

EXHIBIT A

Facility Nightly Cleaning Cost 7x per week

With Autonomous Cleaning Equipment Plan

Monthly Cost: \$6399/month

Without Autonomous Cleaning Equipment Plan

Monthly Cost: \$8225/month

Weekend Day Porter (8hrs 2x per week for Tournaments)

Monthly Cost: \$1999/month

Summary Total with Autonomous Cleaning Equipment

 \$8398/month

*Average of 53 hours per week (7.57hrs per night) *does not include weekend Day Porter Hours

*Alliance recommends possibility of 2nd Day Porter available for 4hours if long tournament days extend over 8 hours.

*50% of the labor hours will be focused on higher level maintenance of Locker rooms and restrooms

*Non-Autonomous heavy labor outside of LRs and RRs will be entries, gym seating areas, all common area edges and seating/high touch points.

*3-4 employees per night during weeknights

*4-5 employees per night on weekends with heavy tournament loads

*scrubber equipment (small footprint) will be provided by alliance to keep regular maintenance in LR and RR floors. (this is essential for floor upkeep with the traffic this facility will experience.)

*monthly inspection reports will be sent to Facility Manager after walk through

*all tickets and summaries will be sent to Facility Manager for resolution confirmation

Summary Total without Autonomous Cleaning Equipment

\$10,224/month

*Average of 69 hours per week (9.58hrs per night) *does not include weekend Day Porter Hours

*Alliance recommends possibility of 2nd Day Porter available for 4hours if long tournament days extend over 8 hours.

*50% of the labor hours will be focused on higher level maintenance of Locker rooms and restrooms

*Non-Autonomous heavy labor outside of LRs and RRs will be entries, gym seating areas, all common area edges and seating/high touch points.

*4-5 employees per night during weeknights

*5-6 employees per night on weekends with heavy tournament loads

*scrubber equipment (small footprint) will be provided by alliance to keep regular maintenance in LR and RR floors. (this is essential for floor upkeep with the traffic this facility will experience.)

*monthly inspection reports will be sent to Facility Manager after walk through

*all tickets and summaries will be sent to Facility Manager for resolution confirmation

Exhibit D

NOTE: RFP said Facility would be cleaned 7x per week. Facility Office 3-5x is applicable due to only being staffed 5x per week. All other areas open 7x per week will be priced.

Facility Office and Front Desk Area – Monthly Cost

3x week: \$270/month 0.75 hours per clean average

5x week: \$300/month 0.5 hours per clean average

Aquatics Pool Seating and Locker Room Area – Monthly Cost

5x per week Price: N/A according to RFP

6x per week Price: N/A according to RFP

7x per week Price: \$2500/month 3 hours per clean average

Vestibules and Common Areas – Monthly Cost

5x per week Price: N/A according to RFP

6x per week Price: N/A according to RFP

7x per week Price: \$2200/month 2.5 hours per clean average (with Autonomous equipment)

7x per week Price: \$2500/month 3 hours per clean average (with manual labor equipment)

Multi Sport Gym and Seating Area – Monthly Cost

5x per week Price: N/A according to RFP

6x per week Price: N/A according to RFP

7x per week Price: \$650/month 0.75 hours per clean average (with Autonomous equipment)

7x per week Price: \$2300/month 2.75 hours per clean average (with manual labor equipment)

NOTE: Alliance Maintenance has been testing and evaluating Autonomous Robotic Equipment periodically the last 3 years. The technology is rapidly growing and becoming more dependable. IF The YFAC/City of Norman would like to use the Autonomous option if Alliance is selected we would have an Equipment Fee for the equipment purchase.

Not Listed – In Total Price

Miscellaneous Management and Oversight: Training, Specialty Clean needed to perform, Equipment audits and Rotational Cleaning Task.

