



www.blacklinegroup.com

RFP Guide and Template

Janitorial Services

May 15, 2020

Table of Contents

I.	Introduction and Use of the Guide	3
II.	Request for Proposal – Janitorial Services	4
III.	Supporting RFP Materials	16
IV.	About Blackline Group	17

I. Introduction and Use of the Guide

The Blackline RFP template is intended to assist procurement professionals in the creation and execution of a wide range of RFPs across industries and procurement spend categories. Although organizational and product/service needs vary, this template is a useful starting point from which to configure and customize to meet your company's specific needs.

This RFP is part of a series Blackline has identified as opportunistic and relevant based on current macro and micro economic factors, common stakeholder engagements, and complexity.

For additional information and access to pricing and scoring worksheets, please contact Blackline to speak with one of our industry experts on how we can Power Up your procurement function with our inclusive back-office support, on-site procurement services, or Blackline's Procurement Roadmap which has transformed some of the world's largest companies covering more than \$100 billion in spend. It is Blackline's commitment to bring people together to elevate procurement's role and results!

Blackline Group Inc.

- Email: support@blacklinegroup.com
- Phone: (206) 866-9810

II. Request for Proposal – Janitorial Services

A. RFP Document

1) Company Overview:

Overview Insight [delete italics and replace with your information]

Provide a brief overview of your organization providing relevant context for participating suppliers.

- a) Corporate mission*
- b) Portfolio of products/services*
- c) Employee count*
- d) Geographical footprint*
- e) Company culture*
- f) Principles and values*

Sample:

[enter Company name] is the world's largest service provider with more than 80 million members in 100 countries and territories around the globe.

Our mission: Create mutually beneficial opportunities for every one of our customers. Our customers get access to [list all services] helping you be successful. [enter Company name] started out in the garage of our co-founder John Doe in [enter date] and has grown to the size of [enter detail].

John Doe is the CEO, and the company's management team is made up of seasoned executives who share a common vision and end-goal. [Company] has a diversified business model with revenues coming from several different services and products.

2) Objective:

Objective Insight [delete italics and replace with your information]

Thoroughly describe the objective of this RFP with as many pertinent details as possible to ensure a clear and comprehensive vision is shared with suppliers. Adding all applicable details including historical and forecasted data, impacted business units, timelines, and expectations will reduce the number of questions suppliers have following the dissemination of the RFP.

Sample:

This is a Request for Proposal (RFP) for Janitorial Services at various company-owned facilities in the states of California, Nevada and Arizona. The awarded supplier will be able to provide best-in-class janitorial services in all in-scope locations (see section 4 for a list of locations). It is important to [enter Company name] to find a partner who will meet or exceed all service requirements while continually finding avenues to improve.

3) Background:

Background Insight [delete italics and replace with your information]

Provide a wide-ranging history of desired [enter service/product] to offer suppliers an understanding of where your company has been and how you arrived at your current [service/product] state of requirements. Where possible, omit all current negative service levels to protect the organization from predatory bidding and to ensure strong partnering and continuity of supply with the incumbent supplier.

Background Sample

Over the past five years [enter Company name] has grown from a single location in California to 7 facilities in three states. During this rapid growth the company has utilized a decentralized approach to Janitorial Services, resulting in inconsistent pricing, quality and service across the facilities footprint.

4) Service Requirements:

Service Requirements Insight [delete italics and replace with your information]

Provide a list of requirements suppliers can turn to for an easy go-to list to ensure all components are considered when submitting bids.

