

Part I A – Technical Proposal		
RFP Title:		<i>Statewide Laundry Services</i>
RFP:		2048
<i>Vendor Name:</i>		<i>Brady Linen Services, LLC</i>
<i>Address:</i>		<i>One West Mayflower Ave</i>
Proposal Date:	Opening	August 21, 2013
Proposal Time:	Opening	2:00 PM

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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	Brady Linen Services, LLC
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V2	Street Address	One West Mayflower Ave
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V3	City, State, ZIP	N. Las Vegas, NV 89030
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V4	Telephone Number	
	Area Code: 702	Number: 639-2500

V5	Facsimile Number	
	Area Code: 702	Number: 399-3976

V6	Toll Free Number	
	Area Code:	Number:

V7	Contact Person for Questions / Contract Negotiations, including address if different than above	
	Name: Byron Sampson	
	Title: V.P. Sales	
	Address: One West Mayflower Ave	
Email Address: Byron.Sampson@Bradylinen.com		

V8	Telephone Number for Contact Person	
	Area Code: 702	Number: 639-2511

V9	Facsimile Number for Contact Person	
	Area Code: 702	Number: 399-3976

V10	Name of Individual Authorized to Bind the Organization	
	Name: Eric Brady	Title: President

V11	Signature (Individual must be legally authorized to bind the vendor per NRS 333.337)	
	Signature: <i>Eric D. Brady</i>	Date: 8-16-13

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.

Part I B – Confidential Technical Information			
YES	X	NO	
Justification for Confidential Status			

A Public Records CD has been included for the Technical and Cost Proposal			
YES	X		

Part III – Confidential Financial Information			
YES	X	NO	
Justification for Confidential Status			

Brady Linen Services, LLC

Company Name

Signature 

Print Name ERIC D BRADY

Date 8-16-13

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.

Brady Linen Services, LLC

Vendor Company Name

Vendor Signature

Eric D. Brady

ERIC D. BRADY

Print Name

Date

8-16-13

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.

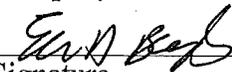
YES X I agree to comply with the terms and conditions specified in this RFP.

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.

Brady Linen Services, LLC

Company Name


Signature

ERIC D. BRADY

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

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). *Currently Brady Linen Services only services Southern Nevada (Las Vegas, Boulder City or Henderson).*

Proposers **must** list all participating locations, identify hours of operation and average number of vehicles "in-service". *Brady Linen Services is operational 365 days 7 days per week 24 hours per day. We currently have over seventy-five (75) vehicles in our fleet.*

Proposers **must** indicate the frequency that laundry services will take place, i.e. weekly, monthly, etc. *Depending on the volume of linen and Uniforms which need to be processed, Brady Linen can accommodate any frequency of delivery which is mutually agreed upon by both parties.*

Question	Response
Company name:	<i>Brady Linen Services, LLC</i>
Ownership (sole proprietor, partnership, etc.):	<i>LLC</i>
State of incorporation:	<i>Nevada</i>
Date of incorporation:	<i>6/28/2000</i>
# of years in business:	<i>13 years</i>
List of top officers:	<i>Eric Brady , Travis Brady</i>
Location of company headquarters:	<i>One West Mayflower N. Las Vegas</i>
Location(s) of the company offices:	<i>One West Mayflower N. Las Vegas</i>
Location(s) of the office that will provide the services described in this RFP:	<i>Brady Linen Services, LLC One West Mayflower N. Las Vegas</i>
Number of employees locally with the expertise to support the requirements identified in this RFP:	<i>1200 employees</i>
Number of employees nationally with the expertise to support the requirements in this RFP:	<i>1200 employees</i>
Location(s) from which employees will be assigned for this project:	<i>One West Mayflower N. Las Vegas</i>

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:	<i>68705</i>
Legal Entity Name:	<i>Brady Linen Services, Inc</i>

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

Yes	X	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		No	X
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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:	N/A
State agency contact name:	N/A
Dates when services were performed:	N/A
Type of duties performed:	N/A
Total dollar value of the contract:	N/A

- 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	X
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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	X
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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:	N/A	
Parties involved:	N/A	
Description of the contract failure, contract breach, or litigation, including the products or services involved:	N/A	
Amount in controversy:	N/A	
Resolution or current status of the dispute:	N/A	
If the matter has resulted in a court case:	Court	Case Number
	N/A	N/A
Status of the litigation:	N/A	

