



May 14, 2015

Mr. Trey Brock
ABM Janitorial Services-Southwest LLC
3331 Millbranch Road
Memphis, Tennessee 38116

Dear Mr. Brock:

This letter is to inform you that Collierville Schools will contract with ABM Janitorial Services-Southwest LLC for Cleaning Services as described in Cleaning Services RFP #FY150037 as well as any electronic communications and/or written communications between ABM Janitorial Services-Southwest LLC and Collierville Schools. Contract shall be for an initial period of one year beginning June 1, 2015 through June 30, 2016. Collierville Schools reserves the right to extend this agreement annually for up to four (4) additional consecutive one (1) year periods at the same pricing if agreeable to both parties.

Please be advised that this notice is contingent upon final approval from the Collierville Schools Board of Education. If approved ABM Janitorial Services-Southwest LLC must supply Purchasing Shared Services with the required Certificate of Insurance as described in Request for Proposal #FY150037.

It is understood that ABM Janitorial Services-Southwest LLC takes not exceptions to and shall comply with any and all conditions and/or specifications described in RFP #FY150037. It is further understood that ABM Janitorial Services-Southwest LLC agrees that completion of this notice and any required contract constitutes all requirements for providing cleaning services to Collierville Schools.

In order to finalize this notice, ABM Janitorial Services-Southwest LLC must sign in the appropriate space below and return along with the required Certificate of Insurance to Joseph C. Anderson, Director, Purchasing Shared Services, Bartlett City Schools, 5650 Woodlawn, Bartlett, Tennessee 38134, no later than May 15, 2015.

The Collierville Schools Board of Education and ABM Janitorial Services-Southwest LLC agree to all conditions and specifications contained in RFP #FY150037 as well as any electronic communications and/or written communication between Collierville Schools and ABM Janitorial Services-Southwest LLC.

Superintendent, Collierville Schools

ABM Janitorial Services-Southwest LLC

John S. Aitken

Contractor

Date

Date

Letters of Recommendation



HAMILTON COUNTY DEPARTMENT OF EDUCATION
3074 Hickory Valley Road
Chattanooga, Tennessee 37421
423.209.8600 • Fax 423.209.8601

Rick Smith
Superintendent

April 21, 2015

To Whom It May Concern:

As Superintendent of the Hamilton County Department of Education, I am pleased to provide this letter of recommendation for ABM (formally Southern Management), our custodial and grounds service provider.

ABM was awarded the Custodial and Grounds Management Services Contract on July 1, 2005, for an initial 4-year term with an option for two 2-year extensions. After a successful 8-year agreement, ABM retained the contract when it was re-bid in 2013.

ABM handled the initial transition of these services very smoothly and has since provided daily services that have increased the satisfaction of our school administrators regarding school cleanliness. Through periodic surveys completed by the school administrators, we are aware that there is a high level of approval for the cleanliness of the facilities and upkeep of the surrounding grounds.

ABM has also assisted in emergency situations, such as the recent severe weather that left debris scattered across the system. Over the years they have become part of the Hamilton County family as we work together to provide clean and attractive facilities for our students' learning environment.

ABM receives my full endorsement as a reliable, quality company to provide custodial and grounds services. If you have any questions, please feel free to call me.

Sincerely,

A handwritten signature in cursive script that reads "Rick Smith".

Rick Smith
Superintendent

Santa Rosa County
School District



"A Tradition of Excellence"

Judson C. Crane
CPPO, CPPB
Director of Purchasing and Contract Administration
6544 Firehouse Road, Milton, Florida 32570-3411

Phone: 850/983-5130
Facsimile: 850/983-5133
E-mail: cranej@santarosa.k12.fl.us
Website: www.santarosa.k12.fl.us/ purchasing

February 11, 2015

To Whom It May Concern:

ABM (formally Southern Management) is in the 12th year of service to the Santa Rosa County School District. The first contract began on July 1, 2003, was renewed on July 1, 2008 for an additional five years. In 2013 Southern Management was awarded a new 5 year contract. The current agreement with ABM is valued at approximately \$4,500,000 annually, covering 31 schools, three administrative complexes, with services including all cleaning, non-athletic grounds maintenance, playground inspections and pest control.

