

**Annette Morfin, Purchasing Officer  
State of Nevada, Purchasing Division  
515 E. Musser Street, Suite 300  
Carson City, NV 89701**

<b>RFP:</b>	2048
<b>PROPOSAL COMPONENT:</b>	PART I A – TECHNICAL PROPOSAL
<b>PROPOSAL OPENING DATE:</b>	August 21, 2013
<b>PROPOSAL OPENING TIME:</b>	2:00 PM
<b>FOR:</b>	Statewide Laundry Services
<b>VENDOR'S NAME:</b>	AlSCO, Inc

**MASTER**

TITLE PAGE

<b>Part I A – Technical Proposal</b>	
RFP Title:	Statewide Laundry Services
RFP:	2048
Vendor Name:	AlSCO, Inc
Address:	2535 E. 5 <sup>th</sup> Street Reno, NV 89510
Proposal Opening Date:	August 21, 2013
Proposal Opening Time:	2:00 PM

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Required number of Technical Proposals per submission requirements	
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**VENDOR INFORMATION SHEET FOR RFP 2048**

**Vendor Must:**

- A) Provide all requested information in the space provided next to each numbered question. The information provided in Sections V1 through V6 will be used for development of the contract;
- B) Type or print responses; and
- C) Include this Vendor Information Sheet in Tab III of the Technical Proposal.

V1	Company Name	AlSCO, Inc	
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V2	Street Address	2535 E. 5 <sup>th</sup> Street	
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V3	City, State, ZIP	Reno, NV 89510	
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V4	Telephone Number		
	Area Code: 775	Number: 323-4111	Extension: 1618

V5	Facsimile Number		
	Area Code: 775	Number: 323-5080	Extension:

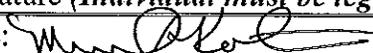
V6	Toll Free Number		
	Area Code:	Number:	Extension:

V7	<i>Contact Person for Questions / Contract Negotiations, including address if different than above</i>		
	Name: Mark P. Kotsios		
	Title: General Manager		
	Address: 2535 E. 5 <sup>th</sup> Street Reno, NV 89510		
Email Address: mkotsios@alsco.com			

V8	Telephone Number for Contact Person		
	Area Code: 775	Number: 323-4111	Extension: 1618

V9	Facsimile Number for Contact Person		
	Area Code: 775	Number: 323-5080	Extension:

V10	<i>Name of Individual Authorized to Bind the Organization</i>		
	Name: Mark P. Kotsios	Title: GM	

V11	<i>Signature (Individual must be legally authorized to bind the vendor per NRS 333.337)</i>		
	Signature: 	Date: 8/16/12	

**ATTACHMENT A – CONFIDENTIALITY AND CERTIFICATION OF INDEMNIFICATION**

Submitted proposals, which are marked “confidential” in their entirety, or those in which a significant portion of the submitted proposal is marked “confidential” **will not** be accepted by the State of Nevada. Pursuant to NRS 333.333, only specific parts of the proposal may be labeled a “trade secret” as defined in NRS 600A.030(5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful vendors’ technical and cost proposals become public information.

In accordance with the Submittal Instructions of this RFP, vendors are requested to submit confidential information in separate binders marked “Part I B Confidential Technical” and “Part III Confidential Financial”.

The State will not be responsible for any information contained within the proposal. Should vendors not comply with the labeling and packing requirements, proposals will be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposals that will be in an open meeting format, the proposals will remain confidential.

By signing below, I understand it is my responsibility as the vendor to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act will constitute a complete waiver and all submitted information will become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

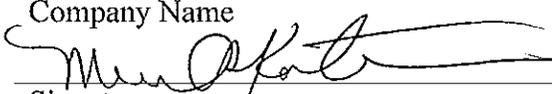
This proposal contains Confidential Information, Trade Secrets and/or Proprietary information as defined in *Section 2 “ACRONYMS/DEFINITIONS.”*

*Please initial the appropriate response in the boxes below and provide the justification for confidential status.*

<b>Part I B – Confidential Technical Information</b>			
YES		NO	X <i>JK</i>
<b>Justification for Confidential Status</b>			