- 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	X	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.
- 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.
- 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 03-493-2657
- 4.1.11.2 Federal Tax Identification Number 26-4669471

4.2 SUBCONTRACTOR INFORMATION

4.2.1 Does this proposal include the use of subcontractors?

Yes		No	X
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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:
- A. Describe the relevant contractual arrangements;
 - B. Describe how the work of any subcontractor(s) will be supervised, channels of communication will be maintained and compliance with contract terms assured; and
 - C. Describe your previous experience with subcontractor(s).
- 4.2.1.3 Vendors must describe the methodology, processes and tools utilized for:
- A. Selecting and qualifying appropriate subcontractors for the project/contract;
 - B. Ensuring subcontractor compliance with the overall performance objectives for the project;
 - C. Ensuring that subcontractor deliverables meet the quality objectives of the project/contract; and
 - D. 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.

Reference #:	
Company Name:	
<i>Identify role company will have for this RFP project (Check appropriate role below):</i>	
	<i>VENDOR</i>
	<i>SUBCONTRACTOR</i>
Project Name:	Brady Linen Services, LLC
Primary Contact Information	
Name:	Thatcher Company of Nevada, Inc
Street Address:	90 Business Center St
City, State, Zip	Henderson, NV 89014
Phone, including area code:	(702) 564-7622
Facsimile, including area code:	(702) 564-2818
Email address:	N/A
Alternate Contact Information	
Name:	Pellerin Milnor Corporation
Street Address:	P.O. Box 400
City, State, Zip	Kenner, LA 70063
Phone, including area code:	(504) 467-9591
Facsimile, including area code:	N/A
Email address:	tsatchwell@milnor.com
Project Information	
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	<u>Thatcher</u> provides the cleaning chemicals. <u>Milnor</u> has been providing the tunnel washers as well as the dryers since 2000. <u>Sobel</u> is the primary linen and terry provider for our rental customers.
Original Project/Contract Start Date:	2000
Original Project/Contract End Date:	N/A
Original Project/Contract Value:	\$14.8MM annually
Final Project/Contract Date:	N/A

Was project/contract completed in time originally allotted, and if not, why not?	Yes
Was project/contract completed within or under the original budget/cost proposal, and if not, why not?	Yes

- 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*.

5. COST

- 5.1 Vendors must provide detailed fixed prices for all costs associated with the responsibilities and related services. Clearly specify the nature of all expenses anticipated (refer to *Attachment I, Cost Schedule*).
- 5.2 Rates proposed will include unlimited mileage and must include all charges.
- 5.3 **Excluded costs include:**
 - 5.3.1 Sales Tax;
 - 5.3.2 Service Charges;
 - 5.3.3 Environment Costs;
 - 5.3.4 Energy Costs;
 - 5.3.5 Additional Driver Fees;
 - 5.3.6 Overtime Charges;
 - 5.3.7 Refueling Charges; and
 - 5.3.8 Vehicle License Fees.
- 5.4 There will be no additional charges for an agency point of contact that is on sick leave, vacation or absent at the time of delivery.

6. FINANCIAL



ABOUT BRADY LINEN SERVICES

HISTORY/FACILITIES

Founded on the same principles that have made our sister company Brady Industries so successful, Brady Linen Services was formed in 2000. With a solid business reputation and a unique understanding of the needs of the Las Vegas hospitality market that dates back to 1947, and with large-scale laundry design and construction experience that dates back to 1985, Brady Linen was positioned to address the demand for higher quality and service in the evolving Las Vegas market.

Brady Linen opened with a 40,000 square foot linen processing facility that could process approximately 100,000 pounds of linen per day. Within 4 years this facility was at capacity, and added demand brought the construction of an additional facility that opened in early 2006. This 60,000 square foot expansion brought on an additional 150,000 pounds of daily processing capacity and incorporated the latest labor and utility saving technology available. Additionally, it included a complete uniform processing facility and a dry cleaning facility for specialty items and guest valet services which has since moved over to our corporate office

Three short years later, continuing demand created the need for yet another expansion. Located near the intersection of I-215 and South Decatur, our Lindell facility which opened in December 2009, brought our total production capacity to over 400,000 pounds per day. In addition to the labor and utility saving technology used in this recent expansion, Brady's facility incorporates added customer linen tracking systems, enhanced processing of higher end linen items, and environmentally focused cleaning chemicals and practices to provide added benefit to our customers, employees, and community.

