

City of Providence
STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

RESOLUTION OF THE CITY COUNCIL

No. 507

EFFECTIVE November 17, 2014

RESOLVED, That the Members of the Providence City Council
hereby Authorize Approval of the following Five-Year Contract Award by the
Board of Contract and Supply, in accordance with Section 21-26 of the Code of
Ordinances.

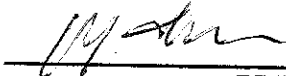
Aramark Management Services, L.P.
(School Department)

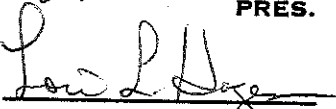
\$16,370,332.00 (year 1 of the contract)

IN CITY COUNCIL

NOV 06 2014


READ AND PASSED



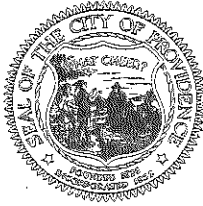
PRES.


CLERK
ACTING

Effective without the
Mayor's Signature


Lori L. Hagen
City Clerk
ACTING

MATTHEW M. CLARKIN, JR.
INTERNAL AUDITOR
25 DORRANCE STREET, ROOM #307
PROVIDENCE, RI 02903
Phone: (401) 421-7740 EXT. 577
Fax: (401) 351-1056
mclarkin@providenceri.com



City of Providence, Rhode Island Office of the Internal Auditor

October 2, 2014

Ms. Lori Hagen
City Clerk
City of Providence
25 Dorrance Street
Providence, RI 02903

Dear Ms. Hagen:

In accordance with Section 21-26 of the City's Code of Ordinances, I am writing to request that the following requested contract awards be submitted to the City Council and the Education Subcommittee.

- *School Department* – Approval of a five-year contract with Aramark Management Services, L.P. of Philadelphia, PA for the facilities management, custodial, maintenance and grounds services in an amount of \$16,370,332 in year #1 of the contract .

If you have any questions or concerns regarding any of these items, please contact me. Thank you for your consideration with this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "Matthew M. Clarkin, Jr.", is written over a horizontal line.

Matthew M. Clarkin, Jr.
Internal Auditor

Cc: Alan Sepe, Director of Operations
Francisco Ramirez, Director of Purchasing
Yvonne Graf – Chief of Staff – City Council
Jim Lombardi, City Treasurer
Judith Petrarca, Purchasing Administrator – School Department

ANGEL TAVERAS
Mayor

SUSAN F. LUSI, Ph.D.
Superintendent

Providence Schools

Providence Public School District
Purchasing Office
797 Westminster Street
Providence, RI 02903-4045
tel. 401.456.9264
fax 401.456.9292

Date: September 29, 2014

The Honorable David N. Cicilline
Chairman, Board of Contract and Supply
City Hall
Providence, RI 02903

Dear Mayor Cicilline,

RE: RFP For Proposal For Facilities Management, Custodial, Maintenance and Grounds Services-5
Year Contract, /Local-School Department.

(Title of Item/Service)
DATE OF BID OPENING: July 28, 2014
RECOMMENDED BIDDER: Aramark Management Services, L.P.
(Name and Address) 1101 Market Street
Philadelphia, PA. 19107

AMOUNT RECOMMENDED: Not to Exceed \$15,470,332.00 for 1st Year
Escalation for years 2—5 will be CPI.

In response to our request for proposal regarding the above entitled, our Department received the following
Bids: (Please list by low bidder first)

	NAME	BASE	BID AMOUNTS ALTERNATES	TOTAL
1.	Aramark Management Services, L.P.		Escalation factor for years 2-5 will be CPI.	Not to exceed \$15,470,332.00 for 1 st year.
2.	GCA		Escalation factor for years 2-5 will be 2.5%	\$16,602,551.40 for 1 st year.
3.	Sodexo		Escalation factor for years 2-5 will be 3%	\$18,696,662.81 for 1 st year.
4.				

16,370,332.00

17,502,551.40

19,596,662.81

(Additional sheet is ☐ is not ☐ attached)

☒ On the basis of said bids, we recommend the low bidder, as identified on LINE 1, which firm's bid has met
the specifications. (See enclosed letter and documents.)

