LAKE SHORE
CLEAN SERVICES

Janitorial services proposal

Nightly cleaning, a day porter and floor care for Westchase Medical Plaza, 32,000 sq ft, from September 1, 2026.

PROPOSAL # LS-P-26-208
ISSUED Jun 9, 2026
VALID UNTIL Jul 10, 2026

CREATED BY

Lakeshore Clean Services
Denise Kowalczyk
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PREPARED FOR

Westchase Medical Plaza
Robert Haines
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Cover letter

Dear Robert,

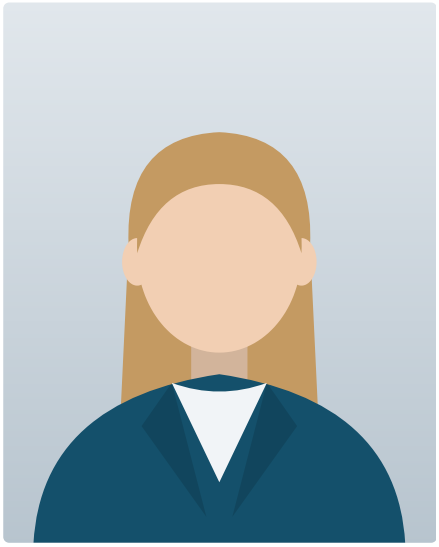
Thank you for the walk-through of the Plaza and for being open about what has gone wrong with the current contract: restrooms that run out of supplies by mid-afternoon, and complaints from two practices about exam rooms that were not cleaned.

A medical building is not an office building. Patients notice a dirty waiting room, and the practices answer to their own infection control rules. This proposal is built around both: a day porter who keeps the public areas right through clinic hours, and a night team trained to clean and disinfect exam rooms the way a clinic would.

We clean nine medical buildings in Greater Cleveland, and I would be glad to take you to any of them.

Sincerely,

Denise Kowalczyk



YOUR CONTACT

Denise Kowalczyk

Business Development Manager

+1 216 555 0153

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What you need

The building

Three floors, 32,000 sq ft, 14 tenant suites: primary care, dental, physical therapy, imaging and a pharmacy.

What has gone wrong

Supplies running out during clinic hours, missed exam rooms, and no inspections the tenants can see.

What success looks like

No tenant complaints about cleaning, supplies always stocked, and an inspection score above 95% every month.

What we propose

A day porter

In the public areas all clinic hours

Clinical cleaning

Exam rooms disinfected every night

Proof

Monthly inspections shared with tenants

The account

The team and the hours we would put on your building.

5

Night cleaners

Plus a working supervisor

40 h

Day porter a week

7:30 am to 4:00 pm

95%

Inspection target

Scored monthly, shared

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Infection control

How our night team cleans the clinical areas.

EPA-registered disinfectants

Hospital-grade products, used for the full contact time on the label.

Color-coded microfiber

Separate cloths and mops for restrooms, exam rooms and offices, laundered daily.

Trained for clinics

Every cleaner trained in bloodborne pathogens and how to work around sharps containers.

Touchpoint checklist

Exam tables, door handles, light switches, sinks and chairs, wiped and logged nightly.

Cleaning by area

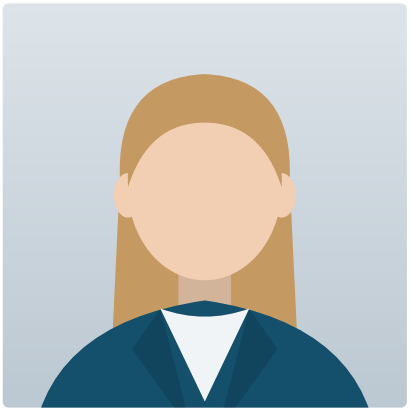
AREA	HOW OFTEN	WHAT WE DO
Lobby and waiting rooms	Nightly, porter by day	Vacuum, mop, disinfect seating and counters
Exam and treatment rooms	Nightly	Disinfect touchpoints, empty trash, mop
Public restrooms	Nightly, porter every 2 h	Clean, disinfect, restock
Break rooms	Nightly	Clean counters, sinks and appliance fronts
Private offices	Three nights a week	Trash, dust, vacuum
Hard floors	Quarterly	Scrub and recoat

Regulated medical waste and sharps stay with the practices' licensed haulers. We never handle them.

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Who you would work with



Denise Kowalczyk
Account manager

Your contact; runs the monthly inspection with you.



Andre Freeman
Night supervisor

Leads the night team and works alongside it.



Maria Sanchez
Day porter

Ten years in medical buildings; on site all clinic hours.

The first 30 days

How we take over from the current contractor without a gap.

AUG 10
Walk each suite
Meet every practice manager.

AUG 24
Hire and train
Clinical training for the team.

SEP 1
Start
First night, supervisor on site.

SEP 15
First inspection
Scored with you.

SEP 30
Tenant survey
Results shared in October.

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Annual price

For 12 months from September 1, 2026. Ohio sales tax applies to janitorial services and supplies.

#	ITEM	QTY	PRICE	DISC.	TAX	TOTAL
	Recurring cleaning					
1	**Nightly cleaning, Monday to Friday** Code: RC-NIGHT 32,000 sq ft over three floors: 14 tenant suites, the lobby, corridors and restrooms. 	12 months	$6,850.00	–	8%	$88,776.00
2	**Day porter, 8 hours, Monday to Friday** Code: RC-PORT Lobby, waiting rooms and public restrooms through clinic hours.	12 months	$3,400.00	–	8%	$44,064.00
3	**Restroom and break room supplies** Code: RC-SUPP Paper, soap and liners, stocked by us; usage reported monthly.	12 months	$640.00	–	8%	$8,294.40
					Subtotal: Recurring cleaning	**$141,134.40**
	Periodic services					
4	**Hard floor scrub and recoat, corridors and lobby** Code: PS-FLOOR Area: 9,800 sq ft of LVT and VCT 	4 visits	$2,350.00	–	8%	$10,152.00
5	**Carpet extraction, carpeted corridors** Code: PS-CARP	2 visits	$1,950.00	–	8%	$4,212.00
6	**Ground floor exterior windows** Code: PS-WIN	4 visits	$780.00	–	8%	$3,369.60
					Subtotal: Periodic services	**$17,733.60**

Subtotal	$147,100.00
Ohio sales tax (Cuyahoga County 8%)	$11,768.00
Total	**$158,868.00**

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How it is billed

BILLING	AMOUNT
Monthly, in arrears, for 12 months	$13,239.00
Annual total, tax included	$158,868.00

Periodic services are spread evenly across the months, so every invoice is the same.

Terms

1. Term

1.1 12 months from September 1, 2026, renewing for a year at a time unless either side gives 60 days' notice.

2. Price review

2.1 The price is fixed for the first year and reviewed at renewal, with at least 60 days' notice of any change.

3. Quality guarantee

3.1 Any area that fails an inspection is recleaned within 24 hours at no charge.

4. Ending the contract

4.1 Either side may end it with 30 days' notice if a serious problem is not fixed within 15 days of written notice.

5. Insurance

5.1 $2 million general liability, workers' compensation and a $50,000 janitorial bond.

6. Payment

6.1 Invoices are due 30 days from the invoice date.

Agreed

Signed for Meridian Realty Partners, on behalf of Westchase Medical Plaza, and for Lakeshore Clean Services.

FOR THE OWNER

_____

SIGNATURE

Westchase Medical Plaza

Name: _____

Date: ____ / ____ / _____

FOR LAKESHORE

_____

SIGNATURE

Lakeshore Clean Services

Name: _____

Date: ____ / ____ / _____

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