In 2011 Brady Linen acquired the Hospitality division from Mission Industries, and is on track to completing a \$13MM renovation by August 2013; again incorporating the latest utility saving technology. Once completed Brady will have a total capacity to process One Million (1,000,000) pounds per day

Despite our rapid growth over the past 13 years, Brady Linen has remained focused on providing the higher level of quality and service that has made us successful, and we are determined to support the changing needs of our customers in the future.

EXPERIENCE

Brady's experience in serving the gaming resort industry in Las Vegas dates back to 1947, when we first opened our doors to provide cleaning and maintenance supplies to the local market. Over the past 66 years, we have literally grown up and evolved with the town itself, continually expanding our offerings and capabilities to address the changing needs of our customers. This 66-year history of serving the gaming resort industry gives us a unique understanding of the demands, challenges, and needs that are faced in our unique, 24-hour city.

Brady's laundry processing experience began in 1985 with the launch of our laundry chemical and equipment division. As part of this division we have provided laundry chemicals, equipment, and design & consulting services to many of the largest hospitality laundries in Southern Nevada, including Harrah's, MGM Grand, and the Casablanca, Oasis, and Virgin River properties in Mesquite. Additionally, we provided consulting and laundry management services for Venetian as part of its developments in Macau and Singapore.

Sparked by our outside laundry experience and reputation, we started Brady Linen Services in 2000 in response to requests for a higher quality, more service oriented laundry facility in Las Vegas. Over the past 13 years, we have lived up to this charge and have established ourselves as the premier laundry service provider in Las Vegas. Our reputation of providing higher quality and better service, while still providing competitive pricing, has helped Brady become the laundry of choice for the majority of properties selecting laundry services over the past 13 years, including 100% of the new resort properties that have opened since 2007.

FACILITIES

Brady Linen operates four laundry processing facilities on four sites in Las Vegas. These facilities total over 300,000 square feet and have the production capacity of approximately 365,000,000 pounds of linen per year. Additionally, our sister company, Brady Industries, has facilities in Las Vegas, NV, Salt Lake City, UT, Phoenix, AZ, Albuquerque, NM, Farmington, NM, Boise, ID, and a new facility slated for opening in Reno, NV in January 2011. These facilities combine for over 400,000 square feet of warehouse, distribution, and office space.



REFERENCES

Mandalay Bay

Shaun Kwiatkowski
Director of Housekeeping
702-632-7777

New York New York

James Healey
Executive Housekeeper
702-740-6846

Luxor/Excalibur

Conception Delgado
Executive Housekeeper
702-597-7320

Aria

Shelly Davis
Hotel Services Manager
702-590-7428

Cancun Resorts

Terri Moore
General Manager
702-614-6271

Beverly Shimko
Housekeeping Manager
702-614-6200

Cosmopolitan

Jeffery Nagata
Director of Housekeeping
702-314-3288

Harrah's

Ray Ortega
Director of Harrah's Central Laundry
702-639-6151

Hilton Grand Vacations Club – Las Vegas Blvd

Alejandro Lias
Housekeeping Executive
702-765-8322

Hilton Grand Vacations Club-Elara

Nathan Farias
Housekeeping Executive
702-669-6914

M-Resort

Jason Dougan
Vice President of Hotel Operations
702-797-1953

Janie Novinger
Housekeeping Executive
702-797-1000

Palms/Palms Place

Shay Powell
Director of Housekeeping
702-942-7777

The D's

Norm Thom
Director of Housekeeping
702-388-2162

Four Queens

Walt Lobeck
Executive Director of Hotel Operations
702-385-4011

Vdara

Velia Ortiz
Director of Housekeeping
702-590-2450

Venetian/Palazzo

Margaret Walker-Shaw
Executive Director of Housekeeping
702 -414-1000

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.