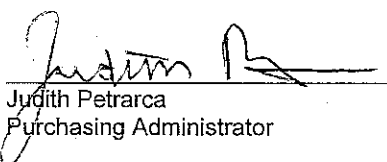
☐ On the basis of said bids, we recommend the bidder identified on LINE _____. While not the apparent
low bidder, a review of the bids reveal that it is in the best interest of the City to reject the low bidder(s)
because: (Please provide explanation)

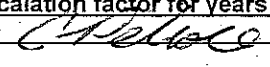
(Additional sheet is ☐ is not ☐ attached)

MINORITY PARTICIPATION \$437,810.40 (MBE) 2.83%
\$ 47,958.03 (WBE) .31%

Respectfully submitted,

Account Code Local.


Judith Petrarca
Purchasing Administrator

Amount Not to exceed \$15,470,332.00 for 1st year.
Escalation factor for years 2-5 will be CPI.
Finance Approval: 

An Equal Opportunity Employer. The Providence School Department does not discriminate on the basis of race, age, sex, religion, sexual orientation, gender identity
or expression, national origin, color, disability or veteran status. Vision: The Providence Public School District will be a national leader in educating urban youth.
Mission: The Providence Public School District will prepare all students to succeed in the nation's college's and universities, and in their chosen professions.

City of Providence



Rhode Island
Department of City Clerk
MEMORANDUM

DATE: July 28, 2014

TO: Acting Purchasing Director

SUBJECT: **RFP FOR FACILITIES MANAGEMENT, CUSTODIAL,
MAINTENANCE AND GROUNDS MAINTENANCE
SERVICES-5 YEAR CONTRACT/LOCAL – SCHOOL
DEPARTMENT.**

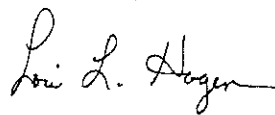
CONSIDERED BY: Board of Contract and Supply

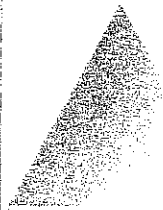
DISPOSITION: VOTED: that all bids be referred to the Acting Purchasing
Director for tabulation.

Bids from:

GCA Services Group
Sodexo
award Aramark

cc: Pur.Dir.
File


Second Deputy City Clerk



PREMIER FACILITY SOLUTIONS

P.O. Box 1282
Haverhill, MA 01831
Phone : 978 807-2221

Email: jmoran@premierfacilitiesolutions.com
Website: www.premierfacilitiesolutions.com

August 5, 2014

Alan Sepe
City of Providence
Director of Public Properties
25 Dorrance Street
Providence, RI 02903

Mr. Sepe:

The evaluation of submittals provided by qualified bidders responding to the City of Providence Request for Proposals associated with the maintenance of Providence Schools is an incredible and challenging task. It is important to keep the safety and security of the student population as a paramount focal point. As Dr. E. Boyle of the Carnegie Mellon Institute of Academic Excellence stated, "Without properly managed maintenance of facilities the arena of academic excellence would be without a stage".

One of the most important areas of analysis will be the number of productive or available staff hours provided by the bidder as well as the management organization structure ration which will be imperative in developing staff resource and response to customer request and predictable workload that will provide the Providence School District with a Safe, Healthy environment in which the assets of buildings and inventory are preserved to their intended life expectancy and beyond.

It is equally important to keep in mind that over the years as I have been involved in the quality and performance monitoring of the current contract analysis have shown that staff memberships are in line, or at least in the high end of the staffing range required for the region and locality given the age, condition, and geography of the site in which services are rendered. It would be nice to have a perfect staffing compliment, one in which no work order backlog or deferred maintenance endeavors are a product of the organization, but this is not reality. Schools in Providence have come a long way over the past decade and once a decision is made on this pending contract challenges will face the new administered contract of equal or greater significance.

Over 40 Years of
Excellence

Celebrating over 40 years of Service to the Facilities Management Industry

The past years have seen a process of maintenance triage, where the bleeding of improperly funded and/or improperly maintained structures went from a band aid approach to one of preventive health. I do not wish to see Providence take a step backwards after the trail blazing that I have been witness. We owe the students of the graduating class of 2015 forward a commitment to maintain the momentum, one in which an entire culture is being altered, a culture in which "just okay" is not good enough, a culture in which a 100% is the goal no matter what the specification has been set to align with financial outlays. To this end we must choose the best proposal that offers value but more importantly a true partnership in which bid and re-bid processes are not the avenue of discovery, but rather foster a relationship in which a continuous flow of effective and efficient operating models spew forward and reduce the burden to the taxpayers that have sacrificed a lot to promote our efforts. I have committed my 40+ years of experience and knowledge in this field of facilities management to promote for your consideration the best contractor exhibiting the best practices at the best price.