<b>A Public Records CD has been included for the Technical and Cost Proposal</b>			
YES		NO	X <i>JK</i>

<b>Part III – Confidential Financial Information</b>			
YES		NO	X <i>JK</i>
<b>Justification for Confidential Status</b>			

AlSCO, Inc  
 \_\_\_\_\_  
 Company Name  
  
 \_\_\_\_\_  
 Signature

Mark P. Kotsios  
 \_\_\_\_\_  
 Print Name  
 8/16/13  
 \_\_\_\_\_  
 Date

**This document must be submitted in Tab IV of vendor’s technical proposal**

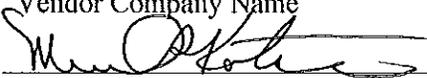
**ATTACHMENT C – VENDOR CERTIFICATIONS**

Vendor agrees and will comply with the following:

- (1) Any and all prices that may be charged under the terms of the contract do not and will not violate any existing federal, State or municipal laws or regulations concerning discrimination and/or price fixing. The vendor agrees to indemnify, exonerate and hold the State harmless from liability for any such violation now and throughout the term of the contract.
- (2) All proposed capabilities can be demonstrated by the vendor.
- (3) The price(s) and amount of this proposal have been arrived at independently and without consultation, communication, agreement or disclosure with or to any other contractor, vendor or potential vendor.
- (4) All proposal terms, including prices, will remain in effect for a minimum of 180 days after the proposal due date. In the case of the awarded vendor, all proposal terms, including prices, will remain in effect throughout the contract negotiation process.
- (5) No attempt has been made at any time to induce any firm or person to refrain from proposing or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal. All proposals must be made in good faith and without collusion.
- (6) All conditions and provisions of this RFP are deemed to be accepted by the vendor and incorporated by reference in the proposal, except such conditions and provisions that the vendor expressly excludes in the proposal. Any exclusion must be in writing and included in the proposal at the time of submission.
- (7) Each vendor must disclose any existing or potential conflict of interest relative to the performance of the contractual services resulting from this RFP. Any such relationship that might be perceived or represented as a conflict should be disclosed. By submitting a proposal in response to this RFP, vendors affirm that they have not given, nor intend to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant or any employee or representative of same, in connection with this procurement. Any attempt to intentionally or unintentionally conceal or obfuscate a conflict of interest will automatically result in the disqualification of a vendor's proposal. An award will not be made where a conflict of interest exists. The State will determine whether a conflict of interest exists and whether it may reflect negatively on the State's selection of a vendor. The State reserves the right to disqualify any vendor on the grounds of actual or apparent conflict of interest.
- (8) All employees assigned to the project are authorized to work in this country.
- (9) The company has a written equal opportunity policy that does not discriminate in employment practices with regard to race, color, national origin, physical condition, creed, religion, age, sex, marital status, sexual orientation, developmental disability or handicap.
- (10) The company has a written policy regarding compliance for maintaining a drug-free workplace.
- (11) Vendor understands and acknowledges that the representations within their proposal are material and important, and will be relied on by the State in evaluation of the proposal. Any vendor misrepresentations shall be treated as fraudulent concealment from the State of the true facts relating to the proposal.
- (12) Vendor must certify that any and all subcontractors comply with Sections 7, 8, 9, and 10, above.
- (13) The proposal must be signed by the individual(s) legally authorized to bind the vendor per NRS 333.337.

AlSCO, Inc

Vendor Company Name



Vendor Signature

Mark P. Kotsios

Print Name

8/16/13

Date

**This document must be submitted in Tab IV of vendor's technical proposal**

**ATTACHMENT K – CERTIFICATION REGARDING LOBBYING**

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all sub awards at all tiers (including subcontracts, sub grants, and contracts under grants, loans, and cooperative agreements) and that all sub recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

By:  2/16/13  
Signature of Official Authorized to Sign Application Date

For: ALSCO, Inc  
Vendor Name

RFP 2048 Statewide Laundry Services  
Project Title

**This document must be submitted in Tab IV of vendor's technical proposal**

**ATTACHMENT B – TECHNICAL PROPOSAL CERTIFICATION OF COMPLIANCE  
WITH TERMS AND CONDITIONS OF RFP**

I have read, understand and agree to comply with *all* the terms and conditions specified in this Request for Proposal.