Reference #:	
Company Name:	
<i>Identify role company will have for this RFP project (Check appropriate role below):</i>	
	<i>VENDOR</i> <input type="checkbox"/> <i>SUBCONTRACTOR</i> <input type="checkbox"/>
Project Name:	Brady Linen Services, LLC
Primary Contact Information	
Name:	Thatcher Company of Nevada, Inc
Street Address:	90 Business Center St
City, State, Zip	Henderson, NV 89014
Phone, including area code:	(702) 564-7622
Facsimile, including area code:	(702) 564-2818
Email address:	N/A
Alternate Contact Information	
Name:	Pellerin Milnor Corporation
Street Address:	P.O. Box 400
City, State, Zip	Kenner, LA 70063
Phone, including area code:	(504) 467-9591
Facsimile, including area code:	N/A
Email address:	tsatchwell@milnor.com
Project Information	
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	<u>Thatcher</u> provides the cleaning chemicals. <u>Milnor</u> has been providing the tunnel washers as well as the dryers since 2000. <u>Sobel</u> is the primary linen and terry provider for our rental customers.
Original Project/Contract Start Date:	2000
Original Project/Contract End Date:	N/A
Original Project/Contract Value:	\$14.8MM annually
Final Project/Contract Date:	N/A

Was project/contract completed in time originally allotted, and if not, why not?	Yes
Was project/contract completed within or under the original budget/cost proposal, and if not, why not?	Yes

- 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*.

5. COST

- 5.1 Vendors must provide detailed fixed prices for all costs associated with the responsibilities and related services. Clearly specify the nature of all expenses anticipated (refer to *Attachment I, Cost Schedule*).
- 5.2 Rates proposed will include unlimited mileage and must include all charges.
- 5.3 **Excluded costs include:**
 - 5.3.1 Sales Tax;
 - 5.3.2 Service Charges;
 - 5.3.3 Environment Costs;
 - 5.3.4 Energy Costs;
 - 5.3.5 Additional Driver Fees;
 - 5.3.6 Overtime Charges;
 - 5.3.7 Refueling Charges; and
 - 5.3.8 Vehicle License Fees.
- 5.4 There will be no additional charges for an agency point of contact that is on sick leave, vacation or absent at the time of delivery.

6. FINANCIAL

PROPOSED STAFF RESUME

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

COMPANY NAME:		Brady Linen Services, LLC	
<input checked="" type="checkbox"/> Contractor		<input type="checkbox"/> Subcontractor	
Name:	Eric D. Brady	<input checked="" type="checkbox"/> Key Personnel	
Classification:	President	# of Years in Classification:	10
Brief Summary: of Experience:	SEE ATTACHED RESUME		
# of Years with Firm:	10		
RELEVANT PROFESSIONAL EXPERIENCE			
Required Information:			
<i>MMYYYY to Present:</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>			
Required Information:			
<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>			
Required Information:			
<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			
Institution Name:			
City:			
State:			
Degree/Achievement:			
Certifications:			
REFERENCES			
Minimum of three (3) required, including name, title, organization, phone number, fax number and email address			

Eric D. Brady

Eric.Brady@BradyLinen.com

(702) 378-3990

EDUCATION

University of Nevada Las Vegas **2006-2007**
Executive Masters in Business Administration

Brigham Young University - Marriott School of Management **2002-2003**
Bachelor of Science – Accounting and Information Systems
Half-Tuition Academic Scholarship

Utah Valley State College **2000-2002**
Associate of Science in Business
Full-Tuition Academic Scholarship – High Honors

PROFESSIONAL EXPERIENCE

Chief Operating Officer – Brady Industries & Brady Linen, Las Vegas, NV **2003-2007**
Chief Financial Officer – Brady Industries & Brady Linen, Las Vegas, NV **2007-2011**
President – Brady Linen Services, Las Vegas, NV **2011-PRESENT**

Brady Industries & Brady Linen provide a total cleaning solution including linen cleaning services, ware wash, paper products, cleaning supplies and equipment. In addition, Brady Industries has and is building some of the largest laundries in the world. Brady employs over 700+ full time employees in 6 states and 10 locations totaling over 600,000 square feet of office and warehouse space.

