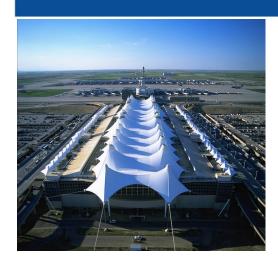


August 2012



Contract for Janitorial and Snow Removal Services



- 3 year term (with two one year options)
 \$96,003,655.00 total contract amount
 with rates locked in for option years
- RFP process facilitated by General
 Services Purchasing on behalf of airport
- Four member evaluation committee: DIA Maintenance, DIA Maintenance exdirector, United Airlines representative, Community representative
- 9 submittals reviewed and scored
- Top two qualified proposers were interviewed



Contract Requirements

- Janitorial Services encompass:
 - Terminal building
 - Concourses
 - Outlying facilities
- Snow Removal services:
 - Sidewalks/stairwells
 - Parking lots
 - Bus stops
- This is a 24/7/365 operation



List of RFP Responders

- Able Building Maintenance
- ABM
- CMS Legacy, Inc.
- GCA Services Group
- ISS Facility Services
- Sunshine Cleaning Systems, Inc.
- Triangle Services
- UBM Enterprises
- UGL Services

Evaluation Criteria

- Experience and Personnel
- Vendor References
- Financial Statements
- Management/Staffing Plan
- Operations
- Transition Plan
- Technical Experience
- Innovation

- -Customer Service Plan
- -Employee Training Program
- -Safety Plan and Record
- -Snow Removal Plan
- -Staffing Plan
- -Green Cleaning
- -Pricing

Proposed Contractor: ISS Facility Services



- Best overall score (price and qualifications)
- Worker retention +400 employees
- 35% MBE/WBE participation (0% goal)
 - Whayne & Son's Enterprises, Inc.,
 Denver, CO 24%
 - Sierra's Cleaning Services, Inc.,
 Lakewood, CO 8%
 - American Facility Services Group, Inc.,
 Lakewood, CO 3%



ISS Facility Services

- Over 20 years of airport experience
- Significant experience in janitorial and snow removal
- Stellar service level performance
- Cleaning Industry Management Standard (CIMS) certifications
- Proven partnership in maintaining DIA and City image as a world class airport and City