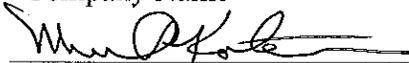
YES      XX      I agree to comply with the terms and conditions specified in this RFP.

NO      \_\_\_\_\_      I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors *must* provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

AlSCO, Inc

\_\_\_\_\_  
Company Name



\_\_\_\_\_  
Signature

Mark P. Kotsios

\_\_\_\_\_  
Print Name

8/16/13

\_\_\_\_\_  
Date

*Vendors MUST use the following format. Attach additional sheets if necessary.*

**EXCEPTION SUMMARY FORM**

EXCEPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (Complete detail regarding exceptions must be identified)

**ASSUMPTION SUMMARY FORM**

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)

This document must be submitted in Tab V of vendor's technical proposal

### **3. SCOPE OF WORK**

#### **3.1 PROPOSERS REQUIREMENTS**

3.1.1 Proposers are invited to submit proposals with creative solutions to the State of Nevada for laundry services.

3.1.2 Proposers must list the geographic region(s) where service will be provided, i.e. Statewide, Rural, Northern Nevada (Reno, Sparks or Carson City) or Southern Nevada (Las Vegas, Boulder City or Henderson).

##### *Northern and Southern Nevada*

3.1.3 Proposers must list all participating locations, identify hours of operation and average number of vehicles "in-service".

*Reno – 7:30 AM – 4:00 PM 30*

*Las Vegas – 7:30 – 4:00 PM 30*

*St George, UT 7:30 – 4:00 PM(MST) 20*

3.1.4 Proposers must indicate the frequency that laundry services will take place, i.e. weekly, monthly, etc.

##### *Weekly unless otherwise requested by agency*

3.1.4.1 Various agencies will require a mandatory weekly pick-up/delivery and other agencies frequency will vary from weekly, bi-weekly or monthly.

3.1.5 Proposers should submit proposals with two (2) options, and should list available services for each option below or submit proposals for one (1) or both options.

3.1.5.1 Option A: Vendor owned products, like for like replacement and

3.1.5.2 Option B: Agency owned products.

#### **3.2 CONTRACTED VENDOR(S) RESPONSIBILITIES**

3.2.1 Contracted vendor(s) will ensure that conduct is in a professional and courteous manner at all times while on the agency premise.

3.2.2 Contracted vendor(s) will be required to perform an on-site inventory at each location on a quarterly basis.

3.2.2.1 The purpose of this inventory is to insure that items are being maintained in good repair and inventories are consistent with usage.

3.2.2.2 In addition, this will help prevent excessive charges on items not turned in on a regular schedule.

3.2.3 Contracted vendor(s) should supply hanger holders to be picked up for re-use when hanger holder is full.

### **3.3 CLOTHING REQUIREMENTS**

3.3.1 Proposers should indicate if they can furnish clothing in 100% cotton, non-fading material; as some agencies require this for safety issues.

***YES***

3.3.2 Proposers should indicate if they can furnish protective clothing, shirts, pants or coveralls, which could possibly be required in various colors and in some cases 100% cotton.

***YES***

3.3.3 Proposers must be able to provide a clean set of clothing for each workday, five (5) days per week.

3.3.4 Some agencies require shirts and pants and have the need for eleven (11) sets of each. Agencies in outlying areas may require more than eleven (11) sets per person due to delivery distances and delivery frequencies.

3.3.5 It may be required by some agencies that shirts and pants be laundered and pressed on a weekly basis.

3.3.6 Uniform replacement procedures due to normal wear and tear, including excessive staining by grease, oil or paint shall be continuous throughout the contract period.

3.3.6.1 There will be no charge to the agencies for such replacement services except under cases of apparent abuse or when the garments have been in service for a short time frame.

3.3.6.2 Either party may identify items for replacement.

3.3.6.3 Proposers must outline procedures for clothing product replacement due to normal wear and tear for vendor owned products.