- One of three board members/executives involved in key decision making for all current needs and future direction of the company.
- Negotiated over \$110 million in business real estate transactions and approximately \$205 million in business acquisitions.
- Responsible for acquiring all financing needs for business operations and growth.
- When employed as the company's CFO, there was a reduction in accounting staff while increasing total output due to the implementation of more efficient processes despite the company growing at an average annual rate of 23 percent during that same period.
- Involved in the hiring and firing of all corporate employees, while directly responsible for 26 employees in the Accounting and IT departments.
- As current President of Brady Linen Services, there is direct responsibility of over another 300+ employees.
- Directly involved in the creation and ongoing management of one of the worlds largest commercial laundry facility.

Accounting, IT – Brady Industries, Inc., Salt Lake City, UT **2000-2003**

- Performed accounting and IT functions ranging from data entry to participating in executive meetings.

Voluntary Missionary – LDS Church, Mexico City, Mexico **1998-2000**
An LDS mission is a full-time endeavor for two years, during which volunteers teach religious principles and perform acts of service.

- Became fluent in spoken and written Spanish.
- Appointed to leadership positions throughout the majority of the mission.

Customer Service – Brady Industries, Inc., Las Vegas, NV **1996-1998**

- Helped customers find products to best fit their needs, entered orders and assisted salesmen in the field.

PROPOSED STAFF RESUME

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

COMPANY NAME:		Brady Linen Services, LLC	
<input checked="" type="checkbox"/> Contractor		<input type="checkbox"/> Subcontractor	
Name:	Byron Sampson	<input checked="" type="checkbox"/> Key Personnel	
Classification:	Vice President Sales	# of Years in Classification:	20+
Brief Summary: of Experience:	SEE ATTACHED RESUME		
# of Years with Firm:	6		
RELEVANT PROFESSIONAL EXPERIENCE			
<i>Required Information:</i>			
<i>MMYYYY to Present:</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>			
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<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>			
<i>City:</i>			
<i>State:</i>			
<i>Degree/Achievement:</i>			
<i>Certifications:</i>			
REFERENCES			
<i>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</i>			

Byron C. Sampson
2420 Sun Shores Dr Las Vegas, Nevada
Phone 702-233-2638 • Fax 702-233-2638
E-Mail: Byron_Sam@MSN.com

OBJECTIVE

Very strong business professional with over 22 years of Sales/Marketing and Management experience, seeking to continue developing within a strong Corporation. Specific areas of strength: Business Development, Marketing Strategies and High Level Negotiations.

SUMMARY OF QUALIFICATIONS

Proven ability to manage high volume accounts and drive sales within a low growth area four consecutive years
Well-developed communication skills both written and verbal, which establishes mutual, respect and understanding among clients, staff and management.
Developing business proposals and business reviews with the use of Microsoft products such as Word, Excel and PowerPoint.
Ability to create and grow a division to ensure the freshness of quality products are being sold to consumers.
Through well-developed market plans and strategic goal setting, areas of opportunity were sought after within competitive venues.
Employs the patients and skills to supervise various departments from drivers, National Account Sales, Key Account Managers, and Quality Control within a division that represents 22% of a 10mm case operation

PROFESSIONAL EXPERIENCE

2007-Present (**Brady Industries, Inc/Brady Linen, LLC**)
Vice President, Sales

Las Vegas, Nevada

Brady Linen is a commercial Laundry which provides service to Major Hotel/Casinos on the Las Vegas Strip. The position of Vice President of Sales requires a coordinated effort to communicate daily with our clients to ensure they are receiving the best quality and service

- Have extensive knowledge of all contractual agreements.
- Oversee contracts up for renewal, and targeted potential clients.
- Administered all pricing with President and CFO.
- Supervised sales staff and assisted in the day to day activity of the office staff.
- Developed and Strengthened business relationships on behalf of Brady Linen.

2006-2007 (**Nevada Beverage Company- Anheuser-Busch Distributor**)
On-Premise Corporate Sponsorship Manager

Las Vegas, Nevada

Promoted to a newly created position that manages Hotel/Casino groups as well as independents; which fall under any contractual agreement between the wholesaler as well as Anheuser-Busch, Inc. The OCSM is required to manage all spending from budgets; which have been allocated to specific Hotel/Casino groups in addition to independent Hotel/Casino's.