7x per week Price: \$625/month 0.75 hours per clean average

Day Porter Options

8 hour Day Porter; 5x per week – Monthly Cost

Rate: \$25.81/hr

Total Price: \$4480/month

8 hour Day Porter; 4x per week – Monthly Cost

Rate: \$27.43/hr

Total Price: \$3810/month

8 hour Day Porter; 2x per week – Monthly Cost

Rate: \$27.43/hr

Total Price: \$1905/month

4 hour Day Porter; 3x per week – Monthly Cost

Rate: \$28/hr

Total Price: \$1459/month

4 hour Day Porter; 2x per week – Monthly Cost

Rate: \$28/hr

Total Price: \$973/month

4 hour Day Porter; 1x per week – Monthly Cost

Rate: \$28/hr

Total Price: \$487/month

Pressure Washing

All Entry Sidewalks from the parking lot to the main entry doors of the facility.

Rate:

Total Price Per Occurrence: \$350 per occurrence

Carpet Cleaning

Facility Offices and common area offices/rooms

Rate:

Total Price of all carpeted space per occurrence: \$395 per occurrence

Interior Window and Glass Washing

Inside of External Windows and Interior Glass in Vestibules, Court Space Glass (both sides) and

Aquatics Center Glass

Rate: \$290/month value

Total Price Per Occurrence: Included in monthly cleaning plan (no additional charge)

*Alliance recommends Monthly Occurrence. Alliance will clean inside and out of doors nightly and police these glass and window sections between monthly cleans.

Exterior Window Washing

All Exterior Windows/Glass

Rate:

Total Price Per Occurrence: \$400 Quarterly OR \$133.33 monthly

*Alliance recommends this to be scheduled Quarterly

Concrete Polishing and Refinishing

Concrete Polishing Maintenance (if needed)

Rate Per Foot: \$2.50 per sq ft

Total Price (if all common space refinished): \$27,500 per occurrence (should only ever have to be one time if it got to that point) New technology allows much more manageable and efficient floor repair with new floor sealants *3M Stoneguard Floor Protectant allows spot repair saving the burden of complete refinish cost in the future, so that is worst case scenario re-investment for futured concrete polishing maintenance line items.

*give price based on IF it was needed to repair an etching (damaged) portion of the finished concrete

Minimum Trip Repair Cost: *IF has 3M Sealant on the floor the Minimum trip cost would be \$595

*under current condition would need to know the Densifier/Sealant Concrete Company used to seal the floor.

Emergency Response

Daytime Emergency Cleaning Support – if needed

Rate Per Hour: \$35/hr

Minimum Per Occurrence/Request: \$95 per trip

Spraying Disinfectant Treatment

Spraying Non-Toxic non-corrosive disinfectant spray EPA approved for all surfaces

Rate:

Total Price Per Occurrence: \$195 minimum per trip

RFP-2324-37

General Information:

Exhibit B: Cleaning Plans

Equipment Used

Hospital Grade Microfiber – Color Coded for cleaning task and area to reduce risk of cross-contamination *pictured with infographics

Microfiber Mopping System – Eliminates contaminating clean neutral cleaner or germicidal floor cleaning solutions. *pictured with infographics

Commercial Grade Vac with HEPA Filters

Commercial Vacuum Options

Oreck Corded Upright Vac



HEPA Corded Backpack Vac



HEPA Battery Backpack Vac



Floor Scrubber Machines for tight quarter maintenance in LRs, RRs, and around furniture.

*possible Autonomous Scrubbers or Vac but would need to be priced per request

Commercial Scrubber Options

CS5 Micro Scrubber



Imop



Tornado BR 16



RFP Requirements: Company Processes and Accomplishments

CUSTODIAL PERSONNEL:

We employ **W-2 workers** who undergo a thorough onboarding procedure through our payroll partner, Paycom. As part of this process, each candidate must successfully pass a comprehensive background check conducted by the **Building Services Contractor Association Industry (BSCAI)**. This nationwide background check also includes a **National Sex Offender Registry search**. The results of these checks are securely stored in their employee files, ensuring full compliance with all regulatory requirements.

Furthermore, the final step in our onboarding process involves processing each employee through **E-Verify**, which adds an extra layer of verification and compliance to our hiring procedures. We take these measures seriously to maintain the highest standards of safety, security, and legal compliance for our team and clients alike.