In any/all rebid processes the RFP host and the incumbent are under continuous suspicion of withholding information and data that is viewed as favorable to the incumbent. The incumbent always has the distinct advantage of knowledge and current expectations that are part of the client culture and geography. Unless the incumbent is neglectful and providing substandard services that significantly impact health, safety and preservation of assets or impeding systems reliability resulting in loss of the educational platform of teaching, the client should recognize value in the incumbent re-bid as many one-time start up fees and overhead have been already expensed and paid. It is important to note that the re-bid process is an avenue for the incumbent to re-coop expense associated with the absorption of services, site space and updated assets without passing incremental cost onto the client. The client needs to be cognizant of the cost increases and weigh them carefully against those of the competitors.

It is the charge of the competitor not to resemble what is currently being provided but to assemble their expertise and best practices to show a significant increase in quality service delivery at cost that is equal to the current budget trends or show greater efficiency. It is not a professional approach to cast fault or blame on one another in the bidding process but to stand firm on the merits of what each vendor has proposed.

I will be the first to admit that the package was not of my best work, as a project of this scope requires at least a nine to twelve month head start of data collection and bid document preparation, this project was fast-tracked in only a couple of months relying on the incumbent to surrender information that was currently part of the operating model. In any case bidders presented pricing with backup which allows me to benchmark the performance and productivity of their operating structure. There are several industry standards or ranges of production that apply to the bidder process. The RFP announced a reference to "performance-base" and "APPA Level" which are unique specifications and require a unique and innovative approach much different from the historic task over frequency methodology of former operating models.

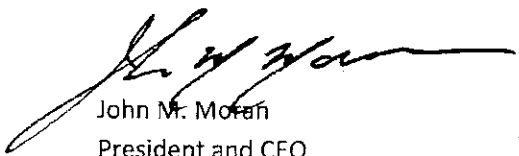
The bidders have provided Alternate bid considerations that are Base related or value added in nature, and I will also share light on these opportunities and the impact they will have on the quality outcome, and relationship to collective bargaining unit and the local economy of Providence.

Finally the technology incorporated in the form of vehicles, equipment and tools will be reviewed to determine their compliance and compatibility to the task at hand. Focus on "Green" initiatives that will provide each school site with a healthy environment and fostering a good neighbor relationship with the immediate and extended community will be a paramount focus.

The attached comparative cost spreadsheet is a product of cost values quoted in the RFP submittal documents. Highlighted line items will serve as an opportunity to request clarification and allow only those bidders that have demonstrated a low risk and high potential of service delivery outcome to expand out understanding of their technical and pricing rationale in meeting our specifications with a solid plan of action.

I submit for your review the attached charts and spreadsheets that are extractions from the bid materials submitted July 28, 2014. I must share concern as all vendors are now much aware of exact content of their peer submittals. Any request for clarification needs to be most specific and replies measured with precise accountability as plagiarism of the current and historic process will be evident moving to an awarded contractor.

Regards,

A handwritten signature in black ink, appearing to read "John M. Moran", written over a horizontal line.