- Assisted the Key Account Managers, Marketing, and all sources of national funding received from Anheuser-Busch, Inc. including local support.
- OCSM is required to institute trade calls and know all high levels of management, i.e. V.P of Food and Beverage, V.P. of Marketing and Entertainment, General Managers as well as the President if applicable

- Execute monthly/Quarterly sales reviews in order to monitor the under and over performances of both parties. To insure all facets of sales and distribution as well as Media, i.e. Radio, T.V. and print are included when deemed necessary to enhance any/all contract negotiations.

2000-2005

Hotel/Casino Sales Director

Promoted to a highly visible position based on six year experience within the Hotel/casino segment, relationships with Anheuser-Busch as well as established relationships of high profile personal within the Casino Industry. Developed well thought out plans to establish alliances with multiple and individual properties. Shown the ability to lead a team of individuals to capture sales through marketing, promotions, and strong negotiations achieving the goal of market share and increased profits. Achievements include:

- Created and implemented both national and local programs with Harrah's Entertainment to help gain incremental sales in various outlets of Harrah's Las Vegas, Harrah's Laughlin and Rio. Through consistent Execution of specific brand focus with promotions and strong relationships the Casino segment Experienced a 10% increase over the last two years.
- Managed the Hard Rock Hotel for over five years, through strong relationships, selective product placement and identifying the proper demographics for innovative marketing plans. Hard Rock Hotel became a main vocal point for Anheuser-Busch on a National level. The Casino segment experienced a 15% increase for this property over the last three years.
- Managed the MGM/Mirage properties consisting of New York, New York, MGM, Bellagio, Treasure Island, Mirage, Golden Nugget Las Vegas, as well as out of town properties such as State Line and Laughlin, Nevada. Through strategic product placement and properly executed programs for the serving staff and casino our segment for this group was up over 7% for the last three years.
- Assisted the Sales Manager, Marketing Department and Anheuser-Busch to identify new markets, for potential distribution focusing on key demographics that would eventually increase sales of multiple brands offered.

1996-2000

Key Account Manager

Promoted to the Hotel/Casino department to establish relationships with upper management within the Casino segment, and to expand the Anheuser-Busch portfolio along with its alliance brands. Demonstrated the ability to follow through on account calls, execute programs, and effectively present new products using resources such as business reviews, IRI data and server incentives.

- Managed the following corporate accounts: MGM/Mirage, Harrah's Entertainment, Station Casinos as well as the Hotel/Casinos in Laughlin, Nevada.
- Supervised Key Personnel within the following venues, Thomas and Mack, Sam Boyd, and Las Vegas Convention Center

1991-1996

Route Sales Manager

I managed the highest volume sales route for Budweiser and Bud Light. This route sold more than 400k cases per year from 1993 to 1996. This was achieved with multiple displays in all stores, identifying the specific package and product needs for the customer, and educating the buyer with data that has been presented in the form of a business review.

- Developed and maintained the highest level of customer service that led to increased sales and profitability within an area that had limited growth potential.
- Strengthened the brand portfolio along with planning and executing promotions while creating sampling opportunities in the on-premise to drive the consumer to the off-premise.

1987-1991 **Management Professional's, Inc.**
Property Manager

Manhattan Beach, CA

As a Property Manager I contracted and managed over thirty condominiums and Town home associations representing 600 units. Responsible for contract negotiations, planning and running association meetings, preparing monthly budgets Accounts payable and accounts receivables.

- Managed the daily maintenance on the common areas, which helped keep expenditures down.
- Created and implemented procedures to collect late fees that were reduced dramatically which equated to thousands of dollars per year.

1981-1987 **Security Pacific National Bank**
Consumer Loan Assistant

Beverly Hills, CA

Received training with Security Pacific National bank to which I became a Consumer Loan Assistant. Interviewed potential customers for personal, and automobile loans, as well as lines of credit.

- Targeted/Managed new and established business utilizing the Merchant bankcard system.
- Coordinated with Commercial lenders by analyzing prospective customer's financial statements and Tax returns.

EDUCATION

1977- 1978 **California State University Fullerton**
Fullerton, California

1978 - 1979 **Santa Monica College**
Santa Monica, California

2007- 2009 **University of Phoenix**
Las Vegas, Nevada

2009 – (Anticipated Graduation 2014) **Florida Tech University**
Melbourne, FL
B.A. in Business Administration/Management