INSPECTIONS:

In 2016, we invested in quality control software to enhance our service. Prior to its implementation, our Annual Account Retention rate in the OKC market stood at approximately 74%, surpassing the national average for our customer base. However, within just one year of using this software, our Annual Account Retention rate skyrocketed to 92%. As of this year, we've achieved an impressive 94.1% retention rate. We won the 2023 Account Retention Champion for all of Alliance Maintenance Management Teams out of all of our combined markets.

Our inspection software is highly customizable to meet your facility's unique needs. For instance, it allows us to create tailored inspection templates, even for areas with similar cleaning tasks, such as sinks and toilets. By segmenting these areas, we can pinpoint specific issues and quickly identify responsible staff members, nights, or equipment discrepancies.

Moreover, our system enables customers to report cleaning concerns either through direct calls or emails, which are promptly addressed by our Operations Managers. They can assign tasks to Night Leads for resolution or provide retraining if necessary. With this software, we generate insightful reports, offering summary views of your facility's inspection scores and ticket resolutions on a quarterly, semi-annual, or annual basis. This data empowers us to continuously improve and maintain a clean and trusted environment for our valued clients. Confidence in our service is built on transparency and effective issue resolution, and our software provides the tools to deliver on that promise.

Experience Providing Similar Services:

Since 2014, we've excelled in cleaning athletic facilities. Our standout performance at a professional basketball organization's minor league training facility led to us managing all their game day preparations and post-event cleanups.

Moreover, we currently maintain another facility, covering workout areas, courts, locker rooms, offices, and activity rooms, providing daily cleaning.

Our proven track record showcases our expertise and commitment to excellence. Choose us for top-notch cleaning tailored to athletic facilities' unique needs.

References:

1. Michelle Ratcliff
BancFirst
Senior Vice President
Human Resources Manager
405-218-4661
michelle.ratcliff@bancfirst.bank
Current Customer and a contact for Edmond and Oklahoma City market (14) locations cleaned and secured for the past 10 years.

2. George Sylvester
YMCA
Facility Manager
405-364-9622
Took over cleaning contract 1 year ago and drastically improved cleanliness of facility.

3. Derick Colwell
General Manager
Sooner Fashion Mall
405-544-7739
derick.colwell@bpretail.com
Provide project cleaning work and cleaning consulting and feedback since 2018

4. Elizabeth Wilson
Jasco
Facility Manager
405-905-5154
ewilson@byjasco.com
Over 100k square feet of Corporate Office, Manufacturer and Distribution facilities
Current Customer of 7 plus years

Quality

Quality extends beyond cleaning; it's about our ability to swiftly resolve issues and provide exceptional customer service. Our proven systems demonstrate that we not only deliver top-notch cleaning but also excel in problem-solving, building trust, and nurturing long-term, prosperous relationships. With us, your building won't just be clean; it will be expertly managed, allowing your Facility Manager to focus on other critical aspects of their role. We prioritize quality in every aspect to ensure everyone wins.

Overall Ability to Provide Specialized Service:

With over 11 years of experience in managing Oklahoma City market teams and Alliance Maintenance's 40-year history originating in Norman, Alliance has expanded its reach. We now have Operations Teams in multiple cities, including Kansas City, Wichita, Tulsa, Stillwater, Springfield, NW Arkansas, Tampa Bay, and Dallas.

In our major markets, we offer a comprehensive range of services, including cleaning, floor care, window care, technology savings solutions, efficiency consultations leading to cost savings, and problem-solving expertise. Our approach centers on delivering exceptional work and expressing gratitude for the opportunity. Rest assured, we have the capability to provide YFAC with the specialized service your facility requires.

CLEANING PROCESS AND PROCEDURE:

For the following 'Process and Procedure' of the task below we provide the fundamental information in a classroom training and applied in the field training while following along via our infographics. They will be included for each topic where applicable.

