

**RFP P12-05, Custodial Supplies & Management
Question & Answers**

Vendor	Question	Answer
Southeast Link	What materials/products do we propose for option two?	FCSS is seeking a comprehensive solution as per the terms and conditions of the RFP document.
Cosgrove Enterprises	Can option one and two be awarded separately?	Yes. FCSS will have the option to award option one and two separately.
Southeast Link	Where can I find a list of equipment?	An asset list is available for download on the FCSS purchasing website along with all other relevant documents.
Southeast Link	Does FCSS desire each school to become lead certified under the green program?	FCSS has not mandated any type of certification under the green program at this time. If your proposal for a green solution includes steps towards a particular certification, FCSS will evaluate that accordingly.
Gainesville Janitor	Does FCSS consider a reduction of case quantity an option for becoming more eco-friendly?	The main focus of this program is how it will effect and make and impact at each school or facility.
Gainesville Janitor	Are the dilutions rates standardized at each location?	Yes

Unisource	Has FCSS set a date for the outsourcing of select custodial programs?	Not at this time.
Southeast Link	Will outsourcing programs include chemicals?	Yes
Unisource	Will the outsourced custodial programs be public bid?	After a trial test FCSS will publicly bid.
Thornton Brothers	The document states that for training absolutely no salesperson shall be allowed to provide training.	Please see addendum one. Each person doing training must be certified to train in the specific task that they are teaching. Proof of this should be provided in their proposal. It is not the intent for the trainers to sell products to the schools, but to train school personnel on how to properly use the provided chemicals and equipment to do the tasks.
Thornton Brothers	Is it mandatory that FCSS requires a minimum 5 years experience on all maintenance and repair work?	Yes
Southeast Link	How do we prove work experience?	A resume should be included in the proposal.
Thornton Brothers	Is factory work experience sufficient for the 5 year experience required?	Yes

Unisource	Will any repairs need to be taken offsite for repair?	It would depend on the repair, but could be a possibility.
Amsan	In relation to the Preventive Maintenance on the existing equipment, what are the expectations for frequencies of these PM visits by equipment type. For instance, battery powered equipment – quarterly inspections and PM, corded floor machines and vacuums – annual inspections and PM, etc.	All preventive maintenance work shall be done per the equipment manufacturers recommendations.
Amsan	Will repairs for damage caused by operator misuse and abuse be covered under the emergency repairs section of the RFP if discovered during a PM visit?	Yes, however as per solicitation cost must be provided to school system and we determine if repairs are to be done.
Amsan	Can the school system provide prospective vendors with historical data related to annual spend on equipment repairs and maintenance? This would give us a base line for estimating the cost of the PM program and allow us to provide a more competitive bid.	Under the current contract FCSS spends an estimated \$45,000 annually on preventative maintenance. This does not include repairs. FCSS does not have historical data on repairs.
Amsan	The board reserves the right to outsource the maintenance and cleaning of some or all of the schools to a building service contractor. Would the contractor be expected to provide their own equipment and service, or would they be using equipment owned by the schools and subject to the PM program/schedules?	If outsourced, the outsourcing contractor would be responsible for all costs related to cleaning the school including chemicals, equipment, disposables, and PM.

Southeast Link	Which Johnson Crew product? There are several. What is the container size?	Crew Disinfectant 2- 2.5 liter bottles per case bar code # 10807174498612
Southeast Link	Which Host product? What is the package size?	Host Dry Carpet Cleaner 4 buckets per case, each bucket is 12 lbs. bar code # 2442800078
Southeast Link	What is the total amount spent last year on all custodial supplies, including paper and liners.	FCSS spent \$574,148.22 on custodial supplies from July 1, 2010 – June 30, 2011
Southeast Link	Do you have information on the Johnson Diversey Crew?	