The following items are important to include, as without them bidding firms will not be able to adequately build a staffing plan and price their bids. The more detail you provide here, the better the bid responses will be:

- a) Size and location of buildings to be cleaned*
- b) Desired frequency of cleanings, by building area*
- c) Cleaning specifications – list the tasks to be performed for each building area. Identify what tasks need to be done daily, weekly, monthly, etc.*

Service Requirements Sample

- d) Account management*
- e) Bonding and Insurance Requirements*
- f) Supplies and/materials and equipment*

g) *Cleaning Services*

(i) *By Location*

(a) *Building Access*

1. *Security Requirements – badging, identification*

(b) *Keys – check out process; reporting lost keys; etc.*

	<i>Company Location</i>	<i>Address</i>	<i>Sq. Ft.</i>
1	<i>Headquarters – Palo Alto, CA</i>	<i>1234 Main Street</i>	<i>40,000</i>
2	<i>Fresno Office</i>	<i>4966 Blythe Avenue</i>	<i>19,000</i>
3	<i>Temecula Office</i>	<i>42000 Business Park Drive</i>	<i>25,000</i>
4	<i>Tacoma, WA</i>	<i>6000 Taylor Way</i>	<i>9,700</i>
5	<i>Chandler, AZ</i>	<i>1400 Buckeye Way</i>	<i>11,300</i>
6	<i>Tucson, AZ (Wilmot)</i>	<i>1200 Wilmot Road</i>	<i>7,800</i>
7	<i>Tucson, AZ (Country Club)</i>	<i>6000 S. Country Club Road</i>	<i>16,000</i>

h) *Schedule*

(i) *Company holidays*

(ii) *Vacation/illness coverage*

	<i>Company Location</i>	<i>Days</i>	<i>Time</i>	<i>Times/Week</i>
1	<i>Headquarters – Palo Alto, CA</i>	<i>Weekdays (M-F)</i>	<i>Evenings</i>	<i>Daily</i>
2	<i>Fresno Office</i>	<i>Weekdays (M-F)</i>	<i>Evenings</i>	<i>Daily</i>
3	<i>Temecula Office</i>	<i>Weekdays (M-F)</i>	<i>Evenings</i>	<i>Daily</i>
4	<i>Tacoma, WA</i>	<i>Mon – Wed – Fri</i>	<i>Evenings</i>	<i>3x per week</i>
5	<i>Chandler, AZ</i>	<i>Mon – Wed – Fri</i>	<i>Evenings</i>	<i>3x per week</i>
6	<i>Tucson, AZ (Wilmot)</i>	<i>Sundays</i>	<i>Day</i>	<i>1x per week</i>
7	<i>Tucson, AZ (Country Club)</i>	<i>Weekdays (M-F)</i>	<i>Evenings</i>	<i>16,000</i>

i) *General Specifications*

<i>Cleaning Area</i>	<i>Daily Services</i>	<i>Monthly Services</i>
<i>Building Entries/Lobbies</i>	<i>A. Spot clean glass</i>	<i>A. Remove scuffs from walls</i>
<i>Office Areas</i>	<i>A. Keep supply areas neat</i> <i>B. Clean drinking fountains</i> <i>C. Vacuum carpeted areas</i> <i>D. Sweep non-carpeted areas</i> <i>E. Empty waste containers and recycle bins</i> <i>F. Dust countertops and filing cabinets</i> <i>G. Dust windowsills</i>	<i>A. Remove scuffs from walls</i> <i>B. Wax floors</i> <i>C. Shampoo carpets</i> <i>D. Vacuum air registers and vents</i> <i>E. Spot clean upholstery</i>

	<i>H. Spot clean carpet stains</i>	
<i>Restrooms</i>	<ul style="list-style-type: none"> A. Wet mop floor B. Refill paper products and supplies C. Empty waste containers D. Sanitize toilets and urinals E. Wash basins and countertops F. Wash all dispensers G. Clean mirrors 	<ul style="list-style-type: none"> A. Remove scuffs from walls B. Wax floors C. Clean tile grout
<i>Breakroom and Dining Areas</i>	<ul style="list-style-type: none"> A. Wet mop floor B. Empty waste containers and recycle bins C. Wash tables and countertops 	<ul style="list-style-type: none"> A. Remove scuffs from walls B. Wax floors C. Vacuum air registers and vents
<i>Hallways, Stairs and Elevator Lobbies</i>	<ul style="list-style-type: none"> A. Vacuum carpeted areas B. Sweep non-carpeted areas (including elevator floors) C. Clean/polish elevator doors 	<ul style="list-style-type: none"> A. Remove scuffs from walls B. Wax floors C. Vacuum air registers and vents

