300.00	751.83	\$ 39,095.16	525.00	\$ 27,300.00	751.83	\$ 39,095.16
1b.	Main Police Bldg. - 2nd	52	\$ 505.00	\$ 26,260.00	647.75	\$ 42,887.00	487.92	\$ 25,371.84	525.00	\$ 27,300.00	751.83	\$ 39,095.16	525.00	\$ 27,300.00	751.83	\$ 39,095.16	525.00	\$ 27,300.00	751.83	\$ 39,095.16
1c.	Main Police Bldg. - 3rd	52	\$ 340.00	\$ 17,680.00	269.41	\$ 13,489.32	487.92	\$ 25,371.84	350.00	\$ 18,200.00	234.72	\$ 12,205.44	350.00	\$ 18,200.00	234.72	\$ 12,205.44	350.00	\$ 18,200.00	234.72	\$ 12,205.44
2	Mounted Unit	52	\$ 39.15	\$ 2,035.80	8.86	\$ 460.72	49.25	\$ 2,581.00	39.00	\$ 2,028.00	11.00	\$ 572.00	39.00	\$ 2,028.00	11.00	\$ 572.00	39.00	\$ 2,028.00	11.00	\$ 572.00
3	Main Unit	52	\$ 39.15	\$ 2,035.80	13.21	\$ 686.92	50.18	\$ 2,609.36	55.00	\$ 2,860.00	22.00	\$ 1,144.00	55.00	\$ 2,860.00	22.00	\$ 1,144.00	55.00	\$ 2,860.00	22.00	\$ 1,144.00
4a.	Police Admin. Offices	52	\$ 53.50	\$ 2,782.00	38.60	\$ 2,007.20	64.66	\$ 3,382.32	57.00	\$ 2,964.00	44.01	\$ 2,288.52	57.00	\$ 2,964.00	44.01	\$ 2,288.52	57.00	\$ 2,964.00	44.01	\$ 2,288.52
4b.	Police Admin. Offices	52	\$ 53.50	\$ 2,782.00	38.31	\$ 1,992.12	64.66	\$ 3,382.32	57.00	\$ 2,964.00	44.01	\$ 2,288.52	57.00	\$ 2,964.00	44.01	\$ 2,288.52	57.00	\$ 2,964.00	44.01	\$ 2,288.52
5a.	Internal Affairs Office	52	\$ 50.00	\$ 2,600.00	7.15	\$ 371.80	41.80	\$ 2,173.60	30.00	\$ 1,560.00	9.20	\$ 478.40	30.00	\$ 1,560.00	9.20	\$ 478.40	30.00	\$ 1,560.00	9.20	\$ 478.40
5b.	Internal Affairs Office	52	\$ 50.00	\$ 2,600.00	6.22	\$ 323.44	41.80	\$ 2,173.60	30.00	\$ 1,560.00	9.20	\$ 478.40	30.00	\$ 1,560.00	9.20	\$ 478.40	30.00	\$ 1,560.00	9.20	\$ 478.40
6a.	Community Policing In	52	\$ 90.00	\$ 4,680.00	12.98	\$ 674.96	64.05	\$ 3,330.60	63.00	\$ 3,276.00	29.34	\$ 1,525.68	63.00	\$ 3,276.00	29.34	\$ 1,525.68	63.00	\$ 3,276.00	29.34	\$ 1,525.68
6b.	Community Policing In	52	\$ 90.00	\$ 4,680.00	6.22	\$ 323.44	64.05	\$ 3,330.60	63.00	\$ 3,276.00	29.34	\$ 1,525.68	63.00	\$ 3,276.00	29.34	\$ 1,525.68	63.00	\$ 3,276.00	29.34	\$ 1,525.68
7a.	Jail - 1st floor	52	\$ 50.25	\$ 2,613.00	40.51	\$ 2,108.52	-	\$ -	120.00	\$ 6,240.00	51.34	\$ 2,669.68	120.00	\$ 6,240.00	51.34	\$ 2,669.68	120.00	\$ 6,240.00	51.34	\$ 2,669.68
7b.	Jail - 2nd floor	52	\$ 40.25	\$ 2,093.00	81.86	\$ 4,256.72	-	\$ -	69.00	\$ 3,588.00	51.34	\$ 2,669.68	69.00	\$ 3,588.00	51.34	\$ 2,669.68	69.00	\$ 3,588.00	51.34	\$ 2,669.68
8	KYBarr	52	\$ 40.25	\$ 2,093.00	23.12	\$ 1,202.24	-	\$ -	55.00	\$ 2,860.00	29.34	\$ 1,525.68	55.00	\$ 2,860.00	29.34	\$ 1,525.68	55.00	\$ 2,860.00	29.34	\$ 1,525.68
9	Evidence Warehouse	52	\$ 50.25	\$ 2,613.00	20.89	\$ 1,086.28	77.63	\$ 3,968.24	59.00	\$ 3,058.00	29.34	\$ 1,525.68	59.00	\$ 3,058.00	29.34	\$ 1,525.68	59.00	\$ 3,058.00	29.34	\$ 1,525.68
TOTAL			\$ 1,996.30	\$ 109,807.90	\$ 2,050.29	\$ 106,615.08	\$ 2,050.46	\$ 106,623.92	\$ 2,079.00	\$ 106,108.00	\$ 2,097.84	\$ 109,087.68	\$ 2,079.00	\$ 106,108.00	\$ 2,097.84	\$ 109,087.68	\$ 2,079.00	\$ 106,108.00	\$ 2,097.84	\$ 109,087.68