*All clothing is inspected prior to delivery. If determined they are in need of replacement, they will be replaced. If items are brought to our attention that the clothing is in need of replacement they will be reviewed and replaced, if necessary.*

3.3.6.4 Proposers must outline procedures for excessive staining by grease, oil or paint.

*Should any items have excessive staining by grease, oil or paint and deemed unusable, cost to replace will be 50% of the replacement cost.*

3.3.7 Personalized measurements will be the responsibility of the contracted vendor(s) and must be maintained on each employee to include uniform specifications, e.g., shirt material, short or long sleeves, pants material, type of waistband for pants, etc.

3.3.8 New employee uniforms or alterations must be delivered by the next scheduled delivery date, not to exceed seven (7) working days. The same seven (7) day period will also be the maximum allowed for logo, nametag or supervisory tag changes.

3.3.8.1 The State understands that unusual circumstances may arise, such as employees that require very large garments. For these instances the seven (7) day requirement will be waived but will not exceed fifteen (15) days.

3.3.9 All clothing must be delivered on hangers and tagged for the intended recipient.

3.3.10 Uniforms being returned are to be equal to the quantity turned in for laundry service the previous week.

3.3.11 In some cases, logo patches will be furnished to the contracted vendor(s) and the contracted vendor(s) will affix patches to each shirt.

3.3.12 Clothing items include:

- 3.3.12.1 Shirts (cotton or other fabric);
- 3.3.12.2 Woman's blouses (cotton or other fabric);
- 3.3.12.3 Pants (cotton or other fabric); and
- 3.3.12.4 Coveralls (cotton or other fabric).

#### **3.4 MISCELLANEOUS ITEMS**

- 3.4.1 Sheets;
- 3.4.2 Mattress Pad;
- 3.4.3 Pillow Cases;
- 3.4.4 Blankets;
- 3.4.5 Pad, Geri, Quilted;
- 3.4.6 Bath Towels and Wash Cloths;
- 3.4.7 Other Types of Towels;

- 3.4.8 Lab Coats;
- 3.4.9 Underwear and Socks;
- 3.4.10 Aprons;
- 3.4.11 Shop Towels;
- 3.4.12 Terry Towels;
- 3.4.13 Logo Patches;
- 3.4.14 Name Tags;
- 3.4.15 Mops;
- 3.4.16 Floor Mats (rubber bottoms with carpet on top); and
- 3.4.17 Other Agency needs to be identified at a later date.

3.4.17.1 Special requirements will need to be worked out between the agency and the contracted vendor(s).

### **3.5 REPORTING**

3.5.1 Proposals must indicate an agreement on the part of the contracted vendor(s) to develop, monitor and compile data on a quarterly basis. Refer to Attachment M – Quarterly Reports

#### ***AGREED***

3.5.2 Quarterly reports are due on the following dates of each year of the contract term:

QUARTER	REPORT DUE
July 1 through September 30	October 20
October 1 through December 31	January 20
January 1 through March 31	April 20
April 1 through June 30	July 20

3.5.3 Failure to provide these quarterly reports in a timely manner may result in cancellation of the contract. Refer to Attachment M – Quarterly Reports

#### 4. COMPANY BACKGROUND AND REFERENCES

##### 4.1 VENDOR INFORMATION

4.1.1 Vendors must provide a company profile in the table format below.

Question	Response
Company name:	AlSCO, Inc
Ownership (sole proprietor, partnership, etc.):	Corporation
State of incorporation:	Nevada
Date of incorporation:	1899
# of years in business:	125
List of top officers:	Kevin and Robert Steiner
Location of company headquarters:	Salt Lake City, UT
Location(s) of the company offices:	72 Throughout the US
Location(s) of the office that will provide the services described in this RFP:	Reno, Las Vegas, and St. George, UT.
Number of employees locally with the expertise to support the requirements identified in this RFP:	150
Number of employees nationally with the expertise to support the requirements in this RFP:	Over 3,000
Location(s) from which employees will be assigned for this project:	Reno, Las Vegas, and St. George, UT

4.1.2 **Please be advised**, pursuant to NRS 80.010, a corporation organized pursuant to the laws of another state must register with the State of Nevada, Secretary of State's Office as a foreign corporation before a contract can be executed between the State of Nevada and the awarded vendor, unless specifically exempted by NRS 80.015.

