

What to Look for in a Proposal from a Commercial Janitorial Services Company: A Guide by Calico Building Services



Choosing the right commercial janitorial services company is essential to maintaining a clean, professional, and welcoming environment for your employees, patients, customers, tenants, and visitors. With a variety of service providers in the market, evaluating proposals can be challenging, especially if you're not sure what to look for. At [Calico Building Services](#), we believe a comprehensive and transparent proposal is a key indicator of a reliable and professional cleaning partner. Here's a guide to help you navigate the process.



1. Clear and Detailed Scope of Work

A well-crafted proposal should clearly outline the scope of work. This includes:

- **Frequency of Services:** Will cleaning be daily, weekly, or tailored to your specific needs?
- **Areas Covered:** Does the proposal specify all areas to be cleaned, such as common areas, restrooms, offices, and high-touch surfaces?
- **Tasks Included:** Look for a detailed list of tasks. This might include dusting, vacuuming, trash removal, restroom sanitation, and floor care.

At Calico, we tailor the scope of work to match the unique needs of each client, providing clarity and setting expectations upfront.

2. Customizable and Flexible Service Options

Your building's needs may change over time, and the proposal should reflect the flexibility to adapt. A good janitorial services company will offer:

- **Customizable Packages:** Can you add or remove services as needed?
- **Seasonal Adjustments:** At some properties summer is busier and will need more frequency or winter shopping is busier and needs more attention. Are there options for additional services during flu season or after special events?
- **Emergency Services:** Does the company provide on-call or emergency cleaning services? For example, Calico Building Services also provides a full slate of [Building Maintenance Services](#) as an option.

Calico Building Services understands that flexibility is crucial, and we offer scalable options to accommodate shifts in your facility's requirements.

3. Transparent Pricing Structure

The proposal should offer a clear and transparent pricing structure without hidden fees. Look for:

- Detailed Breakdown: Does the proposal itemize costs for different services?
- Materials and Equipment: Are costs for cleaning supplies and equipment included, or will these be billed separately?
- Additional Fees: Be aware of any additional charges for special requests, bio hazard cleaning or deep cleaning services.

At Calico, we believe in honesty and transparency, providing detailed quotes that reflect the true cost of our services without surprises.

4. Quality Assurance Plan

Quality assurance is critical in maintaining a consistently clean environment. The proposal should include:

- Regular Inspections: Will there be routine inspections to ensure high standards are met?
- Feedback Mechanism: Is there a process for you to provide feedback or report issues?
- Performance Metrics: How does the company measure and track cleaning quality?

Calico Building Services prides itself on its rigorous quality assurance program, using advanced technology and on-site inspections to ensure our clients are satisfied.

5. Compliance and Certifications

Professionalism and compliance are key indicators of a reputable janitorial services company. Check for:

- Licensing and Insurance: Is the company licensed, bonded, and insured? This protects you in case of accidents or damages.
- Certifications: Look for certifications like Green Seal, ISSA CIMS, or OSHA compliance, which demonstrate a commitment to industry standards and best practices.
- Training Programs: Are the cleaning staff trained in safety protocols, proper cleaning techniques, and the use of eco-friendly products?

At Calico, we prioritize safety and compliance, ensuring our team is well-trained and our practices are up to date with industry regulations.

6. Sustainability and Green Cleaning Practices

If environmental responsibility is important to your organization, consider whether the proposal includes:

- Green Cleaning Products: Are eco-friendly, non-toxic cleaning products used?
- Waste Reduction Practices: Does the company offer recycling and waste management programs?
- Energy Efficiency: Are there options for low-energy equipment or off-peak service times?

Calico Building Services is committed to sustainability, utilizing green cleaning practices that help reduce our carbon footprint while providing top-tier service.

