

STRATUS

BUILDING SOLUTIONS

Commercial Cleaning Proposal

Presented For:

Town of Danville

Presented By:

Matt Nikirk | mnikirk@stratusclean.com | 317-607-0544
www.stratusclean.com





3105 East 98th Steet Suite 120
Indianapolis, IN 46280
317-607-0544

Town of Danville
49 North Wayne Street
Danville, IN 46122

Dear **Mark,**

I would like to thank you for the opportunity to provide you with a customized Stratus Building Solutions cleaning and disinfecting solution proposal for your cleaning needs. After thoroughly measuring your facility, listening carefully to your requirements and mixing in our professional knowledge of the industry, I think you'll find this cleaning program to be detailed and inclusive.

Based on our conversation

Stratus is excited for the opportunity to prove ourselves to you. We know that with this unique profile of ownership, ***competitive pricing*** and an emphasis on consistent ***quality and reliability***, Stratus will always be able to deliver what was promised.

Your specifically tailored cleaning solution is on the following pages. If after reading it, you have any questions or need to make any final adjustments, please feel free to call. Otherwise, all that is needed to get started is your signature.

Best Regards,

Matt Nikirk
Regional Director
Stratus Building Solutions
mnikirk@stratusclean.com



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Who is Stratus?

Stratus Building Solutions is a commercial cleaning franchise organization that started in 2006 and has over 90 regional offices and more than 4,000 franchises that provide regular cleaning services at over 10,000 locations across the US and Canada.

Stratus Building Solutions of Indiana

- Locally owned and operated since May 2017
- Providing services to 400 customers across the state Indiana
- Stratus Building Solutions is the international leader in green cleaning services.

Dedicated Local Team

From your professional cleaning service providers to your regional support office, the entire Stratus team is here to meet your facility's needs.

Cleaning Professionals

Stratus service providers are expertly trained and certified in cleaning facilities of all types.

Emergency Support

Have an emergency? Reach your cleaning team directly or via the regional office.

Going Green

Green cleaning is our standard, and we can help you maintain that effort by providing supply orders that include items like post-consumer recycled paper products and environmentally friendly hand soaps.

Insurance Included

Stratus provides \$2 million General Liability Insurance Coverage, Worker's Compensation, \$50,000 Janitorial Bond/ theft policy coverage to every customer with every contract.



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Customer Testimonials

Cordant
Health Solutions®

Started using stratus for our company cleaning. I am so impressed, the sales team, the manager and even our cleaners are very thorough, knowledgeable and keep in communication. I never thought I would be so happy with a cleaning company, definitely recommend!

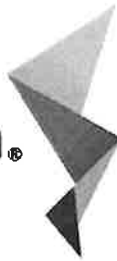
Nicki Qualls – HR Generalist

GUIDON
DESIGN
SUSTAINABLE
ARCHITECTURE + ENGINEERING

I have been using Stratus for several years now and they have come a long way. For value they cannot be beat. Staff are reliable and do a very good job.

Bill Thomas – Infrastructure Manager

Premise Health.



We have been utilizing Stratus for ~9 months for our business and could not be happier. They are thorough, timely and professional. We are very satisfied and feel they offer a great value. We are happy to have found them.

Debbi Bowman – Health Center Manager

FIREFLY
Children & Family Alliance



The Stratus Team is awesome! They have brought a level of quality of cleaning that far surpasses our previous service provider. They have made my job much easier and the staff really appreciates having such great service. Highly recommend giving them a call!

Lewis Rhone – Director of Facilities

Cleaning for Health and the Environment

Environmental leadership is one of Stratus Building Solutions' strategic objectives extending to our customers. Responsibly cleaning for customer's health and for the environment is a crucial part of Stratus Building Solutions environmental leadership in the commercial cleaning industry.

