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**From:** Staton, Jennifer A  
**Sent:** Monday, September 18, 2017 11:11 AM  
**To:** 'Hagenburger, Tim'  
**Subject:** RE: [Ext] 18001 RFP Custodial Services - Intent to Award  
**Attachments:** GCA 3 year Pricing.pdf

Please see the attached. Procurement has indicated that references are confidential and will not be released pursuant to the South Carolina Code of Laws, Title 30 - Public Records, CHAPTER 4, Freedom of Information Act SECTION 30-4-40 (a) (1).

Jennifer Staton, MS, CSP  
Risk Manager  
Beaufort County School District  
843-322-2355 (w) | 843-812-6405 (m)

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**From:** Hagenburger, Tim [mailto:Tim.Hagenburger@sscscserv.com]  
**Sent:** Thursday, September 7, 2017 5:05 PM  
**To:** Staton, Jennifer A <Jennifer.Staton@beaufort.k12.sc.us>  
**Subject:** RE: [Ext] 18001 RFP Custodial Services - Intent to Award

Jennifer,  
Thanks for this info. I was wondering if I could get the breakdown on the pricing by years 1, 2 and 3 and the references used for both us and GCA? It would help me better understand how the grading scale worked.  
Thanks

**Tim Hagenburger**

Regional Sales Director  
803-665-3182 | sscscserv.com



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**From:** Staton, Jennifer A [mailto:Jennifer.Staton@beaufort.k12.sc.us]  
**Sent:** Friday, September 1, 2017 4:09 PM  
**To:** Hagenburger, Tim <Tim.Hagenburger@sscscserv.com>  
**Subject:** RE: [Ext] 18001 RFP Custodial Services - Intent to Award

Please see the attached.

Jennifer Staton, MS, CSP  
Risk Manager  
Beaufort County School District  
843-322-2355 (w) | 843-812-6405 (m)

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**From:** Hagenburger, Tim [<mailto:Tim.Hagenburger@sscscserv.com>]  
**Sent:** Tuesday, August 29, 2017 3:09 PM  
**To:** Amsler, Sandra <[Sandra.Amsler@beaufort.k12.sc.us](mailto:Sandra.Amsler@beaufort.k12.sc.us)>  
**Cc:** Staton, Jennifer A <[Jennifer.Staton@beaufort.k12.sc.us](mailto:Jennifer.Staton@beaufort.k12.sc.us)>; Murphy, Reggie D <[Reggie.Murphy@beaufort.k12.sc.us](mailto:Reggie.Murphy@beaufort.k12.sc.us)>  
**Subject:** RE: [Ext] 18001 RFP Custodial Services - Intent to Award

Sandi,  
I would like to re-submit my request for the pricing and evaluation grid results under the FOIA.  
Thanks

**Tim Hagenburger**

Regional Sales Director  
803-665-3182 | [sscscserv.com](http://sscscserv.com)



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**From:** Amsler, Sandra [<mailto:Sandra.Amsler@beaufort.k12.sc.us>]  
**Sent:** Tuesday, July 25, 2017 10:51 AM  
**To:** Hagenburger, Tim <[Tim.Hagenburger@sscscserv.com](mailto:Tim.Hagenburger@sscscserv.com)>  
**Cc:** Staton, Jennifer A <[Jennifer.Staton@beaufort.k12.sc.us](mailto:Jennifer.Staton@beaufort.k12.sc.us)>; Murphy, Reggie D <[Reggie.Murphy@beaufort.k12.sc.us](mailto:Reggie.Murphy@beaufort.k12.sc.us)>  
**Subject:** RE: [Ext] 18001 RFP Custodial Services - Intent to Award

Tim:  
This information is available under the Freedom of Information Act. However, until we have a signed contract, the information cannot be released. Please resubmit your request in approximately 30 days.