ABM is a high performing organization, providing services that exceed expectations. I have seen a true commitment to customer service throughout the organization, from the local custodian all the way to the ABM's top management. Our schools and administrative centers are clean and well maintained. There is a standard level of consistency throughout the district, even though our facilities vary greatly in age and location.

ABM has my highest recommendation. I would not hesitate to recommend this company to any entity which needs the services ABM provides. For any further information, feel free to contact me directly.

Sincerely,

Judson C Crane

DISTRICT 1
Diane Scott

DISTRICT 2
E. Hugh Winkles

DISTRICT 3
Carol Boston

DISTRICT 4
Jennifer Granse

DISTRICT 5
Scott Feden

		ABM	All Purpose Janitorial Svc. *Minority*	Aramark	Conexx Staffing Svcs. *Minority*	Diversified Maintenance	GCA Services Group	Mason's Prof. Cleaning Svcs. *Minority*	Servicemaster *Minority*	SKB Facilities & Maintenance *Minority*	SKB Facilities & Maintenance *Minority*
Terms		Net 30	Monthly	Not Given	Net 15	Net 30	Net 15	Net 30	Net 30	Net 30	Net 30
Days A.R.O.		Not Given	Not Given	Not Given	7	Not Given	N/A	Not Given	Net 30	Net 30	Net 30
SQ. FT.											
ARLINGTON COMMUNITY SCHOOLS											
	87,949	\$7,194.42	\$0.00	\$9,659.73	\$7,915.41	\$9,010.34	\$8,935.17	\$7,356.65	\$6,596.18	\$105,991.02	\$8,832.59
	327,069	\$21,400.79	\$0.00	\$35,923.08	\$29,436.21	\$25,923.66	\$18,953.40	\$24,301.75	\$24,530.18	\$239,349.55	\$19,945.80
	91,097	\$7,023.45	\$0.00	\$10,005.49	\$8,198.73	\$9,579.53	\$8,114.16	\$7,207.76	\$6,832.28	\$96,271.60	\$8,022.63
	113,202	\$8,974.67	\$0.00	\$12,433.35	\$10,188.18	\$10,608.06	\$9,341.32	\$8,750.60	\$8,490.15	\$85,452.17	\$7,121.01
	4,000	\$0.00	\$500.00	\$439.33	\$360.00	\$162.03	\$550.25	\$1,100.00	\$300.00	\$603.22	\$50.27
		\$44,593.33	\$500.00	\$68,460.98	\$56,098.53	\$55,283.62	\$45,894.30	\$48,716.76	\$46,748.79	\$527,667.56	\$43,972.30
Mo. Lump Sum All Arlington Locations											
BARTLETT CITY SCHOOLS											
	6,400	\$436.21	\$850.00	\$659.73	\$576.00	\$342.80	\$541.53	\$4,500.00	\$544.00	\$3,920.92	\$376.74
	88,321	\$7,836.49	\$0.00	\$9,104.42	\$7,948.89	\$9,239.63	\$8,529.03	\$6,524.07	\$7,507.29	\$105,424.29	\$8,785.36
	96,000	\$7,824.65	\$0.00	\$9,896.00	\$8,640.00	\$9,515.43	\$8,393.65	\$7,000.00	\$8,160.00	\$92,496.34	\$7,708.03
	104,630	\$9,043.37	\$0.00	\$10,785.61	\$9,416.70	\$9,911.10	\$9,612.08	\$7,600.00	\$8,893.55	\$103,102.55	\$8,591.88
	220,160	\$16,035.12	\$0.00	\$22,694.83	\$19,814.40	\$17,591.70	\$17,489.54	\$21,142.00	\$18,713.60	\$195,829.61	\$16,319.13
	119,881	\$9,445.91	\$0.00	\$12,357.73	\$10,789.29	\$10,489.94	\$9,476.70	\$8,900.00	\$10,189.89	\$98,673.26	\$8,222.77
	110,658	\$9,490.11	\$0.00	\$11,407.00	\$9,959.22	\$15,646.71	\$10,424.37	\$8,235.00	\$9,405.93	\$110,853.78	\$9,237.82
	111,442	\$8,869.42	\$0.00	\$11,487.81	\$10,023.78	\$10,114.40	\$8,529.03	\$8,320.00	\$9,472.57	\$87,263.48	\$7,271.96
	84,693	\$7,568.22	\$0.00	\$8,730.44	\$7,622.37	\$9,067.96	\$8,393.65	\$7,156.43	\$7,198.91	\$98,219.69	\$8,184.97
	109,746	\$8,753.96	\$0.00	\$11,312.98	\$9,877.14	\$10,027.64	\$8,529.03	\$8,682.22	\$9,328.41	\$90,049.07	\$7,504.09
	106,420	\$9,177.02	\$0.00	\$10,970.13	\$9,577.80	\$10,261.02	\$8,258.27	\$8,449.40	\$9,045.70	\$93,030.03	\$7,752.50
	109,536	\$9,467.36	\$0.00	\$11,291.34	\$9,858.24	\$10,043.42	\$9,205.94	\$8,667.00	\$34,810.56	\$90,196.40	\$7,516.37
	800	\$0.00	\$300.00	\$82.47	\$72.00	\$33.51	\$110.05	\$1,100.00	\$68.00	\$597.68	\$49.81
		\$103,947.84	\$1,150.00	\$130,780.49	\$114,175.83	\$122,285.26	\$107,492.87	\$106,276.12	\$133,338.41	\$1,169,657.10	\$97,471.43
Mo. Lump Sum All Bartlett Locations											