Overview



EQUIPMENT & SUPPLIES



LIST OF EQUIPMENT

- BARREL W/WHEELS (44 GALLON)
- WET FLOOR SIGNS
- GLOVES AND GOGGLES
- CADDY
- SPRAY BOTTLE W/ DISINFECTANT CLEANER
- SPRAY BOTTLE W/ BEARS CLEANER
- SPRAY BOTTLE W/ STAINLESS STEEL POLISH
- BOWL CLEANER
- JOHNNY MOP
- FLEX WAVE DUSTER
- MICROFIBER TOWELS (PINK, YELLOW, GREEN, BLUE)
- CAN LINERS (15 GALLON AND 55.60 GALLON)
- STOCKABLE STUFF
- TOILET PAPER
- PAPER TOWELS
- HAND SOAP
- BACKPACK VACUUM WITH TOOLS
- MICROFIBER MOPPING SYSTEM
- NEUTRAL FLOOR CLEANER
- MEASURING CUP
- MICROFIBER WALLWASHING SYSTEM



ALWAYS WEAR YOUR ALLIANCE SHIRT WHEN WORKING IN YOUR BUILDING.



CLEANING WITH MICROFIBER

5 FACTS ON MICROFIBER

1. MICROFIBER ARE SMALL FIBERS: $7/100^{\text{th}}$ "
2. THE SMALL FIBERS HAVE TINY ENDS THAT GENTLY SCRUB THE SURFACE
3. MICROFIBER CLEANS FASTER THAN COTTON CLOTHS OR PAPER TOWELS
4. MICROFIBER REMOVES **95%** OF BACTERIA FROM A SURFACE
5. MICROFIBER CAN BE WASHED AND REUSED

COLOR CODING SYSTEM FOR MICROFIBER CLOTHS

- TILES & WALLS
- GYM, CHANGEROOMS, RECREATION
- WINDOWS, GLASS, BRISTLE PAINT
- TILE GROUTS, DISCS, CERAMIC, PAINTING, STAINLESS STEEL, POLISHED METALS, POLISHED FURNITURE, WOODWORK, LENSES



JANITOR'S CLOSET

MOTTO ALWAYS CLEAN, ALWAYS ORGANIZED

HOW TO ORGANIZE

Stage picture of clean closet

All metal shelf organizers as pictured

Store safety data sheets

One labeled spray bottles

Remove bleach and unlabeled chemicals

DILUTION

TWO TYPES OF CHEMICALS

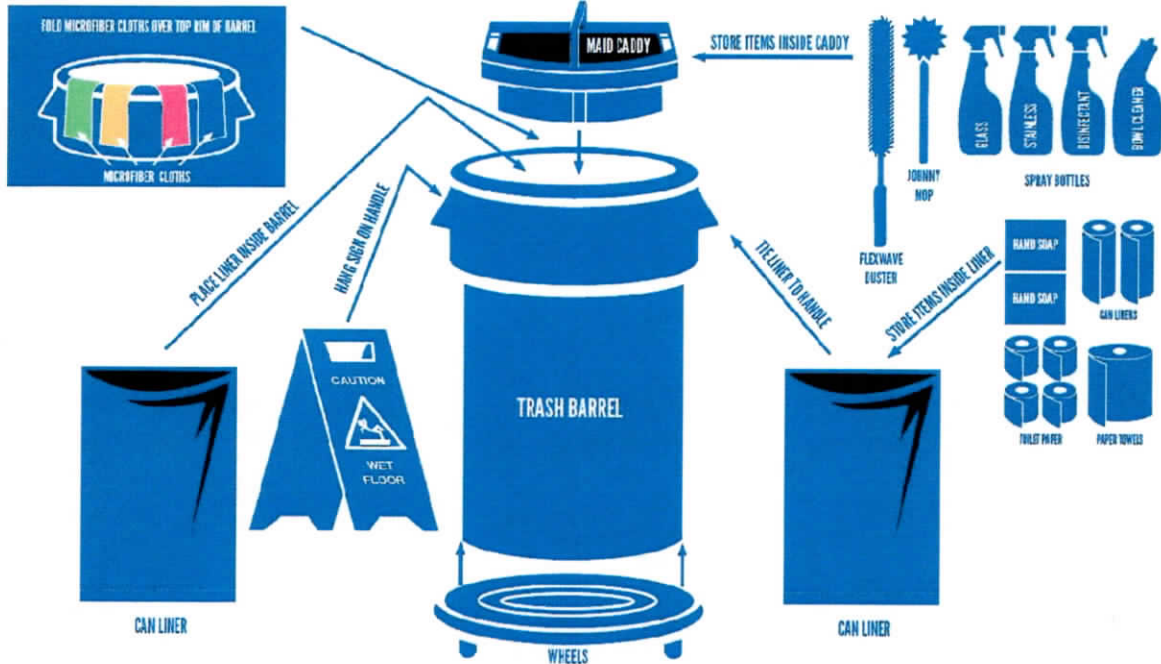
1. READY TO USE (RTU) - No Mixing Required
2. CONCENTRATE - Mixing Required (Follow instructions)
3. KEYS TO SUCCESS