Respectfully,  
Sandi

Sandi Amsler, CPPB  
Procurement Coordinator  
Beaufort County School District  
843-322-2349  
843-322-0748 (fax)

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**From:** Hagenburger, Tim [<mailto:Tim.Hagenburger@sscscserv.com>]  
**Sent:** Tuesday, July 25, 2017 10:24 AM  
**To:** Amsler, Sandra <[Sandra.Amsler@beaufort.k12.sc.us](mailto:Sandra.Amsler@beaufort.k12.sc.us)>  
**Subject:** RE: [Ext] 18001 RFP Custodial Services - Intent to Award

Sandi,  
Thanks for the update and the opportunity. Can you please send me the evaluation grid results for my records?  
Thanks

# Tim Hagenburger

Regional Sales Director  
803-665-3182 | [sscserv.com](http://sscserv.com)



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**From:** Amsler, Sandra [<mailto:Sandra.Amsler@beaufort.k12.sc.us>]  
**Sent:** Tuesday, July 25, 2017 9:05 AM  
**To:** Garvey, Nicole A [[ngarvey@gcaservices.com](mailto:ngarvey@gcaservices.com)]; Peterman, Scott W ([speterman@gcaservices.com](mailto:speterman@gcaservices.com))  
<[speterman@gcaservices.com](mailto:speterman@gcaservices.com)>; Hagenburger, Tim <[Tim.Hagenburger@sscserv.com](mailto:Tim.Hagenburger@sscserv.com)>; Randy Gehman  
<[Randy.Gehman@abm.com](mailto:Randy.Gehman@abm.com)>; [O.John@e-3h.com](mailto:O.John@e-3h.com)  
**Cc:** Murphy, Reggie D <[Reggie.Murphy@beaufort.k12.sc.us](mailto:Reggie.Murphy@beaufort.k12.sc.us)>; Mccord, Gregory A  
<[Gregory.Mccord@beaufort.k12.sc.us](mailto:Gregory.Mccord@beaufort.k12.sc.us)>; Crosby, Tonya V <[Tonya.Crosby@beaufort.k12.sc.us](mailto:Tonya.Crosby@beaufort.k12.sc.us)>  
**Subject:** [Ext] 18001 RFP Custodial Services - Intent to Award  
**Importance:** High

Good Morning:

Attached is the Intent to Award for our RFP #18-001 Custodial Services.

Thank you for your interest and support of the Beaufort County School District.

Sandi

Sandi Amsler, CPPB  
Procurement Coordinator  
Beaufort County School District  
843-322-2349  
843-322-0748 (fax)

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**EXHIBIT A - SERVICES, ORDERING AND PRICES**

**OFFER SHEET FOR HILTON HEAD CLUSTER/DISTRICT** (A separate Offer Sheet is required for each BCSD cluster proposed. Beneficial offers of District-wide cost for all clusters will be considered.)

*NOTE: In the space provided below, provide a price for furnishing all management, supervision, labor, materials and equipment for the following services*

| DESCRIPTION                        | UNIT PRICE                  | PRICE*<br>Base Period<br>36-months | PRICE* 1st Option/<br>Renewal Period<br>1 Year | PRICE* 2nd Option/<br>Renewal Period<br>1 Year | TOTAL<br>CONTRACT<br>PRICE |
|------------------------------------|-----------------------------|------------------------------------|--|--|----------------------------|
| Custodial and<br>Related Services: | \$ 86.161.00<br>(per month) | \$ 3,101,796.00                    | \$ 1,033,932.00                                | \$ 1,033,932.00                                | \$ 5,169,660.00            |

**Service Call  
Hourly Rates:**

Hourly rates are proposed only once. In the event of wage determination rate increases, these rates may be negotiated.

PRODUCTION \$ 19.00 /HOUR

SUPERVISION \$ 24.00 /HOUR

**\*PRICES SUBMITTED SHALL BE DIVISIBLE BY 12**

**SERVICE CALL HOURLY RATES:** Provide a price per man-hour for providing Service Call services when ordered that are in addition to the services specified herein for the standard services. This services provision is intended to be used to satisfy the District's short term non-recurring needs for service.

Should a recurring need for services arise, a contract modification will be negotiated pursuant to the "Amendments" clause. The contractor shall provide adequate staff to respond to service calls during building(s) operating hours (see Building Information Data Sheet) AND during the contractor's regular cleaning schedule.