John M. Moran
President and CEO

Staff Resource Distribution by Job Classification

	<u>ARAMARK</u>	<u>GCA</u>	<u>SODEXO</u>	<u>REMARKS</u>
<u>Paid Hours</u>				
Custodial	320,320 @ \$10.91	291,200.0 @ \$12.11	291,200.0 @ \$11.91	
Overtime	18,326.0 @ \$16.37	910.7 @ \$19.43	3883.6 @ \$17.44	
Grounds	14,560 @ \$16.85	14,560 @ \$12.95	14,560.0 @ \$12.95	
Overtime	1,978.0 @ \$25.28	970.7 @ \$19.43	242.7 @ \$19.43	
Mechanical and Trade	62,400 @ \$31.81	76,960.0 @ \$26.40	79,040 @ \$23.36	
Overtime	2,619.0 @ \$47.72	3,849.0 @ \$39.60	0.0 @ \$39.54	
High Performance Sites	14,560 @ \$18.56	29,120.0 @ \$12.11	27,040.0 @ \$11.62	
Overtime	898.0 @ \$27.84	196.7 @ \$18.17	359.6 @ \$17.43	
<u>Health Care Benefits</u>				
Custodial	69.30%	55.80%	58.20%	
Grounds	50.70%	52.30%	52.30%	
Mechanical and Trade	30.40%	25.60%	25.70%	
High Performance Sites	46.00%	56.60%	58.30%	
<u>Other Fringe Benefits</u>				
Custodial	in health care line	10.10%	13.10%	
Grounds	in health care line	9.40%	11.70%	
Mechanical and Trade	in health care line	4.90%	5.70%	
High Performance Sites	in health care line	10.20%	12.60%	
<u>Payroll Taxes</u>				
Custodial	11.60%	15.70%	12.00%	
Grounds	10.50%	13.50%	12.0\$	
Mechanical and Trade	9.50%	13.10%	12.00%	
High Performance Sites	9.40%	15.90%	12.00%	

On-Site Management Resource Distribution/Ratio

	<u>ARAMARK</u>	<u>GCA</u>	<u>SODEXO</u>	<u>REMARKS</u>
Annual Paid Hour	39,520	39,520	18,720	
Total On-site FTE's	19	19	9	
Average Annual Salary	\$59,069.00	\$63,684.21	\$68,888.00	
Health Care Benefits	18.0%	11.00%	11.30%	
Other Fringe Benefits	0.00%	1.50%	1.70%	
Payroll Taxes	9.10%	12.50%	9.30%	
Prevailing Wage Charge	\$197,752.00	\$200,000.00	\$200,000.00	
Boilert License Stipend	37,001.00	\$20,000.00	\$18,000.00	
Management to Staff Ratio	01:10.4	01:10.4	01:22.0	
Industry Average Ratio	01:12.5	01:12.5	01:12.5	

<u>Charge for Operations</u>	<u>ARAMARK</u>	<u>GCA</u>	<u>SODEXO</u>	<u>REMARKS</u>
Start Up charge	\$ -	\$ 27,160.76	\$ 92,358.14	#1, #2, #3
Annual Equipment Cost	\$ 640,156.00	\$ 129,053.33	\$ 111,530.27	
Annual Vehicale Cost	\$ 60,000.00	\$ 154,200.00	\$ 118,528.00	#4, #5
OTHER: Pre-pay Program Grant	\$ (500,000.00)	\$ -	\$ -	#6, #7
Annual Unamortized Buyout (yr-1)	\$ -	\$ 640,156.00	\$ 128,031.20	#8, #9, #10