BID TABULATION
RFP 105-10431 Janitorial Services - Police Department

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE		
1a.	Main Police Bldg. - 1st	52	\$ 521.92	\$ 27,139.84	466.00	\$ 24,232.00	591.95	\$ 30,261.40	884.00	\$ 46,048.00	35,588.00	\$ 1,852,824.00	639.15	\$ 33,233.80	639.15	\$ 33,233.80	639.15	\$ 33,233.80	639.15	\$ 33,233.80
1b.	Main Police Bldg. - 2nd	52	\$ 667.84	\$ 34,717.28	466.00	\$ 24,232.00	744.42	\$ 38,709.84	694.00	\$ 36,588.00	35,588.00	\$ 1,852,824.00	685.06	\$ 35,623.12	685.06	\$ 35,623.12	685.06	\$ 35,623.12	685.06	\$ 35,623.12
1c.	Main Police Bldg. - 3rd	52	\$ 206.37	\$ 10,835.24	466.00	\$ 24,232.00	232.33	\$ 12,081.16	694.00	\$ 36,588.00	35,588.00	\$ 1,852,824.00	497.69	\$ 25,679.88	497.69	\$ 25,679.88	497.69	\$ 25,679.88	497.69	\$ 25,679.88
2	Mounted Unit	52	\$ 58.36	\$ 3,033.76	43.00	\$ 2,236.00	65.10	\$ 3,385.20	69.00	\$ 3,088.00	76.47	\$ 3,978.44	65.10	\$ 3,385.20	65.10	\$ 3,385.20	65.10	\$ 3,385.20	65.10	\$ 3,385.20
3	Main Unit	52	\$ 31.55	\$ 1,640.60	52.00	\$ 2,704.00	62.50	\$ 3,250.00	59.00	\$ 3,088.00	45.60	\$ 2,381.60	62.50	\$ 3,250.00	62.50	\$ 3,250.00	62.50	\$ 3,250.00	62.50	\$ 3,250.00
4a.	Police Admin. Offices	52	\$ 98.31	\$ 5,112.12	105.00	\$ 5,460.00	109.82	\$ 5,706.24	79.00	\$ 3,962.00	4,108.00	\$ 209,624.00	87.50	\$ 4,550.00	87.50	\$ 4,550.00	87.50	\$ 4,550.00	87.50	\$ 4,550.00
4b.	Police Admin. Offices	52	\$ 99.66	\$ 5,182.32	105.00	\$ 5,460.00	111.12	\$ 5,776.24	79.00	\$ 3,962.00	4,108.00	\$ 209,624.00	87.50	\$ 4,550.00	87.50	\$ 4,550.00	87.50	\$ 4,550.00	87.50	\$ 4,550.00
5a.	Internal Affairs Office	52	\$ 37.38	\$ 1,943.76	35.00	\$ 1,820.00	65.00	\$ 3,380.00	59.00	\$ 3,088.00	45.03	\$ 2,459.56	59.00	\$ 3,088.00	45.03	\$ 2,459.56	59.00	\$ 3,088.00	45.03	\$ 2,459.56