**EXHIBIT A - SERVICES, ORDERING AND PRICES**

**OFFER SHEET FOR BLUFFTON CLUSTER/DISTRICT (A separate Offer Sheet is required for each BCSD cluster proposed. Beneficial offers of District-wide cost for all clusters will be considered.)**

*NOTE: In the space provided below, provide a price for furnishing all management, supervision, labor, materials and equipment for the following services*

| DESCRIPTION                     | UNIT PRICE                   | PRICE*<br>Base Period<br>36-months | PRICE* 1st Option/<br>Renewal Period<br>1 Year | PRICE* 2nd Option/<br>Renewal Period<br>1 Year | TOTAL<br>CONTRACT<br>PRICE |
|---------------------------------|------------------------------|------------------------------------|--|--|----------------------------|
| Custodial and Related Services: |                              |                                    |  |  |                            |
|                                 | \$ 155,989.00<br>(per month) | \$ 5,615,604.00                    | \$ 1,871,868.00                                | \$ 1,871,868.00                                | \$ 9,359,340.00            |

**Service Call  
Hourly Rates:**

Hourly rates are proposed only once. In the event of wage determination rate increases, these rates may be negotiated.

PRODUCTION \$ 19.00 /HOUR  
SUPERVISION \$ 24.00 /HOUR

**\*PRICES SUBMITTED SHALL BE DIVISIBLE BY 12**

**SERVICE CALL HOURLY RATES:** Provide a price per man-hour for providing Service Call services when ordered that are in addition to the services specified herein for the standard services. This services provision is intended to be used to satisfy the District's short term non-recurring needs for service.

Should a recurring need for services arise, a contract modification will be negotiated pursuant to the "Amendments" clause. The contractor shall provide adequate staff to respond to service calls during building(s) operating hours (see Building Information Data Sheet) AND during the contractor's regular cleaning schedule.

**EXHIBIT A - SERVICES, ORDERING AND PRICES**

**OFFER SHEET FOR BATTERY CREEK CLUSTER/DISTRICT** (A separate Offer Sheet is required for each BCSD cluster proposed. Beneficial offers of District-wide cost for all clusters will be considered.)

*NOTE: In the space provided below, provide a price for furnishing all management, supervision, labor, materials and equipment for the following services*

| DESCRIPTION                        | UNIT PRICE                  | PRICE*<br>Base Period<br>36-months | PRICE* 1st Option/<br>Renewal Period<br>1 Year | PRICE* 2 <sup>nd</sup> Option/<br>Renewal Period<br>1 Year | TOTAL<br>CONTRACT<br>PRICE |
|------------------------------------|-----------------------------|------------------------------------|--|--|----------------------------|
| Custodial and<br>Related Services: |                             |                                    |  |  |                            |
|                                    | \$ 58,535.00<br>(per month) | \$2,107,260.00                     | \$ 702,420.00                                  | \$702,420.00   | \$ 3,512,100.00            |

Service Call  
Hourly Rates:

Hourly rates are proposed only once. In the event of wage determination rate increases, these rates may be negotiated.

PRODUCTION\$ 19.00 /HOUR

SUPERVISIONS\$ 24.00/HOUR

**\*PRICES SUBMITTED SHALL BE DIVISIBLE BY 12**

**SERVICE CALL HOURLY RATES:** Provide a price per man-hour for providing Service Call services when ordered that are in addition to the services specified herein for the standard services. This services provision is intended to be used to satisfy the District's short term non-recurring needs for service.

Should a recurring need for services arise, a contract modification will be negotiated pursuant to the "Amendments" clause. The contractor shall provide adequate staff to respond to service calls during building(s) operating hours (see Building Information Data Sheet) AND during the contractor's regular cleaning schedule.

**EXHIBIT A - SERVICES, ORDERING AND PRICES**

**OFFER SHEET FOR BEAUFORT CLUSTER/DISTRICT (A separate Offer Sheet is required for each BCSD cluster proposed. Beneficial offers of District-wide cost for all clusters will be considered.)**

*NOTE: In the space provided below, provide a price for furnishing all management, supervision, labor, materials and equipment for the following services*

| DESCRIPTION                     | UNIT PRICE                  | PRICE*<br>Base Period<br>36-months | PRICE* 1st Option/<br>Renewal Period<br>1 Year | PRICE* 2nd Option/<br>Renewal Period<br>1 Year | TOTAL<br>CONTRACT<br>PRICE |
|---------------------------------|-----------------------------|------------------------------------|--|--|----------------------------|
| Custodial and Related Services: |                             |                                    |  |  |                            |
|                                 | \$ 96,341.00<br>(per month) | \$ 3,468,276.00                    | \$ 1,156,092.00                                | \$ 1,156,092.00                                | \$ 5,780,460.00            |

**Service Call  
Hourly Rates:**

Hourly rates are proposed only once. In the event of wage determination rate increases, these rates may be negotiated.