Be clear measuring levels in your tank

Always use caution, use properly!

For more cleaning chemical use visit us at www.3m.com

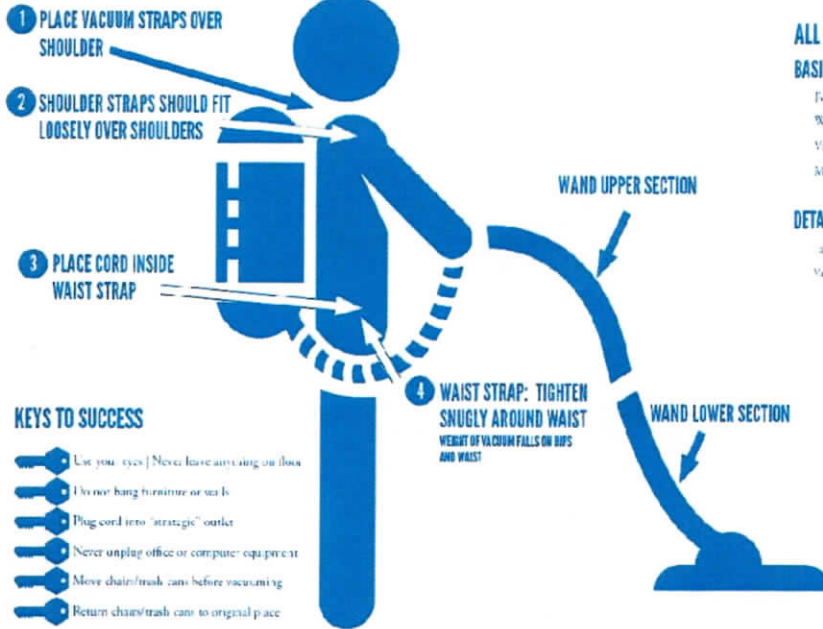
HOW TO SET UP A BARREL



Floor Vacuuming

VACUUMING

HOW TO WEAR THE BACKPACK VAC



KEYS TO SUCCESS

- Use your eyes! Never leave anything on floor
- Use one hand to hang furniture or cables
- Plug cord into "strategic" outlet
- Never unplug office or computer equipment
- Move chairs/trash cans before vacuuming
- Return chairs/trash cans to original place

HOW TO VACUUM

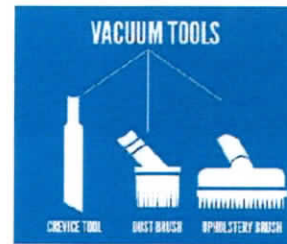
ALL VACUUMING PERFORMED WITHIN **↑ 2ND PASS**

BASIC

- Follow procedure on 1st pass
- Within each room/area, vacuum edges 1st and open areas 2nd
- Vacuum open areas using side-to-side motion
- Move to new area and DON'T TRIP on cord!