5b.	Internal Affairs Office	52	\$ 10.89	\$ 566.28	35.00	\$ 1,820.00	55.79	\$ 2,996.40	59.00	\$ 3,088.00	57.03	\$ 2,941.56	59.00	\$ 3,088.00	57.03	\$ 2,941.56	59.00	\$ 3,088.00	57.03	\$ 2,941.56
6a.	Community Policing In	52	\$ 138.67	\$ 7,221.24	70.00	\$ 3,640.00	180.85	\$ 8,394.20	59.00	\$ 3,088.00	111.71	\$ 5,808.92	59.00	\$ 3,088.00	111.71	\$ 5,808.92	59.00	\$ 3,088.00	111.71	\$ 5,808.92
6b.	Community Policing In	52	\$ 0.89	\$ 46.28	122.50	\$ 6,370.00	30.00	\$ 1,560.00	39.00	\$ 2,028.00	115.98	\$ 6,000.28	39.00	\$ 2,028.00	115.98	\$ 6,000.28	39.00	\$ 2,028.00	115.98	\$ 6,000.28
7a.	Jail - 1st floor	52	\$ 17.20	\$ 894.40	72.00	\$ 3,576.00	73.00	\$ 3,590.00	79.00	\$ 3,962.00	65.00	\$ 3,380.00	79.00	\$ 3,962.00	65.00	\$ 3,380.00	79.00	\$ 3,962.00	65.00	\$ 3,380.00
7b.	Jail - 2nd floor	52	\$ 109.99	\$ 5,719.48	122.50	\$ 6,370.00	125.64	\$ 6,530.28	79.00	\$ 3,962.00	127.02	\$ 6,605.04	79.00	\$ 3,962.00	127.02	\$ 6,605.04	79.00	\$ 3,962.00	127.02	\$ 6,605.04
8	KYBarr	52	\$ 80.65	\$ 4,193.80	78.00	\$ 3,855.60	70.62	\$ 3,672.24	89.00	\$ 4,581.80	3,598.00	\$ 180,996.00	193.38	\$ 10,055.76	193.38	\$ 10,055.76	193.38	\$ 10,055.76	193.38	\$ 10,055.76
9	Evidence Warehouse	52	\$ 80.65	\$ 4,193.80	78.00	\$ 3,855.60	70.62	\$ 3,672.24	89.00	\$ 4,581.80	3,598.00	\$ 180,996.00	193.38	\$ 10,055.76	193.38	\$ 10,055.76	193.38	\$ 10,055.76	193.38	\$ 10,055.76
TOTAL			\$ 2,100.00	\$ 109,200.00	\$ 2,314.00	\$ 120,328.00	\$ 2,514.85	\$ 130,772.20	\$ 2,790.00	\$ 145,080.00	\$ 2,891.01	\$ 150,332.52	\$ 2,790.00	\$ 145,080.00	\$ 2,891.01	\$ 150,332.52	\$ 2,790.00	\$ 145,080.00	\$ 2,891.01	\$ 150,332.52