PRODUCTION\$ 19.00 /HOUR  
SUPERVISION\$ 24.00 /HOUR

**\*PRICES SUBMITTED SHALL BE DIVISIBLE BY 12**

**SERVICE CALL HOURLY RATES:** Provide a price per man-hour for providing Service Call services when ordered that are in addition to the services specified herein for the standard services. This services provision is intended to be used to satisfy the District's short term non-recurring needs for service.

Should a recurring need for services arise, a contract modification will be negotiated pursuant to the "Amendments" clause. The contractor shall provide adequate staff to respond to service calls during building(s) operating hours (see Building Information Data Sheet) AND during the contractor's regular cleaning schedule.



## EXHIBIT A - SERVICES, ORDERING AND PRICES

**OFFER SHEET FOR WHALE BRANCH CLUSTER/DISTRICT** (A separate Offer Sheet is required for each BCSD cluster proposed. Beneficial offers of District-wide cost for all clusters will be considered.)

*NOTE: In the space provided below, provide a price for furnishing all management, supervision, labor, materials and equipment for the following services*

| DESCRIPTION                        | UNIT PRICE | PRICE*<br>Base Period<br>36-months | PRICE* 1st Option/<br>Renewal Period<br>1 Year | PRICE* 2nd Option/<br>Renewal Period<br>1 Year | TOTAL<br>CONTRACT<br>PRICE |
|------------------------------------|------------|------------------------------------|--|--|----------------------------|
| Custodial and<br>Related Services: |            | \$ 39,785.00                       | \$ 1,432,260.00                                | \$ 477,420.00                                  | \$ 2,387,100.00            |
|                                    |            | (per month)                        |  |  |                            |

**Service Call  
Hourly Rates:**

Hourly rates are proposed only once. In the event of wage determination rate increases, these rates may be negotiated.

PRODUCTION \$ 19.00 /HOUR

SUPERVISION \$ 24.00 /HOUR

**\*PRICES SUBMITTED SHALL BE DIVISIBLE BY 12**

**SERVICE CALL HOURLY RATES:** Provide a price per man-hour for providing Service Call services when ordered that are in addition to the services specified herein for the standard services. This services provision is intended to be used to satisfy the District's short term non-recurring needs for service.

Should a recurring need for services arise, a contract modification will be negotiated pursuant to the "Amendments" clause. The contractor shall provide adequate staff to respond to service calls during building(s) operating hours (see Building Information Data Sheet) AND during the contractor's regular cleaning schedule.

**EXHIBIT A - SERVICES, ORDERING AND PRICES**

**OFFER SHEET FOR BEAUFORT JASPER ACADEMY FOR CAREER EXCELLENCE CLUSTER/DISTRICT (A separate Offer Sheet is required for each BCSD cluster proposed. Beneficial offers of District-wide cost for all clusters will be considered.)**

*NOTE: In the space provided below, provide a price for furnishing all management, supervision, labor, materials and equipment for the following services*

| DESCRIPTION                        | UNIT PRICE                 | PRICE*<br>Base Period<br>36-months | PRICE* 1st Option/<br>Renewal Period<br>1 Year | PRICE* 2 <sup>nd</sup> Option/<br>Renewal Period<br>1 Year | TOTAL<br>CONTRACT<br>PRICE |
|------------------------------------|----------------------------|------------------------------------|--|--|----------------------------|
| Custodial and<br>Related Services: | \$ 7,150.00<br>(per month) | \$257,400.00                       | \$ 85,800.00                                   | \$85,800.00  | \$ 429,000.00              |

**Service Call  
Hourly Rates:**

Hourly rates are proposed only once. In the event of wage determination rate increases, these rates may be negotiated.

PRODUCTION\$ 19.00 /HOUR  
SUPERVISION\$ 24.00 /HOUR

**\*PRICES SUBMITTED SHALL BE DIVISIBLE BY 12**

**SERVICE CALL HOURLY RATES:** Provide a price per man-hour for providing Service Call services when ordered that are in addition to the services specified herein for the standard services. This services provision is intended to be used to satisfy the District's short term non-recurring needs for service.

Should a recurring need for services arise, a contract modification will be negotiated pursuant to the "Amendments" clause. The contractor shall provide adequate staff to respond to service calls during building(s) operating hours (see Building Information Data Sheet) AND during the contractor's regular cleaning schedule.