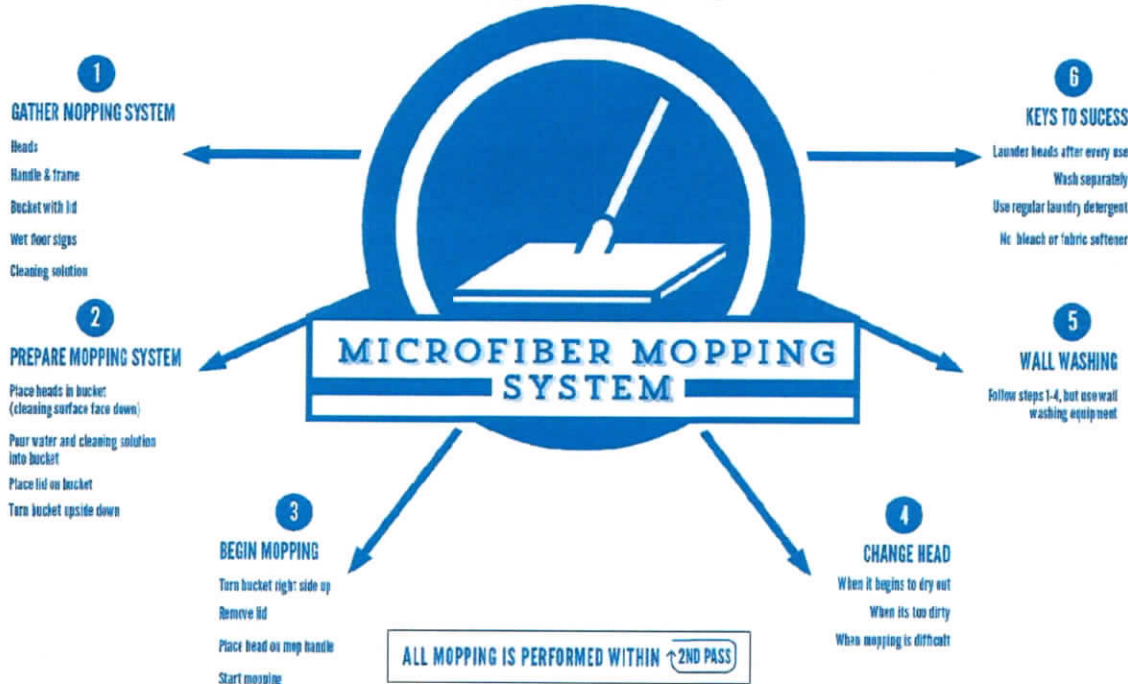
DETAIL

- Use off lower section of wand and use upper half to detail vacuum
- Vacuum corners, edges, under desks, behind trash cans, drawers, along walls



Mopping

MOPPING



Spray Buffing:

We have switched to pink 3M buffing pads and Purple Diamond 3M pads for some Concrete finishes. It is a dry buff and reduce the risk of a slip and fall.

Floor Stripping and Re-waxing:

For VCT we have switched to a Green dry strip method of using a maroon stripper pad with just water. We can dry sand the floor with heavy high vibration equipment such as the Square Scrub machine OR we can dampen the floor and use the same method with square scrub or scrubbers to remove top coats and/or all coats down to the VCT. We use wax products from our supplier when needed to apply the re-finish.

Restrooms and Locker Rooms

Commodes (toilets), Urinals, Wash Bowls (sinks), Toilet Room Cleaning, and Care of Dispensers.

RESTROOM CLEANING

EQUIPMENT & SUPPLIES	BASIC CLEANING ①	DETAIL CLEANING ②
Wet floor signs  Trash barrel/cart  Johnny mop  Microfiber cloths  Spray bottle w/ disinfectant cleaner  Spray bottle w/ glass cleaner  Bowl cleaner 	<p style="text-align: center;">..... ↑ 1ST PASS 1 Set up wet floor signs 2 Knock and shout "service" 3 Stock toilet paper, paper towels, hand soap 4 Spray mirrors with glass cleaner 5 Spray sinks, countertops, toilets and urinals with disinfectant cleaner 6 Empty trash 7 Clean inside toilets and urinals with johnny mop 8 Wipe presprayed surfaces with cloth (pick the right color!) 9 Spot clean partitions 10 Pick up trash from floor ↑ 2ND PASS</p> <p style="text-align: center;">Mop floor with microfiber mopping system</p>	<p style="text-align: center;">..... ↑ 1ST PASS LOOK AT SCHEDULE AND PERFORM THE FOLLOWING TASKS AS REQUIRED 1 DETAIL CLEAN TOILETS & URINALS  Deep clean outside of toilets and urinals with red cloth Deep clean inside of toilets and urinals with johnny mop and bowl cleaner Focus on hardware, base, behind toilet, underweath seat hinges and floor area around base 2 WASH WALLS Wash tile walls & partitions with wall washing system Clean high, then low Finish with baseboards Use yellow cloth to dust tops of partitions, light switches, door handles Clean vents & light fixtures with flexway duster 3 CLEAN MIRRORS, SINKS AND COUNTERTOPS Clean entire mirror and focus on corners/edges Clean entire surface of sink and countertop Focus on corners, edges, backsplash, hardware and drain ↑ 2ND PASS</p> <p style="text-align: center;">Detail mop with focus on corners and edges</p>

