Katherine E Sirotin

From: Glenn Cornell <Glenn.Cornell@brightview.com>
Sent: Tuesday, February 15, 2022 10:46 AM
To: Katherine E Sirotin
Cc: Chris Muth
Subject: RE: Request for Negotiations (Round 1) - RFP GMU-1743-21 Landscape Maintenance Services
Attachments: BV ATTACHMENT-C-Pricing-Schedule-GMU-1743-21-02-15-2022-LOCKED.xlsx; StandardContract_GMU-1743-21 Landscape Maintenance Services (BrightView redline 02.15.22).docx

Katherine,

Thank you once again for continued engagement during the process and the advancement to Round 1 Negotiations for Request for Proposal (RFP) GMU-1743-21 for Landscape Maintenance Services for George Mason University. Please see our responses below. As always, please reach out to with any further questions or clarification. Thank you again for the efforts in this process and we look forward to continuing our partnership.

Thank You,
Glenn Cornell
Director of Operations
BrightView Landscape Services, Inc.

C.571 437 1951
Glenn.Cornell@brightview.com

www.brightview.com

Step by step walk the thousand-mile road

From: Katherine E Sirotin [mailto:ksirotin@gmu.edu]
Sent: Thursday, February 10, 2022 6:28 PM
To: Glenn Cornell <Glenn.Cornell@brightview.com>
Subject: Request for Negotiations (Round 1) - RFP GMU-1743-21 Landscape Maintenance Services
Importance: High

EXTERNAL E-MAIL

Good afternoon Glenn and Chris,

I am pleased to inform you that your firm has been selected by the Committee to move to Round 1 Negotiations for Request for Proposal (RFP) GMU-1743-21 for Landscape Maintenance Services for George Mason University. Below you will find a list of negotiation points and items requiring clarification from the Committee and Contracting Officer. You

may respond by supplying answers and feedback via email or by providing a separate document with your answers as long as you respond clearly to every point below. Please respond to this Negotiation Request at your earliest convenience but no later than Tuesday, February 15, 2022 at 3:00PM Eastern Time (ET).

Please provide detailed answers and additional documentation, if necessary, in order to thoroughly answer the Negotiation Requests. Information provided during negotiations may impact the committee's award choices:

1. We would greatly appreciate it if Brightview could revisit their pricing at this time and provide your best possible pricing for all spaces/sites. If you do revise your pricing please provide an updated pricing schedule (including an updated IDIQ schedule, if applicable) as those pricing documents will be incorporated into the final contract.
   Your local and regional BrightView teams spent significant time reviewing our labor and material records, the updated scope of work, as well as evaluating our relationship to develop our technical and pricing proposal. In addition, during the preceding clarification process we have taken into account George Mason University's further clarification of the scope of work and the input on continued improvements needed around our performance and communication as we move into the new agreement. Taking all that into account along with the current inflation rate of 7.5%, we feel our proposal best reflects the management, labor and materials necessary to perform the work per your requirements and expectations, and we respectfully will hold our pricing as presented in our proposal, with the following exception below.

   a. We would also greatly appreciate it you could revisit your Organic Landcare pricing for Merten and Peterson Hall at the Fairfax campus. While we are initially only on looking at organic land care for these two buildings, it is quite possible that in the future we will look to expand the program to additional sites and any further discounts or pricing breaks you can provide would be appreciated.

   We applaud and share George Mason University's commitment to environmentally friendly practices with the introduction of an organic landcare program for Merten and Peterson Hall at the Fairfax campus. In our proposal we committed to continue our environmental stewardship with support of the university's sustainability programs with in-kind resources and technical industry expertise. As the established leader in the landscape industry, it is our duty to apply unmatched expertise and resources to the process of finding real-world solutions that encourage positive environmental responsibility. In keeping with that philosophy, BrightView will sponsor the organic landcare program effort at both locations with NO COST to the university for the duration of this agreement. We feel importantance to be a steward in this effort to support the university's experimentation with the products and results of an organic landcare program. Our partnership on this effort also aligns with BrightView's drive to carbon neutrality by 2035 through better business practices and technological advancements in products, equipment and vehicles. Pricing will be proposed outside this agreement for additional areas, if requested.

2. I would like to confirm at this time that Brightview takes no exceptions to GMU's standard contract. I have attached the Sample Contract for your reference. If you do take exception to any of Mason's contract terms please advise as soon as possible and provide your redlines/comments.
   After completion of BrightView's legal review, we respectfully submit a redline version of GMU's standard contract documenting requested revisions. Please see attached.

If you have any questions about anything contained within the Negotiation email or any other concerns please let me know.

Thank you,

Katherine E. Sirotin

Katherine Sirotin
Director, Purchasing & Fiscal Services
Facilities Department | George Mason University

Direct: 703-993-2497
Main: 703-993-2580
ksirotin@gmu.edu | facilities.gmu.edu