	Terms	ABM	All Purpose Janitorial Svc. *Minority*	Aramark	Conexx Staffing Svcs. *Minority*	Diversified Maintenance	GCA Services Group	Mason's Prof. Cleaning Svcs. *Minority*	Servicemaster *Minority*	SKB Facilities & Maintenance *Minority*	SKB Facilities & Maintenance *Minority*
	Days A.R.O.	Net 30 Not Given	Monthly Not Given	Not Given Not Given	Net 15 7	Net 30 Not Given	Net 15 N/A	Net 30 Not Given	Net 30 Net 30	Net 30 Net 30	Net 30 90
	SQ. FT.										
COLLIERVILLE SCHOOLS											
Main Office	10,000	\$633.10	\$1,100.00	\$1,052.33	\$900.00	\$4,619.97	\$1,353.81	\$3,000.00	\$850.00	\$14,942.12	\$1,245.18
Bailey Station Elem.	113,691	\$9,030.24	\$0.00	\$11,964.08	\$10,232.19	\$10,338.84	\$8,393.65	\$8,700.35	\$9,663.74	\$108,099.15	\$9,008.26
Collierville Elem.	133,202	\$10,362.26	\$0.00	\$14,017.29	\$10,188.18	\$12,888.96	\$9,476.70	\$10,480.00	\$11,322.17	\$101,621.26	\$8,468.44
Collierville High	281,172	\$19,519.32	\$0.00	\$29,588.67	\$25,305.48	\$21,985.99	\$18,868.68	\$17,500.00	\$23,899.62	\$218,763.80	\$18,230.32
Collierville Middle	114,865	\$8,460.87	\$0.00	\$12,087.63	\$10,337.85	\$10,260.36	\$8,393.65	\$7,999.00	\$9,763.53	\$95,969.77	\$7,997.48
Crosswind Elem.	90,629	\$7,450.47	\$0.00	\$9,537.19	\$8,156.61	\$9,456.00	\$8,935.17	\$6,256.10	\$7,703.47	\$102,293.36	\$8,524.45
Schilling Farms Middle	97,250	\$7,767.79	\$0.00	\$10,233.94	\$8,752.50	\$9,813.49	\$7,513.25	\$7,255.00	\$8,266.25	\$97,075.93	\$8,089.66
Sycamore Elem.	127,627	\$9,986.00	\$0.00	\$13,430.61	\$11,486.43	\$12,983.66	\$10,153.61	\$9,400.43	\$10,848.30	\$96,498.26	\$8,041.52
Tara Oaks Elem.	109,405	\$8,738.53	\$0.00	\$11,513.05	\$9,846.45	\$10,319.55	\$9,612.08	\$8,500.00	\$9,229.43	\$104,115.18	\$8,676.27
Portables (10)	8,000	\$0.00	\$1,000.00	\$841.87	\$720.00	\$326.83	\$1,100.50	\$2,500.00	\$680.00	\$12,175.06	\$1,014.59
Mo. Lump Sum All Collierville Locations		\$81,948.58	\$2,100.00	\$114,266.66	\$95,925.69	\$102,993.65	\$83,801.10	\$81,590.88	\$92,226.51	\$951,553.89	\$79,296.16
GERMANTOWN MUNICIPAL SCHOOL DIST.											
	SQ. FT.										
Main Office	8,510	\$614.52	\$1,000.00	\$956.24	\$765.90	\$425.63	\$1,083.05	\$3,900.00	\$723.35	\$8,799.25	\$733.27
Dogwood Elem.	88,000	\$8,056.86	\$0.00	\$9,888.27	\$7,920.00	\$9,340.75	\$7,852.12	\$7,620.00	\$7,480.00	\$78,854.59	\$6,571.22
Farmington Elem.	73,908	\$7,224.96	\$0.00	\$8,304.80	\$6,651.72	\$8,647.41	\$7,411.92	\$6,151.72	\$6,282.18	\$80,384.81	\$6,698.73
Houston High	263,689	\$19,334.92	\$0.00	\$29,629.85	\$23,732.01	\$22,081.83	\$18,141.11	\$18,450.00	\$22,413.57	\$212,283.87	\$17,690.32
Houston Middle	92,750	\$7,861.56	\$0.00	\$10,422.01	\$8,797.50	\$9,287.14	\$7,852.12	\$7,347.00	\$7,883.75	\$89,250.87	\$7,437.57
Riverdale Middle	88,199	\$9,234.72	\$0.00	\$9,910.63	\$7,937.91	\$9,360.89	\$8,028.60	\$7,137.91	\$7,496.92	\$121,725.04	\$10,143.75
Portables (27)	21,600	\$0.00	\$3,000.00	\$2,427.12	\$1,944.00	\$879.96	\$2,971.35	\$3,900.00	\$1,836.00	\$29,330.83	\$2,444.24
Mo. Lump Sum All Germantown Locations		\$52,327.54	\$4,000.00	\$71,538.92	\$57,749.04	\$60,023.61	\$53,340.27	\$54,506.63	\$54,115.77	\$620,629.26	\$51,719.11
LAKELAND SCHOOL SYSTEM											
Lakeland Elem.	115,780	\$9,276.78	\$0.00	\$18,025.02	\$10,420.20	\$10,742.48	\$10,178.94	\$0.00	\$9,841.30	\$104,063.88	\$8,671.99
Portables (1)	800	\$0.00	\$300.00	\$124.55	\$72.00	\$33.51	\$110.05	\$0.00	\$68.00	\$560.33	\$46.69
Mo. Lump Sum All Lakeland Locations		\$9,276.78	\$300.00	\$18,149.57	\$10,492.20	\$10,775.99	\$10,288.99	\$0.00	\$9,909.30	\$104,624.21	\$8,718.68