5) SLAs, KPIs, Metrics:

SLA, KPI, and Metrics Insight [delete italics and replace with your information]

Communicate required SLAs and metrics in the RFP as applicable to accurately for scope and the products relevant to this RFP. An option here is to add high-performance or incentive targets which are incremental service offerings above what stakeholders have required. Ensure costs are understood to reach standard SLAs as well as high-performance targets to gauge cost ratios to service deliveries. If unknown, ask the suppliers to provide recommended SLAs.

SLA, KPI, and Metrics Sample

Please see the SLAs and metrics which will be used to govern this program. These metrics have been reviewed and approved by all stakeholders.

SLA	Description	Measurement	Standard	At Risk Fees/Incentives
1	Client Satisfaction	Quarterly Survey Results	Min. score: 4.00 (out of 5)	TBD

2	Service Quality	Monthly spot checks by QA team lead	All checklist items completed (100% compliance)	TBD
3	Timeliness of Service Request completion	Time from SR open (entry date in service order system) to close (client sign-off)	98% of SRs completed in 8 business hours or less	TBD

6) Questionnaire:

Questionnaire Insight [delete italics and replace with your information]

Deliver the most comprehensive list of questions possible for Procurement and key decision makers to adeptly understand the suppliers, their approach, and service deliveries in a side-by-side model which promotes specificity, organization, and decision making in the RFP bid analysis process.

Questionnaire sample:

Supplier Information:	1. Please describe your organization and management structure, particularly with respect to your janitorial services offerings. Please include primary locations and key contacts who will be supporting [enter Company name].
	2. How does your company provide an operational competitive advantage over your competitors?
	3. Describe any significant relationships your company can offer regionally with reference to the scope of this RFP.
	4. Is your company currently or expecting to be involved in any mergers or acquisitions which will have any impact [service/product] offering?
	5. Is your company categorized as a small or diverse business?
	6. How does your company weigh the satisfaction of its employees to operational results and failures? Please provide detailed examples.
Janitorial Services Offerings:	1. Please describe the ideal janitorial services offering model your company can provide leading to immediate and future mutual success. Including, but not solely limited to, external resources, technology, business intelligence, process excellence, subcontractors (please provide list of all applicable third-party suppliers), etc. How does your company's [enter outsourced

	<p>service(s)] offering differentiate your company from your competitors?</p> <p>2. Please describe and define how your company trains staff for both client delivery and required skill sets. Please differentiate hard and soft skill capability as they pertain to janitorial services offerings.</p> <p>3. Please provide detail into your company's process, methodology and approach to providing scalable service levels [provide specific example here].</p> <p>4. How does your company manage continuity challenges on a day-to-day basis? What are your methodologies for forecasting and proactively addressing disruptors?</p> <p>5. How does your company limit personal identification information (PII) with regarding to [enter Company name] employees?</p> <p>6. What are key success factors for your most mature and successful clients for janitorial services?</p> <p>7. In detail, please describe how your company can scale Janitorial Services deliverables by quantity and [enter Company name] geographic footprint.</p> <p>8. Please describe how your company stays current on market trends.</p> <p>9. Is your company able to utilize [enter Company name]'s directed providers and partners?</p> <p>10. With specificity, please detail how your company utilizes technology to optimize janitorial services offerings. What types of technology are currently being used?</p> <p>11. What benchmarking resources does your company provide and/or utilize?</p> <p>12. How many new clients have you secured over the past twelve (12) months? How many, if any, are in the same industry as enter Company name]?</p> <p>13. Do you provide mobile phones to your staff? If not, how do you handle dispatching staff to manage urgent service requests?</p>
Account Service Support:	<p>1. Please describe and detail a full end-to-end implementation process including, but not limited to, resource availability in [enter required timeline here], an implementation timeline with samples from previous clients, roles, responsibilities, and expected level-of-effort from both your company and [enter Company name].</p> <p>2. Can you guarantee go-live by xx/xx/xxxx</p> <p>3. Describe a comprehensive service operation for [enter Company name] regarding hours of operation, dedicated resources, quality control, responsiveness to operational queries and escalations, QBRs, and other operational account governance.</p>