4.1.3 The selected vendor, prior to doing business in the State of Nevada, must be appropriately licensed by the State of Nevada, Secretary of State's Office pursuant to NRS76. Information regarding the Nevada Business License can be located at <http://sos.state.nv.us>.

Question	Response
Nevada Business License Number:	NV19591000546
Legal Entity Name:	AlSCO, Inc

Is "Legal Entity Name" the same name as vendor is doing business as?

Yes	XX	No	
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If "No", provide explanation.

4.1.4 Vendors are cautioned that some services may contain licensing requirement(s). Vendors shall be proactive in verification of these requirements prior to proposal submittal. Proposals that do not contain the requisite licensure may be deemed non-responsive.

4.1.5 Has the vendor ever been engaged under contract by any State of Nevada agency?

Yes	XX	No	
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If "Yes", complete the following table for each State agency for whom the work was performed. Table can be duplicated for each contract being identified.

Question	Response
Name of State agency:	State of Nevada
State agency contact name:	Annette Morfin
Dates when services were performed:	12/1/2007- Current
Type of duties performed:	Laundry Services
Total dollar value of the contract:	1,000,000

4.1.6 Are you now or have you been within the last two (2) years an employee of the State of Nevada, or any of its agencies, departments, or divisions?

Yes		No	XX
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If "Yes", please explain when the employee is planning to render services, while on annual leave, compensatory time, or on their own time?

If you employ (a) any person who is a current employee of an agency of the State of Nevada, or (b) any person who has been an employee of an agency of the State of Nevada within the past two (2) years, and if such person will be performing or producing the services which you will be contracted to provide under this contract, you must disclose the identity

of each such person in your response to this RFP, and specify the services that each person will be expected to perform.

- 4.1.7 Disclosure of any significant prior or ongoing contract failures, contract breaches, civil or criminal litigation in which the vendor has been alleged to be liable or held liable in a matter involving a contract with the State of Nevada or any other governmental entity. Any pending claim or litigation occurring within the past six (6) years which may adversely affect the vendor's ability to perform or fulfill its obligations if a contract is awarded as a result of this RFP must also be disclosed.

Does any of the above apply to your company?

Yes		No	XX
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If "Yes", please provide the following information. Table can be duplicated for each issue being identified.

Question	Response	
Date of alleged contract failure or breach:		
Parties involved:		
Description of the contract failure, contract breach, or litigation, including the products or services involved:		
Amount in controversy:		
Resolution or current status of the dispute:		
If the matter has resulted in a court case:	Court	Case Number
Status of the litigation:		

- 4.1.8 Vendors must review the insurance requirements specified in *Attachment E, Insurance Schedule for RFP 2048*. Does your organization currently have or will your organization be able to provide the insurance requirements as specified in *Attachment E*.

Yes	XX	No	
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Any exceptions and/or assumptions to the insurance requirements *must* be identified on *Attachment B, Technical Proposal Certification of Compliance with Terms and Conditions of RFP*. Exceptions and/or assumptions will be taken into consideration as part of the evaluation process; however, vendors must be specific. If vendors do not specify any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Upon contract award, the successful vendor *must* provide the Certificate of Insurance identifying the coverages as specified in *Attachment E, Insurance Schedule for RFP 2048*.

- 4.1.9 Company background/history and why vendor is qualified to provide the services described in this RFP. Limit response to no more than five (5) pages.

*Alsco is a privately held multi-national company with 72 locations in North America and 65 other locations throughout the world. Alsco has been in the uniform and textile rental business since 1889 and is one of the largest privately owned corporations in the U.S.*

- 4.1.10 Length of time vendor has been providing services described in this RFP to the public and/or private sector. Please provide a brief description.

*Since 1889 – 125 Years*

- 4.1.11 Financial information and documentation to be included in *Part III, Confidential Financial Information* of vendor's response in accordance with *Section 9.5, Part III – Confidential Financial Information*.