Proposed Program Cost

CMMS COST	\$ 4,041.00	\$ 15,000.00	\$ 13,600.00	
CMMS INVENTORY COLLECTION	\$ -	\$ 33,528.52	\$ 33,215.05	#11
CMMS INSTALLATION	\$ -	\$ 2,000.00	\$ 4,800.00	#12
COMPUTER AND SOFTWARE COST	\$ 22,172.00	\$ 13,635.00	\$ 2,570.00	
CUSTODIAL CHEMICAL COST	\$ 116,100.00	\$ 173,500.39	\$ 189,800.29	
CUSTODIAL DISPOSABLE COST	\$ 276,585.00	\$ 187,000.00	\$ 261,221.55	#13
OFFICE SUPPLY COST	\$ 5,000.00	\$ 7,700.00	\$ 21,000.00	#14
STAFF UNIFORM COST	\$ 30,000.00	\$ 15,030.00	\$ 66,330.00	#15, #16
MAINTENANCE AND REPAIR COST	\$ 62,738.00	\$ -	\$ 996,451.48	#17
HIGH PERF. MAINTENANCE/REPAIR COST	\$ 103,985.00	\$ 100,000.00	\$ 108,800.00	
MECH./ELEC/PLUMB/SUPPLY COST	\$ 1,270,288.00	\$ 1,250,000.00	\$ 1,267,252.04	
TRAVEL AND ENTERTAINMENT	\$ 35,900.00	\$ 1,800.00	\$ 10,000.00	#18
MILEAGE COST	\$ 32,100.00	\$ -	\$ 8,000.00	
PAYROLL SOFTWARE COST	\$ 26,250.00	\$ 1,197.97	\$ 4,695.00	#19
TRAINING COST	\$ 12,020.00	\$ 16,186.00	\$ 30,300.00	#20
BUILDING/OFFICE SPACE	\$ 64,725.00	\$ 60,000.00	\$ 63,750.00	
UTILITY COST	\$ 14,400.00	\$ -	\$ 11,250.00	
TELEPHONE COST	\$ 35,700.00	\$ 58,800.00	\$ 37,600.00	#21
RENTAL/LEASE EQUIPMENT	\$ 3,600.00	\$ 16,160.00	\$ -	
SMALL EQUIPMENT COST	\$ 4,800.00	\$ 17,080.00	\$ 12,900.00	
OUTSIDE PROFESSIONAL SERVICES	\$ 45,700.00	\$ -	\$ -	
THRID-PARTY MONITORING	\$ 40,000.00	\$ 40,000.00	\$ 40,000.00	
PERFORMANCE BOND	\$ 4,700.00	\$ 206,645.00	\$ 168,269.97	#22
RECRUITING COST	\$ 8,885.00	\$ 2,618.50	\$ 7,005.00	
VEHICLE MAINT/REPAIR	\$ 11,000.00	\$ 58,980.00	\$ 90,000.00	#23, #24, #25
VEHICLE TAX/LICENSE	\$ 33,450.00	\$ 3,409.00	\$ 6,175.00	#26
OTHER VEHICLE COST	\$ 35,920.00	\$ 122,471.11	\$ 7,200.00	#27
ADVERTISING/DUES/SUBSCRIPTION	\$ 4,150.00	\$ 1,700.00	\$ -	
CHARITABLE COMMUNITY CONTRIBUTION	\$ 33,600.00	\$ 100,000.00	\$ -	#28, #29
FREIGHT/SHIPPING	\$ 6,260.00	\$ -	\$ 15,435.00	
INSURANCE COST	\$ 159,576.00	\$ -	\$ 530,710.34	#30
SALES/USE/PROPERTY TAX	\$ 111,736.00	\$ -	\$ 234,640.10	
OTHER OPERATING COST	\$ 17,248.98	\$ 85,000.00	\$ 1,864,495.34	#31, #32
MANAGEMENT FEE	\$ 508,613.00	\$ 737,178.16	\$ 972,952.98	
	(fee = 3%)	(fee=4.5%)	(fee = 5.2%)	
TOTAL CHARGE YEAR #1	\$ 15,470,332.00	\$ 16,602,551.40	\$ 18,696,662.81	

BASE BID ESCULATION YEAR 1-5

	ARAMARK	GCA	SODEXO
*YEAR ONE BASE BID	\$ 15,470,332.00	\$ 16,602,551.40	\$18,696,662.81
ESCULATION FACTOR	X *CPI	X 2.5%	X 3.0%
YEAR 2	\$ 16,369,590.00	\$ 16,333,615.00	\$19,257,561.00
ESCULATION FACTOR	X *CPI	X 2.5%	X 3.0%
YEAR 3	\$ 16,778,829.00	\$ 16,823,623.00	\$19,835,287.00
ESCULATION FACTOR	X *CPI	X 2.5%	X 3.0%
YEAR 4	\$ 17,198,299.00	\$ 17,244,213.00	\$20,430,345.00
ESCULATION FACTOR	X *CPI	X 2.5%	X 3.0%
YEAR 5	\$ 17,628,256.00	\$ 17,675,318.00	\$21,043,255.00
ESCULATION FACTOR	X *CPI	X 2.5%	X 3.0%
FIVE-YEAR AVERAGE	\$ 16,689,061.00	\$ 16,935,864.00	\$19,852,622.00
UNDERFUNDED UNION PENSION	\$ 600,000.00	\$ 600,000.00	included
STAFF PAID TIME OFF BANK ADJUST.	NOT REQUIRED	\$ 61,225.00	\$ 61,225.00 5-YR. SPREAD
ADJUSTED AVERAGE ANNUAL COS	\$ 17,289,061.00	\$ 17,597,089.00	\$19,913,847.00
CONTRACTOR BID RANKING	1	2	3
5-YEAR VARIANCE (LOW - HIGH)	\$ -	\$ 1,540,140.00	\$13,123,930.00

ARAM projections include funding of pension and grant backed out of year 2-5
 Esculation Factor quoted in bidder proposals
 Underfunded union pension bailout figure is approximate and may vary marginally
 Model includes one time charges in year one bakced out of years 2-5

*Economist predict CPI to continue to rise in next five years but should hold to a mid 2% average.
 a 2.5% esculator was used were CPI was stated.