	<p>4. Describe your staffing plan, including the number and type of resource assigned to each location, and the names and relevant experience of each resource. Please upload the staffing plan as an attachment to this question.</p> <p>5. Please confirm you company's ability to support all countries as listed in this RFP and outline any existing or potential service constraints.</p> <p>6. Please provide overview of critical SLA/KPIs where possible and how they are utilized to drive a best-in-class program. Additionally, please describe how your company plans to meet the SLA/KPIs listed in the scope section of this RFP.</p> <p>7. Is any portion or all program administrative responsibilities outsourced? If so, please provide supplier(s) and detail the management of the applicable supplier(s). Will [enter Company name] be notified of outsourced suppliers?</p> <p>8. Though not required at this stage, if so desired by both parties in the future, do you have resources available to administer the program for [enter Company name]?</p> <p>9. Please provide the implementation project manager(s) and their brief resume (both in industry and with your company) who will service our account. If selected, [enter Company] will ask for your company to lock-in this resource pursuant to the executed SOW.</p> <p>10. Do you have dedicated tools provided for our Program Administrators? Provide best practices around service policies and procedures. Please detail the system, compatible browsers, and their reporting capabilities. Is a test environment available?</p>
<p>Systems, Integrations, and Reporting</p>	<p>1. Pursuant to the detailed scope of this RFP, please describe, in depth, how your systems will interface with [enter Company name] [enter ERP or other required systems here]. If [enter Company name] will access your web-based portals, are you able to customize your site with [enter company]'s logo and other specific requests?</p> <p>2. Will [enter Company name] require any augmenting or new technology to enable automation or integration?</p> <p>3. Please confirm that your web-based platform is compatible with Chrome and Internet Explorer [include minimum supported versions, if applicable].</p> <p>4. Information Security/Data Privacy – Please list all applicable certifications</p> <p>5. What type of customizations do you allow for your platform?</p>

	<p>6. How does your company handle Production and business-level IT support? Do you have a case management system? How are priorities assigned?</p> <p>7. How often does your company release new code into the platform? Are release notes shared with customers prior to releases in the event there are customer customizations?</p> <p>8. Are management reports available from a secured web site? Describe how reports can be customized by category, person, department and other common metrics. Will your company be able to provide a demo as well as samples of available reporting?</p>
Technology Support & Disaster Relief	<p>1. What technical support is available for your technology and reporting packages and what hours is technical support available? Can data be consolidated on a global scale?</p> <p>2. Provide an explanation of the support structure for issue escalation in your IT organization.</p> <p>3. Will [enter Company name] be provided with a permanent test environment? What is the testing support for clients when client has a system change or updates (IE Oracle)? What is the testing support for clients when client has a system change or update to platform(s)? How much advanced notice must be provided for dedicated IT testing support?</p> <p>4. Describe your IT infrastructure.</p> <p>5. If applicable, does your company provide mobile applications?</p>
Contract & Pricing	<p>1. Please see the Master Services Agreement for this engagement [attached] and return review and edits with your RFP submission.</p> <p>2. Please confirm the proposed pricing to [enter Company name] is that which is offered to your top-tier customers.</p> <p>3. Please review and fill-out the rate sheet [attached] and return with your submission of the RFP.</p> <p>4. How can [enter Company name] maximize its financial incentives and positioning based on the known requirements of this RFP?</p>
Risk	<p>1. Are there any changes or modifications to the current business model and offering which would alter delivery of Janitorial Services to [enter Company name]?</p> <p>2. How do does your company manage risks to the organization and customer base?</p> <p>3. Please provide your Dun & Bradstreet number:</p> <p>4. When risks are discovered within your company, how quickly do you provide feedback to your customer base?</p>

