**BrightView Landscape Services responses to:**
**George Mason University**
**RFP GMU-1743-21 Landscape Maintenance Services**
**Round 2 Proposal Clarification (Q&A)**
**Date: February 02, 2022**

The evaluation committee has completed the evaluation and scoring of all proposals received for RFP GMU-1743-21 and have identified your firm as one of the finalists. We have received and reviewed your responses to Round 1 Q&A and are prepared to move to Round 2 Proposal Clarification/Question & Answer (Q&A) in lieu of oral presentations. We have a few items that we would like your firm to address/clarify below. Please respond to the points below your earliest convenience but **no later than 2:00PM Eastern Time (ET) on February 04, 2022.**

Please provide detailed answers and additional documentation, if necessary, in order to thoroughly answer the questions below. Information provided during this phase may impact the committee's award decision:

Katherine and GMU Selection Committee,

Thank you for the opportunity to once again respond and clarify the last several items presented, after review of our proposal and Round 1 Q&A. Please reach out if further clarification is needed or if GMU feels any of our responses could negatively affect our selection as your landscape partner. See our responses below:

1. **Question:** We would greatly appreciate it if Brightview could confirm, in writing, that they will abide by the RFP requirement that states that states "Turf shall be mowed to consistently maintain a height of 3.5". We would like to stress that this requirement may require Brightview to increase staffing and cut more frequently as seasonal conditions dictate.
   **Answer:** BrightView holds the relationship and the responsibility of being George Mason University's landscape maintenance partner in the highest regard locally, regionally and nationally. Every day we strive to meet and exceed the expectations of the students, alumni, staff and visitors to each of your campuses and sites. We will always have the resources available to keep your campus in the best condition possible throughout the year. With a coordinated effort, we will proactively make the necessary adjustments in our service schedule or headcounts to deliver on our commitment.

   Following proper horticultural practices for turf type tall fescue, BrightView regularly mows at a 3.0 to 3.5 inch height. *Maintaining* this height would demand more frequent mowing below that threshold, which is not recommended. Mowing below 3 inches has negative impacts upon turf performance, health, and appearance.
   - Low mowing can be a major cause of lawn deterioration.
   - By mowing at our standard height, broadleaf weeds are reduced by 50 to 80 percent compared to turf mowed at a 2.0 inch height.
   - Mowing low forces the plant to put more energy into top growth. The result is shallow and less-dense roots, which allow more weeds to emerge.
   - Mowing at our standard height results in roots that are healthier and turf that is cooler, helping turf stay greener in the summer.

If the contractual requirement is "Turf shall be mowed to consistently maintain a height of 3.5" with zero tolerance for exceeding that height, BrightView would potentially need to increase the number of cuts in our bid response up to eight (8) more occurrences.

2. **Question:** To further clarify on Brightview's response to our Question 3 in the 1st Round of Q&A, we would like to request that Brightview confirm that they will be providing DAILY leaf removal and a dedicated leaf removal crew during peak leaf season as part of their proposed efforts and that this DAILY leaf removal and crew is currently incorporated into your firm fixed price.
   **Answer:** BrightView holds the relationship and the responsibility of being George Mason University's landscape maintenance partner in the highest regard locally, regionally and nationally. Every day we strive to meet and exceed the expectations of the students, alumni, staff and visitors to each of your campuses and sites. We will always have the resources available to keep your campus in the best condition possible throughout the year. With a coordinated effort, we will proactively make the necessary adjustments in our service schedule or headcounts to deliver on our commitment.

   BrightView will have a daily presence to perform leaf services on a GMU site during the months of October, November and December (minus times of extreme weather conditions and holidays) to efficiently maintain the turf, planting areas and hard surfaces areas as free as possible at that moment from major leaf build-up which could cause damage to turf areas and plant beds or create unsafe conditions on hard surfaces. Bright View will also perform two major bulk leaf clean up events during November Thanksgiving Recess and December Winter Recess, increasing the size of service teams and the equipment, while limiting impact on campus instruction and events. Leaf drop is an ongoing horticultural process, so leaves will be present during those months, but BrightView will make every effort to create and execute a proactive daily service plan, while also having the flexibility to concentrate efforts on those sites and areas of concern we observe and through feedback from CA.

3. **Question:** The Contract Administrator (CA) would like to hold monthly performance meetings with the awarded Contractor. Please confirm if Brightview will be willing/able to attend these monthly meetings?
   **Answer:** BrightView welcomes the commitment to hold monthly performance meetings with CA and any GMU staff. BrightView will be represented by your local Branch Manager, Account Manager, Production Manager and Northern Virginia Market Vice President/General Manager. Other BrightView representatives may be present depending on the anticipated agenda. BrightView will use our Quality Site Assessment tool, to document completed services, planned services, issues to address and any recommendations, along with accompanying photos.

If you have any questions about the questions above, please contact the Contracting Officer, Katherine Sirotin, as soon as possible to obtain clarification.

Thank you,
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