BASE BID REMARKS

#1	Incumbent not associated with start up cost on re-bid
#2	GCA start up charge a one time charge in year one
#3	Sodexo start up charge is annual over the five years
#4	Incumbent carryover vehicle inventory to his advantage
#5	GCA vehicle pool excessive and operating cost reflect this note
#6	GCA did not provide a discounted program for pre-pay
#7	Sodexo did not provide a discounted program for pre-pay
#8	Incumbent proposal not influenced by buyout requirement
#9	GCA choose to cost the entire Buyout in year number one
#10	Sodexo choose to spread Buyout over five years lower annual cost
#11	Incumbent has data and history on CMMS inventory and population
#12	Incumbent already access CMMS systems approach not new start up
#13	Custodial disposable item cost is too low, request detailed rationale
#14	Sodexo office supply excessive especially while sharing Food space
#15	GCA staff uniform cost too low by historic standard and CBA guidelines
#16	Sodexo staff uniform cost too excessive for membership participants.
#17	GCA did not bid this line item, perhaps in additional operating expense
#18	GCA is extremely low on this cost line item
#19	GCA is extremely low on this cost line item
#20	Sodexo extremely high on this line as start up includes this support as well
#21	GCA telephone expense is excessive in nature
#22	Incumbent Performance Bond cost line is abnormally low, rationale required
#23	Incumbent vehicle repair low as older pool and fewer new assets budgeted
#24	GCA should realize lower maintenance and repair on new quoted vehicles
#25	Sodexo vehicle repair cost line item excessive as motor pool new models
#26	Incumbent vehicle tax and license cost seem high given age and value of taxed assets
#27	GCA other vehicle cost excessive require additional rationale
#28	GCA charitable contribution reduced value of Management Fee
#29	Sodexo did not quote a community contribution cost line item
331	GCA did not quote an insurance cost line item, rationale required
#32	Detailed rationale required, line item value excessive in defined RFP approach
#33	Detailed rationale required, line item value excessive in defined RFP approach

ARAMARK LINE ITEMS 1,2,8,11,12,22,23,26

GCA LINE ITEMS 2,5,7,9,13,15,17,18,19,
21,24,27,28,30,31

SODEXO LINE ITEMS 3,7,10,14,16,20,25,29,
32

NEGOTIATION TARGETS:

The Performance Bond is a product of risk and the cost is representative a lower bond percentage will provide a lower cost and escalation over five year period

start up cost should not exceed \$50K on a project of this size.