Quality	1. <i>How does your company measure a seamless and customer-friendly implementation (where applicable)?</i>
	2. <i>Once implemented/integrated, how does your company measure a successful customer over a three-year engagement?</i>
	3. <i>How do you maintain excellent customer service and account support? Please provide examples.</i>
Innovation	1. <i>Please outline any innovative strategies your company has implemented in the past three (3) years and what innovations are in pipeline for the coming three (3) years.</i>
	2. <i>How does your company measure internal innovation to that of your closest competitors?</i>
	3. <i>Are test environments made available to [enter Company name] prior to application upgrades?</i>
	4. <i>How does your company integrate innovative upgrades without impacting the customer's current day-to-day business?</i>
Cultural Fit	1. <i>Based on your understanding of [enter Company name] culture and vision; how will you company align with our core values and people?</i>
	2. <i>What does your ideal customer look like?</i>
	3. <i>From a cultural and internal personnel standpoint; how is your company cultivating itself and investing in its people? What is your five (5) year plan?</i>
	4. <i>Please define your company's communication approach and service process in detail.</i>
	5. <i>What have been the results of your most recent employee satisfaction/engagement surveys?</i>
References	1. <i>Please provide a minimum of three (3) customer references who are of like size and scope as [enter Company name].</i>
	2. <i>Please provide one (1) potential customer reference who engaged your company in the RFP, however, did not award your company.</i>
	3. <i>Please provide one (1) reference of a previous customer who has left your company in the last twelve (12) who was procuring the same services as [enter Company name].</i>

7) Pricing/Rate Sheet:

Pricing/Rate Sheet Insight [delete italics and replace with your information]

Set a specific rate sheet can be beneficial for suppliers to provide bids. This is also advantageous to the key decision makers as it provides a side-by-side costing analysis of services. An approach to consider; eliminate a rate sheet and allow for suppliers to provide a cost structure which they believe will be a best fit for the organization. In this approach, ensure normalization of bids is possible.

Pricing/Rate Sheet Sample



Pricing
Worksheet.xlsx

8) Timeline

Timeline Insight [delete italics and replace with your information]

Create an in-depth RFP timeline with coordination from all stakeholders (BU, IT, Legal, etc.). This will provide significant advantages in maintaining timeliness, strong engagement and project management.

Timeline Sample

Please review the RFP timeline (below) and contract [RFP owner] with any questions or concerns.

Action	Date	Accountability
NDA signed and returned	xx/xx/xxxx	Suppliers
RFP Document Issued	xx/xx/xxxx	Company
Intention to Participate	xx/xx/xxxx	Suppliers
RFP clarification Deadline for Vendor questions Q&A ' s received	xx/xx/xxxx	Suppliers
Q&A Calls	xx/xx/xxxx - xx/xx/xxxx	Suppliers & Company
RFP Submission Date	xx/xx/xxxx	Suppliers
Supplier Presentations - On/Off Site	xx/xx/xxxx	Suppliers & Company
Down Selection of Shortlist Vendors	xx/xx/xxxx	Company
Discussions with Shortlist Vendors (potential requirement for site visits)	xx/xx/xxxx - xx/xx/xxxx	Suppliers & Company
Contract and Pricing Negotiation	xx/xx/xxxx - xx/xx/xxxx	Company

Award	xx/xx/xxxx	Supplier & Company
Planning	xx/xx/xxxx – xx/xx/xxxx	Supplier & Company
Kick-Off Implementation	xx/xx/xxxx	Supplier & Company
Go-Live	xx/xx/xxxx	Supplier & Company