Trash Removal

TRASHING

HOW TO TRASH
ALL TRASHING IS PERFORMED WITHIN 1ST PASS

<p>1 GET BARREL</p> 	<p>2 ROOM TO ROOM</p>  <p>ROLL BARREL INSIDE EACH OFFICE WHEN TRASHING</p>	<p>3 EMPTY TRASH</p>  <p>EMPTY TRASH INTO THE BARREL REUSE LINER IF IN GOOD CONDITION</p>
<p>4 REPLACE LINER</p> <p>STEP 1: TIE KNOT STEP 2: TUCK THE KNOT</p>  <p>REPLACE LINER (IF NECESSARY) TIE & TUCK KNOT</p>	<p>5 RETURN TRASH CAN</p>  <p>NEATLY RETURN TRASH CAN TO PROPER PLACE</p>	<p>6 TRASH IN DUMPSTER</p>  <p>WHEN BARREL IS FULL, ROLL TO DUMPSTER, AND PLACE TRASH INSIDE</p>

LIQUIDS

BE CAREFUL WHEN DEALING WITH LIQUIDS | THEY STAIN CARPET

NEVER STACK TRASH BAGS ON CARPET (ONLY STACK ON TILE OR CONCRETE FLOORS)

IF CAN LINER IN TRASH CAN IS FULL OF LIQUID, PLACE ENTIRE TRASH CAN OVER BARREL AND EMPTY

IF CAN LINER IN BARREL IS FULL OF LIQUID, ROLL BARREL TO DUMPSTER AND EMPTY

WIPE DOWN TRASH CANS THAT HAVE COFFEE OR COKE ON THEM

KEYS TO SUCCESS

PUT 2-3 EXTRA CAN LINERS IN BOTTOM OF YOUR BARREL AND IN EACH CUSTOMER TRASH CAN

NEVER STRAP OR WESS TRASH CANS

DON'T THROW A KNOT THAT WON'T BE VALUABLE | TIE LINER BEFORE THROWING IT IN DUMPSTER

Drinking Fountains

For Drinking Fountains we can use the site approved all purpose all surface disinfectant. We want to ensure it is compatible with drinking fountain surfaces (stainless steel safe)

Training of the contractor staff

In the event we need a contractor staff we would seek immediate approval from City of Norman site contact for facilities.

We are partnered with a Large vetted window cleaning company who can also provide power washing. They can wear Alliance Maintenance Shirts on sites when needed for customers. Alliance Employees take care of nightly duties that involve basic maintenance cleaning of mirrors and glass. Our Monthly and Quarterly Window and Glass cleaning partner is used for detail monthly, quarterly, and annual details. They clean the glass of large downtown buildings and a professional basketball organization.

Window Cleaning

See above for Contractor Staff

Carpet Spot Cleaning and Stain Removal (Complete spotting kits supplied by carpet manufacturers are preferred.)

We have a method of trying the 'simplest first.' 90% of small spots come up with a clean hospital grade microfiber cloth and water. We then move to a safe approved (by flooring manufacturer) cleaner for the carpet and microfiber. If that still doesn't work we will move towards specialized carpet equipment for extraction or steam.