Third party monitoring line item can be reduced by \$10,000.00

PROVIDENCE PUBLIC SCHOOLS ALTERNATE BID MATRIX

ALTERNATE #	ALTERNATE TYPE	TITLE/SUBJECT	KEY COMPONENTS	COST TO CITY	ANNUAL SAVINGS	IMPLIMENTATION RISK
ARAMARK						
ALT. #1	VALUE ADDED	EVENT PRICING	LUMP SUM PRICING FOR YEAR ONE PRICING FORWARD SENSITIVE TO CBA WAGE INCREASES ARAMARK WOULD MANAGE FEE IN P&I RELATIONSHIP ARAMARK PENALTY FOR FAILURE TO SUPPORT EVENTS AREMARK WOULD ASSUME MORE PROACTIVE CONTROL	\$900,000.00 LUMP SUM HISTORIC COST \$885,000.00	RELAIIZED IN BETTER CONTROL AND COMMUNICATION QUALITY EVENT OUTCOMES	LOW RISK WORTHY OF CONSIDERATION
AREMARK						
ALT. #2 A	VALUE BASED	ANCILLARY SUPPORT	CONSOLIDATES WAREHOUSE FUNCTIONS AND STORAGE AREAS UTILIZES AREMARK DESK FOR INVENTORY REQUEST (CENTRALIZED) REDUCE SPACE DEMANDS THAT ARE DUPLICATED OR WASTED STANDARDIZED STOCKROOM INVENTORY APPEARANCE AND APPROACH ARAMARK WILL COORDINATE BETTER DELIVERY SCHEDULES ARAMARK WILL PROVIDE BETTER PRICING ON MOST ITEMS ARAMARK WILL REPORT MONTHLY ON INVENTORY STATUS IN MJR	COST + 10% MANAGE. FEE	10-20% SUPPLY COST	LOW RISK WORTHY OF CONSIDERATION
ARAMARK						
ALT. #2 B	VALUE ADDED	CENTRALIZED EVENT MANAGEMENT	MODEL EXIST AT PCTA WHERE AREMARK MANAGES EVENTS ARAMARK CUSTOMER CENTER WILL BE CENTRAL POINT OF CONTACT ARAMARK CAN REINFORCE DISTRICT POLICY AND BUILDING USE MONTHLY EVENT ACTIVITY CAN BE SHARED IN MONTHLY JOINT REVIEW ARAMARK CAN SHARE ACTIVITY, COST AND REVENUE HISTORICALLY SUMMER PROGRAMS CAN HAVE BETTER USE OF NEEDED SPACE DISTRICT CAN INCREASE REVENUE AS PART OF CENTRALIZED PROCESS ARAMARK IMPROVED CONTROL OF CLEANING PRIOR AND FOLLOWING ARAMARK CAN OFFER ALTERNATIVES NOT READILY OFFERED CURRENTLY	COST + 10 MANAGEMENT FEE	CAPTURE FEES MORE READILY, EXTRA BOOKING CAPABILITY	LOW RISK MORE DETAIL REQUIRED

ALTERNATE #	ALTERNATE TYPE	TITLE/SUBJECT	KEY COMPONENTS	COST TO CITY	ANNUAL SAVINGS	IMPLEMENTATION RISK
ARAMARK ALT. #2 C	VALUE ADDED	PLANT MAINTENANCE	ARAMARK WOULD CENTRALLY MANAGE INCOMING SERVICE REQUEST SINGLE POINT OF CONTACT FOR ANY DISTRICT SERVICE REQUEST ARAMARK WOULD REVIEW AND MONITOR SERVICE CONTRACTS REDUCE DUPLICATION OF MANAGEMENT OVERSIGHT CURRENT DISTRICT REALIZE IMMEDIATE SAVINGS FROM ARAMARK VENDORS ALL DATA AND REPORT WOULD BE SHARED IN MIR PROCESS	COST + 10% MANAGEMENT FEE	10-15% ON ALL VENDOR SERVICE CONTRACTS	LOW RISK MORE SPECIFIC MODELS AND DATA REQUIRED
ARAMARK ALT.#2 D	VALUE ADDED	ADDITIONAL SUPPORT FUNCTIONS	ARAMARK WILL SET UP ENCUMBRANCE INVOICE TRACKING SYSTEM ARAMARK WOULD OFFER DISTRICT USE OF INVOICE TRACKING SYS. SYSTEM PROVIDES REAL TIME REPORTING ON DISTRICT PURCHASING DISTRICT WILL HAVE BETTER TOOLS FOR BUDGET AND FINANCE ARAMARK CAN PROVIDE REPORTING IN MIR ARAMARK WILL FIELD VENDOR CALLS FREEING UPE DISTRICT STAFF	COST + 10% MANAGEMENT FEE	TIMELY INFORMATION BETTER BUDGET DATA IMPROVED CONTROL	MODERATE RISK MORE INFORMATION REQUIRED AND MODELS
ARAMARK ALT. #3	VALUE ADDED	CAPITAL PROJECT MANAGEMENT	PROJECT MANAGEMENT FOR CAPITAL IMPROVEMENT PROJECTS OPEN BOOK PROCESS OF COST AND ACCOUNTABILITY IN PROJECTS EMERGENCY AND UNDERFUNDED PROJECT MANAGEMENT	10% OF PROJECT COST	2/3 OF PEER CONTRACTORS IN CITY	LOW RISK MORE SPECIFIC DATA REQUIRED
ARAMARK ALT. #4	VALUE ADDED	ENERGY MANAGEMENT	ARAMARK IS RECOGNIZED BY RIDE AS EXPERTS IN ENERGY MGMT. ARAMARK IS INTIMAATELY KNOWLEDGEABLE OF DISTRICTS SITES ARAMARK WILL BILL COST TO SAVINGS ARAMARK PROFESSIONALS ON ENERGY SUBJECT MATTER AVAILABLE ANNUAL ENERGY SAVINGS COULD EXCEED \$500,000.00	TBD PAID FROM ENERGY SAVING	A MINIMUM OF 10% OF ANNUAL UTILITY COST OR 500000.00%	LOW RISK PROPOSAL REQUIRED WORTHY OF CONSIDERATION