Addendum 5

BID TABULATION
 RFP 105-10431 Janitorial Services - Police Department

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1a.	Main Police Bldg. - 1st	52	\$ 845.00	\$ 43,940.00	800.00	\$ 41,600.00	1,299.00	\$ 53,733.16	1,449.00	\$ 57,548.00	67.548.00	\$ 67,548.00	75,348.00	\$ 75,348.00
1b.	Main Police Bldg. - 2nd	52	\$ 997.00	\$ 51,844.00	800.00	\$ 800.00	1,033.33	\$ 53,733.16	1,449.00	\$ 57,548.00	67.548.00	\$ 67,548.00	75,348.00	\$ 75,348.00
1c.	Main Police Bldg. - 3rd	52	\$ 386.00	\$ 20,072.00	320.00	\$ 16,640.00	1,033.33	\$ 53,733.16	1,333.00	\$ 69,316.00	89.316.00	\$ 89,316.00	1,352.00	\$ 1,352.00
2	Mounted Unit	52	\$ 28.00	\$ 1,456.00	50.00	\$ 2,600.00	25.00	\$ 1,300.00	26.00	\$ 1,352.00	26.00	\$ 1,352.00	1,768.00	\$ 1,768.00
3	Marine Unit	52	\$ 35.00	\$ 1,820.00	100.00	\$ 5,200.00	45.00	\$ 2,250.00	2,340.00	\$ 11,900.00	34.00	\$ 1,768.00	4,732.00	\$ 4,732.00
4a.	Police Admin. Offices	52	\$ 85.00	\$ 4,420.00	175.00	\$ 9,100.00	65.00	\$ 3,260.00	3,380.00	\$ 16,100.00	91.00	\$ 4,732.00	4,732.00	\$ 4,732.00
4b.	Police Admin. Offices	52	\$ 80.00	\$ 4,160.00	175.00	\$ 9,100.00	65.00	\$ 3,260.00	3,380.00	\$ 16,100.00	91.00	\$ 4,732.00	4,732.00	\$ 4,732.00
5a.	Internal Affairs Office	52	\$ 35.00	\$ 1,820.00	100.00	\$ 5,200.00	25.00	\$ 1,300.00	780.00	\$ 39,000.00	18.00	\$ 324.00	1,200.00	\$ 1,200.00
5b.	Internal Affairs Office	52	\$ 68.00	\$ 3,536.00	162.50	\$ 8,450.00	45.00	\$ 2,025.00	2,340.00	\$ 11,900.00	67.00	\$ 4,294.00	3,484.00	\$ 3,484.00
6a.	Community Policing in	52	\$ 75.00	\$ 3,900.00	100.00	\$ 5,200.00	75.00	\$ 3,900.00	6,240.00	\$ 31,200.00	80.00	\$ 4,160.00	4,160.00	\$ 4,160.00
6b.	Community Policing in	52	\$ 140.00	\$ 7,280.00	100.00	\$ 5,200.00	120.00	\$ 6,240.00	6,240.00	\$ 31,200.00	138.00	\$ 7,176.00	7,176.00	\$ 7,176.00
7a.	Jail - 1st floor	52	\$ 133.00	\$ 6,916.00	100.00	\$ 5,200.00	60.00	\$ 3,120.00	3,120.00	\$ 16,100.00	90.00	\$ 4,500.00	4,500.00	\$ 4,500.00
7b.	Jail - 2nd floor	52	\$ 90.00	\$ 4,680.00	100.00	\$ 5,200.00	70.00	\$ 3,640.00	3,640.00	\$ 19,000.00	55.00	\$ 2,860.00	2,860.00	\$ 2,860.00
8	K9 Barn	52	\$ 46.00	\$ 2,392.00	225.00	\$ 11,700.00	75.00	\$ 3,900.00	3,900.00	\$ 19,900.00	53.00	\$ 2,756.00	2,756.00	\$ 2,756.00
9	Evidence Warehouse													
	TOTAL		\$ 3,098.00	\$ 157,976.00	\$ 3,945.00	\$ 189,540.00	\$ 3,784.99	\$ 196,819.48	\$ 4,349.00	\$ 252,148.00				

Some of Our Clients

Art Institute/CBRE

Scope: Campuses in Miami and Fort Lauderdale, Florida and Milwaukee, Wisconsin totaling more than 450,000 square feet. CleanPower originally began service in Milwaukee in 2010 and expanded into Florida at their request to cover these campuses in 2011. CBRE now handles the management of these properties and we look forward to adding service to more sites nationwide.

Contact: Angel Viruet Florida Facilities Manager
305-606-8690

Wells Fargo

Scope: Janitorial services to 11 branch banks in Florida along with hundreds of branch banks through their national contract with Marsden. One of our top three national contract customers with more than \$6 million in annual spend.

Contact: Ryan Brown, Manager Florida Sites
352-394-4015

Hensel Phelps Construction Group

Scope: Daytime Janitorial Services to 4 construction trailers occupying over 100 staff members and high volume of construction traffic. Hensel Phelps are General Contractors on a quarter million square foot Federal Building near I-75 and Miramar Parkway – Miramar, Florida

Contact: Ian Spangler, Project Manager
954-447-0000

Fiserv

Scope: Fiserv is a national contract customer. Florida sites in Tampa and Titusville were recently added to our service portfolio. Fiserv is a financial company that facilitates and provides banking institutions with online payment processing to their clients creditors. The facilities are highly secured. Cleaning services are provided in a complex environment and highly secured areas with confidential material of high monetary value.