9) Terms and Conditions

Work with your Legal department on a comprehensive list of terms and conditions for RFPs to ensure all liabilities are covered. [delete italics and replace with your information]

- a) *This RFP is for discussion and evaluation purposes of the contemplated transaction only. Submission of a response to this RFP is expressly conditioned upon Partners' agreement to the terms set forth herein. For clarity, this RFP or any response from Partner to this RFP shall not constitute a binding agreement until Partner and Company have duly executed one or more definitive agreements. Company and the Partner shall be bound by the terms of the mutual confidentiality and non-disclosure agreement entered between the parties.*
- b) *Company reserves the right to accept other than the apparent lowest priced proposal and to accept or reject any proposal in whole or in part or reject all proposals with or without notice or reasons. Company may amend, supplement, or withdraw the RFP at any time.*
- c) *All answers to this proposal must be numbered as per the corresponding number of each question and must follow the same format as this RFP.*
- d) *Quantities stated in this RFP are for informational purposes only and shall not be binding on Company. Such information supplied by Company is for the convenience of the respondents only and Company makes no warranty regarding the accuracy of any data or information provided.*
- e) *Any costs incurred by a respondent to this RFP in connection with the preparation or submission of a response or any other expenses attendant thereto are the sole responsibility of that respondent and neither Company nor any of its business units, affiliates or subsidiaries has any obligation, under any circumstances, to reimburse or otherwise compensate the respondent for expenses so incurred.*
- f) *Respondent shall not issue or cause the issuance of any press release or other publication of the existence of this RFP without the prior consent of Company.*
- g) *Respondent shall not publish photographs or articles, make speeches about, or publicize the existence or scope of any agreement resulting from this RFP without first obtaining prior written consent from Company.*
- h) *The preparation of a response to this RFP shall serve as evidence of the respondent's acceptance of the terms contained herein.*

- i) *If a respondent should decline to offer a proposal, all materials and information received pursuant to this RFP shall be promptly returned to Company and any copies made thereof shall be immediately destroyed.*
- j) *This RFP, all information contained herein, and all Company specifications and samples provided herewith shall be considered Company confidential information and subject to the mutual confidential disclosure agreement by and between respondent and Company.*
- k) *All suppliers receiving such documents shall use them solely for responding to this RFP.*
- l) *The information contained or referred to in the RFP is not to be used, disclosed or released for any other use or purpose and must be returned to Company or destroyed when requested.*

III. Supporting RFP Materials

A. Supplier List

Enter suppliers in the tracker (below). Organizing suppliers and their profiles will assist with supplier communications as well as on-going negotiations throughout the RFP.

Supplier	Supplier Contact	Contact Phone	Contact Email	NDA Signed	Current Supplier	Current Supplier Spend	BUs Supported	Supplier Risk
1	John Doe	(xxx) xxx-xxxx	@company.com	Y/N	Y/N	\$0.00	Marketing, HR, etc.	Low, Med., High
2								
3								

B. RFP Assessment

Partner with all key decision makers to determine scoring criteria and associated weights. Aggregate scoring from all stakeholders and present the findings. This will provide talking points, maintain engagement and generate an award output for the supplier who scores the highest which will greatly assist in the decision-making process. The worksheet (below) is preconfigured for an assessment.



Supplier Assessment Worksh

IV. About Blackline Group

Blackline has been helping companies overcome critical procurement issues for more than a decade. In that time, we've helped some of the world's largest companies transform more than \$100 billion in total spend.

Blackline's agile approach aligns with customer's desire for easy to consume improvements. The results speak for themselves; our clients are consistently awarded top industry honors for setting the bar in Procurement.



Mike Browning
Principal

Blackline Group, Inc.
mbrowning@blacklinegroup.com
(206) 866-9810



Andy Brown
Principal

Blackline Group, Inc.
abrown@blacklinegroup.com
(206) 409-6336