#9061835

Regional Food Bank OKC

Location: [REDACTED]
 Inspector: Colby Burress
 Completed: 2023-03-21 2:16pm
 Score: 92%

Line Item	Rating	Score
Main Entry Front Lobby		
Waiting Area	Good "B"	80%
<i>☞ Check under chairs more frequently and spot clean badge reader/intercom</i>		
Front Desk Check In Workspace	Excellent "A"	100%
Floors	Excellent "A"	100%
Trash Emptied	Excellent "A"	100%
Air Supply Vents/Returns	Good "B"	80%
<i>☞ Clean by next weekend</i>		
Baseboards and Trim	Excellent "A"	100%
<i>☞ Looks just completed.</i>		
Window sills	Excellent "A"	100%
<i>☞ Keep an eye on Presidents office</i>		
Entry RESTROOMS: Toilets	Excellent "A"	100%
Entry RESTROOMS: Sink/Counters/Mirrors	Excellent "A"	100%
<i>☞ Note the "supply/file room" restrooms by HR</i>		
General Notes and Comments for Main Entry		
2nd Floor East Offices		
Desk & Partitions	Excellent "A"	100%
Back Office Space	Excellent "A"	100%
Floors	Excellent "A"	100%
Trash Emptied	Good "B"	80%
Air Supply Vents	Average "C"	60%
<i>☞ Clean these up tonight please and verify with Ops Manager</i>		
Baseboards and Trim	Good "B"	80%
2nd Floor East RESTROOMS: Stock TP/PT/Soap	Good "B"	80%
2nd Floor East RESTROOMS: Toilets/Urinals	Good "B"	80%
2nd Floor East RESTROOMS: Sink/Counters/Mirrors	Good "B"	80%
General Notes And Comments		

Burruss Maintenance, LLC
 Inspection Summary

Location: [REDACTED]
 Dates: Jul 15, 2022 - Feb 15, 2023
 Inspector: All
 Inspection Forms: All
 Overall Score: 92% (10 Inspections)

Inspection	Location	Score	Inspector	Completed
Alliance Inspection	[REDACTED]	79%	Greg Leavell	2022-07-20 10:34am
Alliance Inspection	[REDACTED]	96%	Greg Leavell	2022-07-25 9:49am
Alliance Inspection	[REDACTED]	81%	Greg Leavell	2022-09-19 1:31pm
Alliance Inspection	[REDACTED]	97%	Greg Leavell	2022-09-28 10:50am
Alliance Inspection	[REDACTED]	95%	Greg Leavell	2022-10-19 1:51pm
Alliance Inspection	[REDACTED]	91%	Greg Leavell	2022-11-30 12:40pm
Alliance Inspection	[REDACTED]	91%	Greg Leavell	2023-01-02 10:32am
Alliance Inspection	[REDACTED]	99%	Greg Leavell	2023-01-23 2:41pm
Alliance Inspection	[REDACTED]	95%	Greg Leavell	2023-02-02 12:02pm
Alliance Inspection	[REDACTED]	97%	Greg Leavell	2023-02-10 12:10pm

AFFIDAVIT OF NON-COLLUSION

STATE OF OKLAHOMA)

COUNTY OF CLEVELAND)ss

Colby Burgess / Neil Boyd, of lawful age, being first duly sworn, on oath says, that (s) he is the agent authorized by the bidder to submit the attached bid. Affidavit further states that the bidder has not been a party to any collusion among bidders in restraint to freedom of competition by agreement to bid at a fixed price or to refrain from bidding; or with any city official or employee as to quantity, quality, or price in the prospective contract, or any other terms of prospective contract; or in any discussion between bidders and any city official concerning exchange of money or other thing of value for special consideration in the letting of a contract; that the bidder/contractor has not paid, given or donated or agreed to pay, give or donate to any officer or employee of the City of Norman, Oklahoma any money or other thing of value, either directly or indirectly, in the procuring of the award of a contract pursuant to this bid.

Alliance Maintenance, Inc.
Proposer

N. Burt

By: CR

Subscribed and sworn to before me on this 11 day of January, 20 24

Jaclyn R. Miller
My Commission Expires 1-3-28