7. Strong References and Proven Track Record

A reputable janitorial services company should be able to provide references and examples of past success. The proposal should include:

- **Client Testimonials:** Are there testimonials or case studies from clients with similar needs?
- **Longevity in the Industry:** How long has the company been in business, and what is their track record in your specific industry?
- **Portfolio of Work:** Does the company have experience with facilities like yours, whether it's a corporate office, healthcare facility, retail space, or industrial building?

Since 1986, Calico has been delivering exceptional service across a range of industries, and we are happy to provide references upon request.

8. Technology and Innovation

In today's fast-paced world, technology can significantly enhance the efficiency and quality of janitorial services. Look for:

- **Digital Communication Tools:** Can you easily communicate with the cleaning team via apps or online platforms?
- **Reporting and Analytics:** Are there options for tracking cleaning performance and issues through digital reports?
- **Advanced Equipment:** Does the company use modern, efficient cleaning equipment that improves results and reduces downtime?

At Calico, we leverage technology to streamline our services and keep our clients informed, ensuring a seamless experience.

9. Additional Services and Value-Added Offerings

When choosing a commercial janitorial services provider, it's beneficial to consider companies that go beyond basic cleaning. A proposal that includes additional or related services can save you time, reduce costs, and simplify vendor management. Look for providers that offer a wide range of capabilities, such as:

- **Repairs and Maintenance:** Does the company offer minor repairs, building maintenance, or handyman services? This can be a significant advantage when you need quick fixes for issues like plumbing leaks, electrical problems, or broken fixtures.
- **Light Construction and Tenant Improvements:** If you're planning to update or reconfigure your space, look for a provider that can handle light construction work, such as painting, flooring, drywall repairs, or tenant improvements. This ensures a smooth transition without the need to hire multiple contractors.
- **Specialized Services:** Are there options for services like window cleaning, pressure washing? Bundling these services with your regular cleaning can be more cost-effective and ensure a comprehensive approach to building upkeep.

At Calico Building Services, we pride ourselves on being a one-stop solution for our clients. In addition to high-quality janitorial services, we offer comprehensive building maintenance, repair services, and light construction projects, including tenant improvements. This holistic approach allows us to meet your needs quickly and efficiently, providing seamless service and minimizing disruptions to your operations.

Finding the Right Fit

The right janitorial services provider will present a proposal that is thorough, transparent, and tailored to your needs. At [Calico Building Services](#), we take pride in offering customized solutions backed by decades of experience and a commitment to quality. By focusing on these key factors when evaluating proposals, you can make an informed decision and choose a partner who will help keep your facility clean, safe, and well-maintained.

If you're ready to experience the Calico difference, [contact us today](#) for a customized proposal tailored to your specific needs.

About Calico:

Calico Building Services is a leading provider of building, property and facility services. Founded in 1986, Calico offers its customers a myriad of services from the following three main divisions.

- [Janitorial Services](#)
- [General Property Maintenance & Repairs](#)
- [Tenant Improvements & Construction Services](#)

These services have been carefully developed over the years and are aimed at providing their clients with everything they need to ensure that their properties are maintained and operating with the highest level of quality and care.

Calico is a closely held, family-owned company with a reputation for quality workmanship and superior customer care. Calico has grown organically over the years and has become a leading service provider in the Western United States serving all types of properties including:

- [Office Buildings](#)
- [Medical Facilities](#)
- [Resort & Hotels](#)
- [Restaurants](#)
- [Shopping Malls](#)
- [Retail Stores](#)
- [Airports](#)
- [Financial Institutions](#)
- [Industrial Properties](#)
- [Schools & Universities](#)
- [Churches](#)

Every employee and vendor at Calico understands and is committed to the organization's mission of Honesty, Integrity and Excellence which sets Calico apart from the competition.

Contact Information:
Calico Building Services
1-800-576-7313
www.calicoweb.com

CALICO BUILDING SERVICES, INC.

Corporate Office
15550-C Rockfield Blvd., Irvine, CA 92618
1-800-576-7313
www.CalicoWeb.com