

Request For Proposals (RFP) No. LPC-58
Janitorial Services at Salesforce Transit Center and Park

Questions and Answers
[Updated - October 24, 2023](#)

The following questions were received related to the above-referenced RFP. Some questions have been paraphrased to improve readability and/or to consolidate questions submitted by multiple respondents on the same topic:

Q1: Will there be a walkthrough of the areas that will be serviced?

A1: [Site tour will occur on November 2, 2023, from 11 AM to 1 PM.](#)

Q2: We would like to know who the contractor for the bid is along with their contact information.

A2: The current contractor is ABM and their contact information is available at [ABM.com](#).

Q3: We would also love to know what your current monthly billing rate is.

A3: The non-confidential portions of the contract with our current provider, ABM, has been attached to this Q&A.

Q4: Additionally, we would find it helpful if you would provide the prevailing wage.

A4: Yes, it will be the prevailing wage. Contact the Local Janitorial Labor Union for more information.

Q5: If you would like us to interview and hire on current employees, would we be able to get, on average, the wages of current employees so we can create our pricing accordingly and/or can we negotiate final pricing based on the actual wages and benefits of people we hire?

A5: Please contact the Local Janitorial Labor Union. They should have all the union-related questions per the Union Contract Agreement. LPC is looking for the pricing according to the specifics in the RFP.

Q6: Will the contractor's employees be represented by a labor union, if so, which union? In that case, please provide information on any additional wage and benefits requirements above the living wage ordinance.

A6: [LPC and its client, TJPA, require prevailing wage as per state law. For additional information about additional wage and benefit requirements, you may contact the Local San Francisco Janitorial Labor Union for additional information.](#)

Q7: Are you able to provide the current contract amount and/or current provider?

A7: The publicly available information related to the current contract is available at the below link, via the [TJPA.org](#) website. Also refer to Exhibit A-1 in the bid package.

- <https://www.tipa.org/about-tipa/doing-business/contract-opportunities/transit-center-janitorial-services>

Q8: Can you provide the pricing disclosure in an excel format?

A8: Yes. Please see attached.

Q9: Please confirm if the contractor should include holiday pay in the pricing or if this will be billable.

A9: Contractors are required to pay prevailing wage and other compensation as required by law. Except where required by law, the terms of employment are between the employer and employee. These expenses may be billable as applicable.

Q10: Please confirm if the contractor should include sick and vacation pay in the pricing or if this will be billable.

A10: Contractors are required to pay prevailing wage and other compensation as required by law. Except where required by law, the terms of employment are between the employer and employee. These expenses may be billable as applicable.

Q11: Please confirm if phones can be used in place of radios.

A11: The Contractor will need radios to communicate with the Salesforce Transit Center team (Security and Engineering). Currently, LPC/Client is reimbursing one (1) phone.

Q12: Please confirm if consumables are provided by the contractor or the client.

A12: The contractor orders the janitorial supplies. LPC/Client pays the invoice directly to the suppliers.

Q13: Please confirm the square footage.

A13: Around 1.2M sq ft

Q14: Is the staffing level mandatory?

A14: Staffing Levels are based on current operations. If more/less staffing is required to perform the services requested, LPC shall consider the suggestion.

Q15: How is window washing being handled currently?

A15: LPC bid out the annual window washing project. But, cleaning windows will be as needed.

Q16: Per Section 8 in the RFP, it reads "Contractor shall provide pricing based on a cost-plus basis, time & material basis." However, the pricing sheet indicates a fixed fee pricing model. Can you please clarify?

A16: Please see attached revised pricing sheet, reflecting a "cost-plus basis, time & material basis".