4.1.11.1 Dun and Bradstreet Number

4.1.11.2 Federal Tax Identification Number

## 4.2 SUBCONTRACTOR INFORMATION

4.2.1 Does this proposal include the use of subcontractors?

Yes		No	XX
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If "Yes", vendor must:

- 4.2.1.1 Identify specific subcontractors and the specific requirements of this RFP for which each proposed subcontractor will perform services.
- 4.2.1.2 If any tasks are to be completed by subcontractor(s), vendors must:
  - 4.2.1.2.1 Describe the relevant contractual arrangements;
  - 4.2.1.2.2 Describe how the work of any subcontractor(s) will be supervised, channels of communication will be maintained and compliance with contract terms assured; and
  - 4.2.1.2.3 Describe your previous experience with subcontractor(s).
- 4.2.1.3 Vendors must describe the methodology, processes and tools utilized for:
  - 4.2.1.3.1 Selecting and qualifying appropriate subcontractors for the project/contract;
  - 4.2.1.3.2 Ensuring subcontractor compliance with the overall performance objectives for the project;
  - 4.2.1.3.3 Ensuring that subcontractor deliverables meet the quality objectives of the project/contract; and
  - 4.2.1.3.4 Providing proof of payment to any subcontractor(s) used for this project/contract, if requested by the State. Proposal should include a plan by which, at the State's request, the State will be notified of such payments.
- 4.2.1.4 Provide the same information for any proposed subcontractors as requested in *Section 4.1, Vendor Information*.

- 4.2.1.5 Business references as specified in *Section 4.3, Business References* must be provided for any proposed subcontractors.
- 4.2.1.6 Vendor shall not allow any subcontractor to commence work until all insurance required of the subcontractor is provided to the vendor.
- 4.2.1.7 Vendor must notify the using agency of the intended use of any subcontractors not identified within their original proposal and provide the information originally requested in the RFP in *Section 4.2, Subcontractor Information*. The vendor must receive agency approval prior to subcontractor commencing work.

**4.3 BUSINESS REFERENCES**

- 4.3.1 Vendors should provide a minimum of three (3) business references from similar projects performed for private, state and/or large local government clients within the last three (3) years.
- 4.3.2 Vendors must provide the following information for every business reference provided by the vendor and/or subcontractor:

The "Company Name" must be the name of the proposing vendor or the vendor's proposed subcontractor.

<b>Reference #:</b>			
<b>Company Name:</b>			
<i>Identify role company will have for this RFP project (Check appropriate role below):</i>			
	<table border="1" style="width: 100%;"> <tr> <td style="width: 50%; text-align: center;"><i>VENDOR</i></td> <td style="width: 50%; text-align: center;"><i>SUBCONTRACTOR</i></td> </tr> </table>	<i>VENDOR</i>	<i>SUBCONTRACTOR</i>
<i>VENDOR</i>	<i>SUBCONTRACTOR</i>		
<b>Project Name:</b>			
<b>Primary Contact Information</b>			
Name:			
Street Address:			
City, State, Zip			
Phone, including area code:			
Facsimile, including area code:			
Email address:			
<b>Alternate Contact Information</b>			
Name:			
Street Address:			
City, State, Zip			
Phone, including area code:			
Facsimile, including area code:			

Email address:	
<b>Project Information</b>	
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	
Original Project/Contract Start Date:	
Original Project/Contract End Date:	
Original Project/Contract Value:	
Final Project/Contract Date:	
Was project/contract completed in time originally allotted, and if not, why not?	
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	

- 4.3.3 Vendors must also submit *Attachment F, Reference Questionnaire* to the business references that are identified in *Section 4.3.2*.
- 4.3.4 The company identified as the business references must submit the Reference Questionnaire directly to the Purchasing Division.
- 4.3.5 It is the vendor's responsibility to ensure that completed forms are received by the Purchasing Division on or before the deadline as specified in *Section 8, RFP Timeline* for inclusion in the evaluation process. Reference Questionnaires not received, or not complete, may adversely affect the vendor's score in the evaluation process.
- 4.3.6 The State reserves the right to contact and verify any and all references listed regarding the quality and degree of satisfaction for such performance.