Contact: Keith Karamarkovich, Southeast Regional Manager
678-375-1346

Christian Community Church of Pembroke Pines

Scope: Daytime and after hours services, including daytime porters for the worship areas and day care children's center. This is a 38,000-square foot facility with seven days per week service including holidays. We service all areas of the facility such as the pastor's lounge, cafeteria, office space, and worshiping areas.

Contact: Catherine Briceno, Administrator
954-538-9788

Best Interior Construction

Scope: Construction and Final Cleans for interior design firm. Serviced 3 projects recently at the Art Institute of Fort Lauderdale. Provide window cleaning, floor care, and complete final cleans to turnover to client. Classrooms, kitchens, restrooms, and administrative areas including entrances and showcases are some of the areas serviced.

Contact: Paul Kloman, Director of Construction
305-640-3010

Management/Supervisor Training Programs

RBSM - Registered Building Services Manager is a symbol of excellence and accomplishment within our industry. Every Marsden Manager is required to achieve this prestigious designation. Eligibility requirements include:

- must be a building service manager or supervisor of a building contracting firm who actively performs managerial and supervisory functions
- must have acceptable character, ability, and reputation, you must pledge in writing to adhere to the BSCAI Code of Ethics
- must have been in the building service contracting field for a minimum of one year before making the application for registration
- must have been in the management capacity for at least one year

The seven-month study requires proof of competence through an intensive **eight-hour** exam. This is an accomplishment to be proud of! RBSM is also recognized by BOMA.

Subjects covered in the RBSM examination include:

Basic Math	Government Regulations
Carpet Care	Labor Laws
Chemicals and Chemistry	Personnel Management
Communications	Problem Solving
Customer Relations	Quality Control
Employee Motivation	Restroom Cleaning
Employee Relations	Retuning Jobs
Employee Retention	Safety and Fire
Employee Training	Security
First Aid	Technology of the Industry
Floor Care	Working With Unions
General Management	Workloading and Scheduling



Management Training – Marsden University

For management personnel, Marsden conducts an extensive career-training curriculum. Courses include communication skills, operations, safety, customer service, payroll, human resources, cultural diversity, leadership, problem solving, and stress and time management. Classes also include OSHA regulations and certification programs.

Management Training Core Curriculum – 40 Hours per year

- Managing Cultural Diversity
- Chemicals and Equipment - Safety
- Right-to-Know Laws
- Blood borne Pathogen & Hazmat Certification
- Discipline and Termination Policy
- Performance Reviews
- Effective Oral/Written Communications
- Customer Relations
- Leadership and Motivation Skills

Monthly Career Development

- Monthly Meetings Include Professional Development Topics
- Outside Speakers Are Utilized For A Fresh Perspective

All training course records for each associate are maintained in our HR Training Database. We encourage career paths through our STEPS Program.

Training for success

Better-trained employees serve you better and reduce costs. Every Marsden associate completes a comprehensive orientation facilitating understanding of their specific job responsibilities and Marsden's company philosophy.

We use a THREE TIERED approach to new employee training...

1st - Classroom Orientation and Training

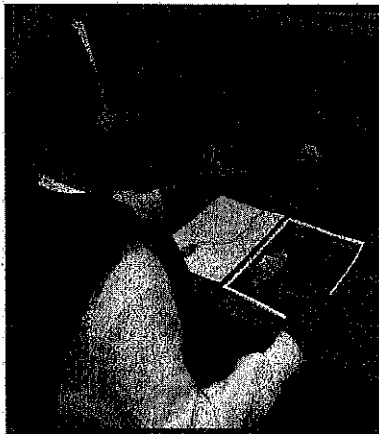
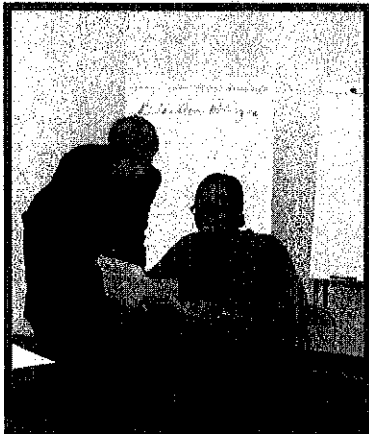
- The Employee Right to Know (& BBP if applicable)
- Safe use of all products and equipment
- Back care and safety techniques
- Recommended lifting techniques
- Company Policies & Procedures

