

Best & Final Offer (BAFO-2) for Providence Public School District

Presented to:

Molly Hannon

Director of Purchasing

Providence Public School District

Presented by:

Tom Martin

Senior Vice President

ABM | Education

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2023



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June 9, 2023

Molly Hannon
Director of Purchasing
Providence Public School District
797 Westminster Street
Providence, RI 02903

Dear Molly,

As a further follow up to our Best & Final submission sent to you and PPSD team on Tuesday May 30th, we have included additional responses to the questions we received from you this week. Thank you for allowing us the further opportunity to review and refine the attached Excel File **"04-PPSD ABM BAFO 2 Bid Form v1.00 - Final."**

We have continued to list our updated responses in the same order and format from the previous Best & Final submission.

- 1. The ABM BAFO request from PPSD asked that ABM affirmatively state its willingness to abide by the terms of the RFP. No such affirmative statement was offered. To the contrary, ABM requested ability to negotiate items in the RFP Terms & Conditions. Your attention is drawn to Terms & Conditions Clause 1.1, which includes the following: "By their submission of proposals in response to the Facility Service Request for Proposal of which these Terms and Conditions are a part, prospective Service Providers agree to the inclusion of these Terms and Conditions in the Agreement." While PPSD may be willing to consider some of the suggested "Red-Lines", a number will remain unacceptable.*

We are prepared to accept and abide by the Terms & Conditions Clause 1.1 in the RFP. We accept the terms and conditions in order to have our proposal submission considered by PPSD.

- 2. The ABM BAFO Bid Form continues to deviate from requested detail, in that Sub-contractors are not listed on the "Other Direct & Indirect" tab. While the proposed Sub-Contractors are identified in the BAFO narrative, the listing provided only includes what appears to be the assumed first-year costs.*

We have updated in the attached Excel File **"04-PPSD ABM BAFO 2 Bid Form v1.00 - Final"** Other Direct & Indirect tab of the sheet. You will note that the Base Period and Option Periods are now reflective of these updates.

- 3. The ABM BAFO request from PPSD asked that ABM clarify its intent for Sub-contractor Charge/Reimbursable rates. The ABM response stated in part: "We anticipate having more detail on specific firm names and will provide that information to PPSD once an agreement is finalized..."*

We have updated in the attached Excel File **"04-PPSD ABM BAFO 2 Bid Form v1.00 - Final"** Charge Reimbursable tab of the sheet.



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4. As requested, the ABM BAFO Bid Form lists proposed unit prices for cost reductions for removed areas. PPSD considers the proposed unit prices for removed areas as non-competitive, especially when compared to the unit prices proposed for cost increases for added building areas. PPSD strongly encourages ABM to reevaluate and reconsider its entries for these lines of the Bid Form and incorporate any revised amounts for these entries in its response.

We have updated in the attached Excel File **"04-PPSD ABM BAFO 2 Bid Form v1.00 - Final"** Submission listed in the Total, Alternates, Unit Prices tab of the sheet. We have adjusted the price reduction amount per square foot to offer more favorable savings for PPSD.

5. On the topic of Option for Equitable Adjustment, as described by Clause A.20. of the Facility Services Specification, PPSD wishes to clarify that future revisions to areas served will inevitably cover a wide range of space types, ranging from aging facilities to added facilities which may be new or "like new" renovations. It is the intent and expectation of PPSD that the unit prices proposed by ABM for added and removed areas shall be considered as the baseline for cost of the "average" PPSD facility, and that any space deviation from this "average" condition will be accounted for in the mutual agreement for equitable adjustment.

ABM affirmatively understands and accepts this clause from the services specification.

6. As requested, the ABM BAFO Bid Form lists proposed mark-ups of Sub-contractor and Supplier Charges. PPSD encourages ABM to reevaluate and reconsider its entry for Mark-up for Individual Charges less than \$10,000. A revised entry of 8% for this item would be considered favorably by PPSD.

We have revised this entry from 10% and it is now listed at 8% in the attached Excel File **"04-PPSD ABM BAFO 2 Bid Form v1.00 - Final"** listed in the Charge Reimbursable tab.

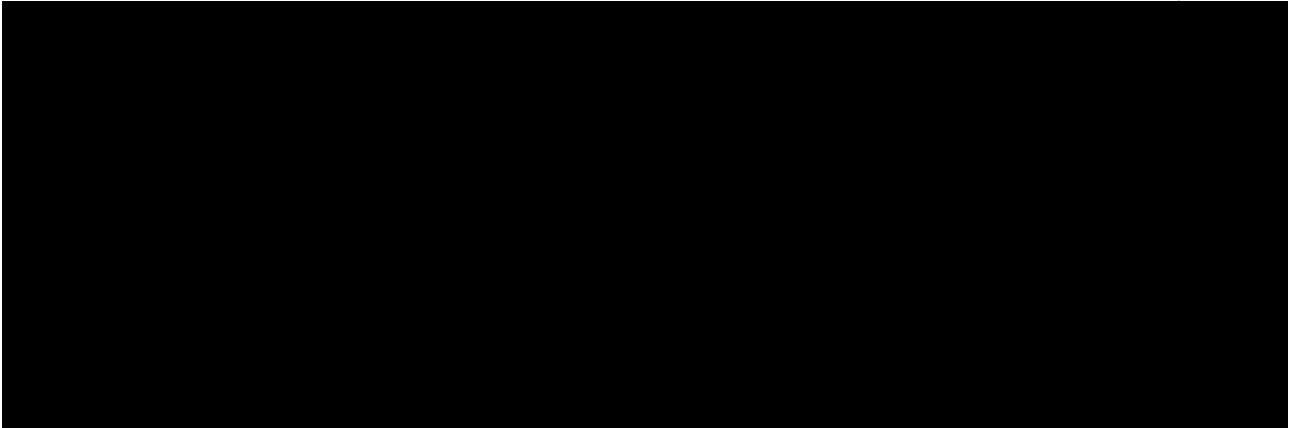
8. At the presentation made by ABM to PPSD on June 17, ABM was unable to fully present its proposed key personnel as required by the Instruction to Bidders.

ABM has coordinated an in-person meeting with PPSD leaders scheduled to take place on Wednesday June 14th in Providence, RI at 12pm. At this meeting we will have a collection of our operational leadership team that will also include Anthony Carter, our proposed Account Manager.



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You continue to have my commitment, along with that of our entire education team to make PPSP the ideal learning environment for your educators and students so that everyone can excel in their roles and achieve their long-term learning and career goals.

Sincerely,

A handwritten signature in blue ink that reads "Thomas Martin".

Tom Martin
Senior Vice President of ABM Performance Solutions

Enclosed: Excel File **"04-PPSD ABM BAFO 2 Bid Form v1.00 - Final"**