#### 4.4 VENDOR STAFF RESUMES

A resume must be completed for each proposed key personnel responsible for performance under any contract resulting from this RFP per *Attachment G, Proposed Staff Resume*.

<b>Reference #:</b>	RFP 2048
<b>Company Name:</b>	AlSCO, Inc
<i>Identify role company will have for this RFP project (Check appropriate role below):</i>	
<b>XX</b>	<b>VENDOR</b>
<b>Project Name:</b>	Statewide Laundry Services
<b>Primary Contact Information</b>	
<b>Name:</b>	Susan Skuba
<b>Street Address:</b>	10463 Double R Blvd Ste.200
<b>City, State, Zip</b>	Reno, NV 89521
<b>Phone, including area code:</b>	775-851-6400
<b>Facsimile, including area code:</b>	775-851-9446
<b>Email address:</b>	<a href="mailto:susan@sierravistasurgery.com">susan@sierravistasurgery.com</a>
<b>Alternate Contact Information</b>	
<b>Name:</b>	Ilene Rusnak
<b>Street Address:</b>	10463 Double R Blvd Ste.200
<b>City, State, Zip</b>	Reno, NV 89521
<b>Phone, including area code:</b>	775-851-6400
<b>Facsimile, including area code:</b>	775-851-9446
<b>Email address:</b>	<a href="mailto:ilene@sierravistasurgery.com">ilene@sierravistasurgery.com</a>
<b>Project Information</b>	
<b>Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:</b>	Supply surgery center with linen, uniforms and scrubs for surgery center.
<b>Original Project/Contract Start Date:</b>	4/14/2005
<b>Original Project/Contract End Date:</b>	Ongoing
<b>Original Project/Contract Value:</b>	Ongoing
<b>Final Project/Contract Date:</b>	Ongoing
<b>Was project/contract completed in time originally allotted, and if not, why not?</b>	YES
<b>Was project/contract completed within or under the original budget/cost proposal, and if not, why not?</b>	Yes

<b>Reference #:</b>	RFP 2048
<b>Company Name:</b>	AlSCO, Inc
<i>Identify role company will have for this RFP project (Check appropriate role below):</i>	
<b>XX</b>	<b>VENDOR</b> <input type="checkbox"/> <b>SUBCONTRACTOR</b> <input type="checkbox"/>
<b>Project Name:</b>	Statewide Laundry Services
<b>Primary Contact Information</b>	
<b>Name:</b>	Ron Korman
<b>Street Address:</b>	431 Prater Way
<b>City, State, Zip</b>	Sparks, NV 89431
<b>Phone, including area code:</b>	775-353-2271
<b>Facsimile, including area code:</b>	775-353-2390
<b>Email address:</b>	<a href="mailto:rkorman@cityofsparks.us">rkorman@cityofsparks.us</a>
<b>Alternate Contact Information</b>	
<b>Name:</b>	Karen Hood
<b>Street Address:</b>	431 Prater Way
<b>City, State, Zip</b>	Sparks, NV 89431
<b>Phone, including area code:</b>	775-353-2271
<b>Facsimile, including area code:</b>	775-353-2390
<b>Email address:</b>	<a href="mailto:khood@cityofsparks.us">khood@cityofsparks.us</a>
<b>Project Information</b>	
<b>Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:</b>	Supply City of Sparks (Multiple Locations) with garments, shop towels, mats and mops.
<b>Original Project/Contract Start Date:</b>	5/1/1996
<b>Original Project/Contract End Date:</b>	Ongoing
<b>Original Project/Contract Value:</b>	Ongoing
<b>Final Project/Contract Date:</b>	Ongoing
<b>Was project/contract completed in time originally allotted, and if not, why not?</b>	Yes
<b>Was project/contract completed within or under the original budget/cost proposal, and if not, why not?</b>	Yes