		ABM	All Purpose Janitorial Svc. *Minority*	Aramark	Conexx Staffing Svcs. *Minority*	Diversified Maintenance	GCA Services Group	Mason's Prof. Cleaning Svcs. *Minority*	Servicemaster *Minority*	SKB Facilities & Maintenance *Minority*	SKB Facilities & Maintenance *Minority*
	Terms	Net 30	Monthly	Not Given	Net 15	Net 30	Net 15	Net 30	Net 30	Net 30	Net 30
	Days A.R.O.	Not Given	Not Given	Not Given	7	Not Given	N/A	Not Given	Net 30	Net 30	90
MILLINGTON MUNICIPAL SCHOOLS											
E. A. Harrold	50,200	\$5,679.57	\$7,500.00	\$5,463.85	\$4,518.00	\$6,647.73	\$5,076.38	\$6,318.00	\$4,267.00	\$71,644.33	\$5,970.36
Millington Elem.	115,104	\$10,165.54	\$0.00	\$12,528.11	\$10,359.36	\$10,194.90	\$9,476.70	\$9,959.00	\$9,783.84	\$113,215.93	\$9,434.66
Millington Central High (with Annex)	245,116	\$18,243.02	\$0.00	\$26,678.83	\$22,060.44	\$19,509.63	\$17,058.06	\$0.00	\$20,834.86	\$188,487.29	\$15,707.27
Millington Middle	80,784	\$7,057.53	\$0.00	\$8,792.67	\$7,270.56	\$9,097.16	\$8,393.65	\$7,170.20	\$6,866.64	\$86,976.26	\$7,248.02
Portables (8)	6,584	\$0.00	\$900.00	\$716.61	\$616.86	\$268.89	\$880.40	\$1,900.00	\$559.64	\$17,930.55	\$1,494.21
Mo. Lump Sum All Millington Locations		\$41,145.66	\$8,400.00	\$54,180.07	\$44,825.22	\$45,718.31	\$40,885.19	\$25,347.20	\$42,311.98	\$478,254.36	\$39,854.53
TOTAL MONTHLY LUMP SUM (ALL DISTRICTS, ALL LOCATIONS)		\$333,239.73	\$16,450.00	\$457,376.69	\$379,266.51	\$397,080.44	\$341,702.72	\$316,437.59	\$378,650.76	\$3,852,386.38	\$321,032.20
Hourly Rate for After School Events		written in by vendor Total mo. Lump sum (if awarded all Districts; all Locations \$326,597.46	\$30.00	\$24.23	\$16.95	\$14.25	\$16.95	\$14.00	\$16.44	These totals as listed in bid appear to be annual. Monthly tabulations in next column	\$17.00
Cost per \$1,000 for Performance, Labor and Materials Bond if required		\$6.15	\$250.00	\$5.00	\$25.00	\$10.00	\$10.00	\$20.00	\$45.57	\$45.00	\$45.00
		***Pricing includes cleaning of all portables**	**No Bid on items with \$0.00**					**No Bid on items with \$0.00**			