ALTERNATE #	ALTERNATE TYPE	TITLE/SUBJECT	KEY COMPONENTS	COST TO CITY	ANNUAL SAVINGS	IMPLEMENTATION RISK
GCA						
ALT. #1	BASE ALTERNATE	ALTERNATE BASE BID	GCA WOULD REDUCE CUSTODIAL STAFF BY 18 FTE REDUCTION WOULD BE GRADUAL THROUGH ATTRITION NO DETAILED ALTERNATE LINE ITEMS ATTACHED PERFORMANCE STATISTICS USED IN ALT MISLEADING	BID REDUCTION	\$ 1,773,182.00	HIGH RISK STAFFING LEVELS WOULD NOT ATTAIN REQUIRED QUALITY OUTCOME SAVINGS SOLE COMPONENT IS STAFF WAGE IS NOT COMPLETE. 18 FTE STAFF REDUCTION COULD TAKE 2.7 YEARS BASED ON CURRENT ATTRITION RATES. NOT WORTHY OF CONSIDERATIONS
SODEXO						
ALT. #1	BASE ALTERNATE	ALTERNATE BASE BID	SODEXO WOULD INCREASE CUSTODIAL LEAD POSITIONS BY 4.0 FTE SODEXO WOULD REDUCE CUSTODIAL STAFF POSITIONS BY 15.25 FTE SODEXO WOULD CONVERT 50 FULL TIME FTE TO 10 MONTH STAFF SODEXO WOULD REDUCE 50 STAFF MEMBERS ANNUAL HOURS BY 348 HR. SODEXO WOULD REDUCE GROUNDS STAFF BY 57% TO 4.0 FTE SODEXO WOULD REDUCE MECH AND TRADE STAFF BY 6.0 FTE SODEXO MANAGEMENT STAFF WOULD REMAIN AT 9.0 OR HALF OF REQUIRED SODEXO PLANS TO USE FOOD SERVICE MANAGEMENT STRUCTURE TO- ABSORB FACILITIES.	BID REDUCTION	\$ 1,033,174.61	HIGH RISK DRAMATIC STAFFING CUTS BENEFIT CUTS TO 10 MONTH STAFF CUTS TO MAINTENANCE SIDE AS WELL FOOD SERVICE MANAGEMENT TEAM MUST BE TOO FAT IF THEY CAN TAKE ON AN ENTIRE FACILITIES OPERATION. PROPOSED MANAGER STAFF RATIO TO STAFF 50% OF INDUSTRY NORM. NOT WORTHY OF CONSIDERATION

Petrarca, Judith

From: Sepe, Alan <Asepe@providenceri.com>
Sent: Monday, September 29, 2014 3:01 PM
To: Petrarca, Judith
Subject: FW: MWBE Update

fyi

From: Burtan, Rupert C. [mailto:Burtan-Rupert@Aramark.com]
Sent: Monday, September 29, 2014 2:59 PM
To: Sepe, Alan
Subject: MWBE Update

Alan,

This is a quick update on Aramark's anticipated MWBE participation since it was granted a waiver by the City's MWBE Coordinator:

- MBE participation – we anticipate the percentage will improve from an estimated 2.47% to an estimated 2.83% on the base contract.
- WBE participation – at the time of the waiver request, Aramark did not have a WBE. Since then, Aramark has identified New England Office Supply as a qualified WBE (and is searching for others). We anticipate the annual participation to increase from 0.00% to 0.31% of the base contract.

Please let me know if you need anything else.

Rupert Burtan | Aramark | Resident District Manager | K-12 Education | Providence Schools
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Providence, RI 02909

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