<b>Reference #:</b>	RFP 2048
<b>Company Name:</b>	AlSCO, Inc
<i>Identify role company will have for this RFP project (Check appropriate role below):</i>	
<b>XX</b>	<b>VENDOR</b>
<b>Project Name:</b>	Statewide Laundry Services
<b>Primary Contact Information</b>	
<b>Name:</b>	Gene Gabrielli
<b>Street Address:</b>	5195 SunValley Dr
<b>City, State, Zip</b>	Sun Valley, NV 89433
<b>Phone, including area code:</b>	775-673-0683 x-226
<b>Facsimile, including area code:</b>	775-673-2013
<b>Email address:</b>	<a href="mailto:gene@hobeycaasion.com">gene@hobeycaasion.com</a>
<b>Alternate Contact Information</b>	
<b>Name:</b>	Mark L. Reveal
<b>Street Address:</b>	5195 SunValley Dr
<b>City, State, Zip</b>	Sun Valley, NV 89433
<b>Phone, including area code:</b>	775-673-0683 x-226
<b>Facsimile, including area code:</b>	775-673-2013
<b>Email address:</b>	<a href="mailto:Reveal2003@yahoo.com">Reveal2003@yahoo.com</a>
<b>Project Information</b>	
<b>Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:</b>	Supply kitchen towels, garments, table cloths, napkins and maintenance towels and garments.
<b>Original Project/Contract Start Date:</b>	10/6/2003
<b>Original Project/Contract End Date:</b>	Ongoing
<b>Original Project/Contract Value:</b>	Ongoing
<b>Final Project/Contract Date:</b>	Ongoing
<b>Was project/contract completed in time originally allotted, and if not, why not?</b>	Yes
<b>Was project/contract completed within or under the original budget/cost proposal, and if not, why not?</b>	Yes

## PROPOSED STAFF RESUME

*A resume must be completed for all proposed contractor staff and proposed subcontractor staff.*

<b>COMPANY NAME:</b>		AlSCO, Inc	
<input checked="" type="checkbox"/> <b>Contractor</b>		<input type="checkbox"/> <b>Subcontractor</b>	
<b>Name:</b>	Mark P. Kotsios		<input type="checkbox"/> <b>Key Personnel</b>
<b>Classification:</b>	General Manager	<b># of Years in Classification:</b>	23
<b>Brief Summary: of Experience:</b>	GM for AlSCO for 23 years.		
<b># of Years with Firm:</b>	30		
RELEVANT PROFESSIONAL EXPERIENCE			
<i>Required Information:</i>			
<i>02-01-1984 to Present:</i>			
<i>Vendor Name: AlSCO, Inc</i>			
<i>Client Name:</i>			
<i>Client Contact Name:</i>			
<i>Client Address, Phone Number, Email:</i>			
<i>Role in Contract/Project:</i>			
<i>Details and Duration of Contract/Project:</i>			
<i>Required Information:</i>			
<i>MMYYYY to MMYYYY:</i>			
<i>Vendor Name:</i>			
<i>Client Name:</i>			
<i>Client Contact Name:</i>			
<i>Client Address, Phone Number, Email:</i>			
<i>Role in Contract/Project:</i>			
<i>Details and Duration of Contract/Project:</i>			
<i>Required Information:</i>			
<i>MMYYYY to MMYYYY:</i>			
<i>Vendor Name:</i>			
<i>Client Name:</i>			
<i>Client Contact Name:</i>			
<i>Client Address, Phone Number, Email:</i>			
<i>Role in Contract/Project:</i>			
<i>Details and Duration of Contract/Project:</i>			
EDUCATION			
<i>Institution Name:</i>	Loyola University of Chicago		
<i>City:</i>	Chicago		
<i>State:</i>	IL.		
<i>Degree/Achievement:</i>	BS in Computer Science and Mathematics		
<i>Certifications:</i>			
REFERENCES			

*Minimum of three (3) required, including name, title, organization, phone number, fax number and email address*

Jim Nelson Executive Director NAE 775-329-4241 [jnelson@nae-online.org](mailto:jnelson@nae-online.org)  
Rob Parker Employer Counsel NAE 775-329-4241 [rparker@nae-online.org](mailto:rparker@nae-online.org)  
John H. Feldmann Attorney 415-453-8249  
[jhfiii@pacbell.net](mailto:jhfiii@pacbell.net)

NONE