2nd - Multi-lingual Audio Visual Training Kit

- Company policies and procedures in their native language
- Sections include: Policies, Security, Safety, Products, Procedures
- Test questions after each section ensure comprehension

3rd - One on One Hands-On Training

- T.E.C.H. Training - Teach Easy Cleaning Habits
- Marsden cleaners are all taught the same system
- Everyone performs the same periodic tasks on the same day
- A designated trainer works side by side with the new cleaner



T.E.C.H. Teach Easy Cleaning Habits

At Marsden we spend a great deal of time and energy researching the best products, equipment, methods and cleaning systems. What we know is that any cleaning system is better than no system at all. Many contractors assign the cleaner to a section and then walk away. They rely on that cleaner to figure out what may, or may not be, the best way to service you.

After working with multiple different systems such as zone cleaning, gang cleaning, team cleaning, partner cleaning, etc. we believe we have developed the best of all systems rolled into one. The key to the success of any system is to develop consistency and efficiency along with a sense of ownership. Each system out there captures one of these fairly well but not all three. With our T.E.C.H. program, you get it all.

Essentially we lay out the most efficient path and cleaning method for each cleaner in their assigned section. A simple flow of always moving to the right saves an incredible amount of time. All cleaners are assigned the same periodic tasks on the same evening. For instance Monday is typically High Dusting day – so at the end of the day we can check all areas to ensure that this important task was completed per spec. Cleaners are taught to make as few passes through each area as possible to maintain the greatest efficiency. And of course they are provided with the best equipment and supplies available for the job.

By eliminating the variables from one cleaner to the next we gain all the efficiencies of team style systems yet maintain the sense of ownership that comes with having your own personal area of responsibility.

We're ready to get TECHNical in your facility!

T.E.C.H. Cleaning System

OFFICE CLEANING

WORK TO THE RIGHT



DAILY TASKS—From the assigned starting point, work to the right.
Empty the trash and recycle containers, making sure to replace torn or dirty liners.
Wipe or clean spills on cabinets, desks, and counters.
Spot clean door and sidelight glass.
Vacuum all carpeted floors.

MONDAY—HIGH DUST. This includes items from the desktop level up to include door and window frames, picture frames, cabinets, signage, ceiling vents, etc.

TUESDAY—LOW DUST. This includes items below desk level to include chair backs and bases, sidelight sills, baseboards, etc.

WEDNESDAY—WALL SPOTTING. This includes all vertical surfaces, paying close attention to switch plates and behind trash cans.

THURSDAY—BRUSH UPHOLSTERED CHAIRS AND WIPE CHAIR LEGS. It may be necessary to do this in sections, rotating areas weekly to complete the entire space once per month.

FRIDAY—AFTER EMPTYING TRASH, EDGE VACUUM under desks, behind doors, and other areas not accessible with a vacuum. It may be necessary to do this in sections, rotating areas weekly to complete the entire space once per month.

You have been trained to clean using the TECH Cleaning System. You are expected to always use this process while cleaning for Marsden. It is very important to have a consistent product company wide. Your cleaning is our product. The TECH Cleaning System may only be altered if approved by your Area Manager. Please sign and date to acknowledge that you understand and will use this system.

Associate Signature

Date

Trainer Signature

Date

Account Name

Account Number

SISTEMA DE LIMPIEZA

LIMPIEZA DE OFICINAS

TRABAJE HACIA LA DERECHA

BASURA: La primer tarea del dia sera, empezando desde el closet de indendencia y trabajando hacia la derecha, recoger y vaciar basura y reciclaje al mismo tiempo que lleva a cabo las tereas enlistadas abajo. Por ejemplo, el lunes se recolecta la basura y se despolva en partes altas al mismo tiempo, siempre trabajando hacia la derecha. De esta manera se asegurara que todas las superficies seran limpiandas. Asegurese de cambiar las bolsas de plastico rotas o sucias cuando vacia la basura. Tambien debe limpiar manchas en gabinetes, escritorios y mostradores.