LATE RFP'S NOT OPENED:
Memphis Goodwill, Inc. 2:09 pm (not minority)
APS Facility Maintenance 2:41 pm (minority)

CLEANING SERVICES RFP #FY150037 RUBRIC

	MAX POINTS	ABM	ARAMARK	CONEXX	DIVERSIFIED	GCA	MASON	SKB
Project Plan	10	9.2	7.5	6.8	6.8	8.3	6.0	7.5
Firm Experience Qualifications & Personnel	10	8.7	8	6.5	4.2	8.5	6.0	6.2
Cost	20	15.8	5.2	9.7	10.8	14.5	13.3	16.0
Reference	10	8.3	7.9	7.3	6.2	8.3	6.5	6.8
Experience	10	9.3	7.8	7	5.5	8.8	5.5	6.0
Salaries & Benefits Offered	10	6.8	7.7	7	5.7	7.8	6.7	7.3
Staff for Project	10	8.8	7.5	5.5	5.8	8.2	6.2	7.3
Recruitment & Training Plans	10	9.0	7.8	7.3	6.3	7.5	6.5	8.0
MWBE Contract Spent	10	8.7	5.5	9	8.5	8.7	9.8	9.8
Rubric Score - Based on Average of Evaluations	100	84.6	64.9	66.1	59.8	80.6	66.5	74.9
Local Preference - Additional 5 Points	5	0.0	0.0	5.0	0.0	0.0	5.0	5.0
TOTAL POINTS	105	84.6	64.9	71.1	59.8	80.6	71.5	79.9

NOTE: ServiceMaster Clean withdrew proposal.

All Purpose Janitorial Service bid only on main offices and portables in each district and only on one school in one school district, therefore, was not considered.