LUNES—POLVO ALTO. Esto incluye lugares y objetos desde la superficie de escritorios hasta incluir marcos de puertas y ventanas, cuadros, gabinetes y letreros, etc.

MARTES—POLVO BAJO. Esto incluye objetos debajo de la superficie de escritorios como las bases y patas de sillas, ascritorios, entre gabinetes, marcos de ventaneria, etc.

MIERCOLES—DESMANCHAR PAREDES. Todas las superficies verticales no olvidando las placas de interruptores y detras de los botes de basura.

JUEVES—CEPILLAR SILLAS TAPIZADAS. Quiza sea necesario hacer esta tarea por secciones, rotando secciones semanalmente hasta completar todo el espacio una vez por mez.

VIERNES—PRIMERO VACIAR BASURA Y LUEGO ASPIRAR ESQUINAS. Esto incluye debajo de escritorios, detras de puertas, a lo largo de paredes y areas no accesibles con la aspiradora grande. Quiza se necesario hacer esta tarea por secciones, rotando areas semanalmente hasta completar todo el espacio una vez por mez.

DIARIAMENTE—ASPIRAR todos los pisos alfombrados.

Usted ha sido entrenado (a) para limpiar de acuerdo al systema de limpieza. Se espera que usted siempre use este sistema meintrs trabaje para Marsden. Es muy importante tener un producto consistente a traves de toda la compania. Su trabajo de limpieza es nuestro producto. Este sistema solo puede ser modificado mediante la provacion de sue gerente de area (Area Manager). Favor de firmar y fechar abajo comp reconocimiento de que entiende y de que llevara a cabo este sistema.

Firma

Fecha

Firma del entrenador

Fecha

Account Name

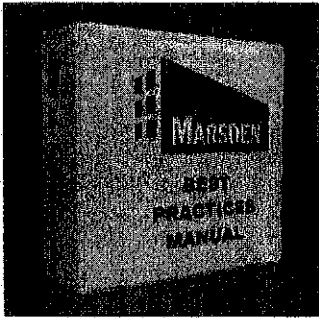
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Project Specialist Training

Best Practices for all major periodic tasks have been developed using pictures with a step-by-step layout.

Sections Include:

- Carpet Cleaning
- Carpet Stain Removal
- Finished Floor Strip/Scrub
- Laying Floor Finish
- Grouted Floor Scrubbing
- Vertical Surface Cleaning
- Window Cleaning
- Sanitizing



To insure complete understanding – hands on training classes are held at our annual trade show and seminar event.

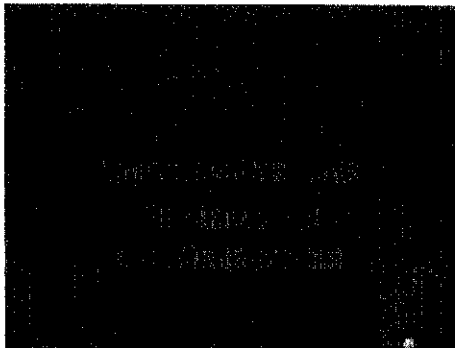
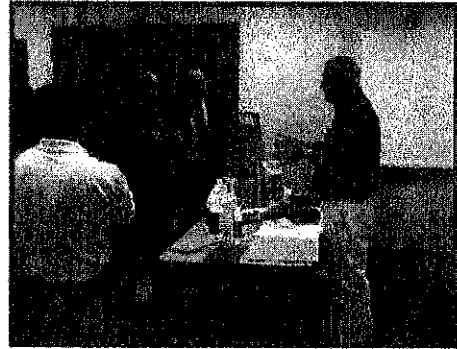


Certification Training

Marsden has training classes that meet or exceed industry certification level training. Our classes use a combination of classroom lecture, small group activities and hands-on experiments. We provide an understanding of how and why our chemicals and procedures work and why using the right product and procedure for the right application is so important.

Classes include:

Chemistry of Cleaning
Carpet Care
Hard Floor Care
Disinfection & Medical Cleaning
Efficient Operational Systems



THE CHEMISTRY
OF
CLEANING