- Stratus exclusively uses Green Seal Certified products
- Environmentally friendly procedures are our standard
- Allergen micro-filtered vacuums and low VOC chemicals make your facility virtually allergen-free

Stratus Building Solutions is committed to providing environmentally friendly cleaning services in everything we do, from conservation of materials and products to recycling. We strongly believe that responsible environmental practices make good business sense.



Green Business
Bureau



Stratus Green Clean Chemicals

Our Green Cleaning Comes Standard

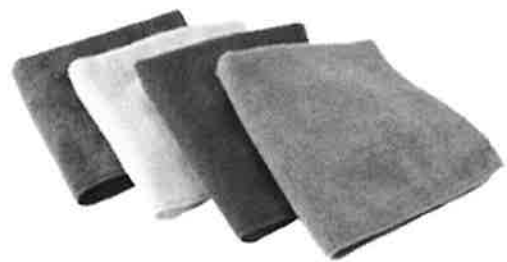
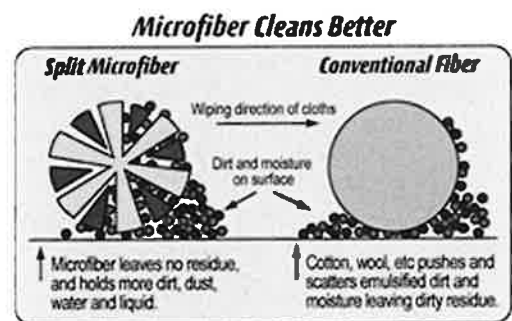
- Green Seal Certified products
- Improve productivity and morale
- Improve indoor air quality
- Meet and exceed state standards for VOC compliance
- Non-Toxic, no known carcinogens
- Reduced environmental & health risks associated with cleaning products, particularly for sensitive groups



Microfiber Cleaning Techniques

The next level of cleaning, waste reduction and cross-contamination prevention

Contributes to better indoor air quality with superior dust and dirt containment source reduction, uses less water and chemicals and lasts longer than conventional products. Our products are color-coded to match our Green Seal Certified cleaning chemicals to help prevent cross-contamination between cleaning areas like restrooms and kitchen areas.



Our Promise to You

Professionalism and Quality

This is vital to achieving our ambitiously high standards and meticulous attention to detail.

- Certified cleaning professionals
- 50-Point quality audits performed routinely
- Close communication between providers, regional support office and you
- Uniforms and ID badges utilized by all staff
- Latest cleaning technology
- Effective green clean services



Lobby	Common Areas
High / Low Dusting ★★★★★	High / Low Dusting ★★★★★
Horizontal Surfaces ★★★★★	Horizontal Surfaces ★★★★★
Furnishings ★★★★★	Furnishings ★★★★★
Phones ★★★★★	Phones ★★★★★
Walls / Partitions ★★★★★	Walls / Partitions ★★★★★
Glass / Mirrors ★★★★★	Glass / Mirrors ★★★★★
Carpet ★★★★★	Carpet ★★★★★
Tile Floor ★★★★★	Tile Floor ★★★★★
Corners / Edges ☆☆☆☆☆	Corners / Edges ☆☆☆☆☆
Offices	Restrooms
High / Low Dusting ★★★★★	High / Low Dusting ★★★★★
Horizontal Surfaces ★★★★★	Horizontal Surfaces ★★★★★
Furnishings ★★★★★	Furnishings ★★★★★
Phones ☆☆☆☆☆	Phones ☆☆☆☆☆
Walls / Partitions ☆☆☆☆☆	Walls / Partitions ☆☆☆☆☆
Glass / Mirrors ★★★★★	Glass / Mirrors ★★★★★

Reliability

Is imperative to achieve our 100% customer satisfaction pledge.

- Prompt service
- Fully trained and experienced staff
- Ample resources to tackle each job
- Emergency support available

Your Service Schedule

GENERAL CLEANING:

Offices, Entrances, Reception Areas, Conference Rooms, Hallways, Common Areas

- ✓ **Every Clean** - Dust horizontal surfaces - desk, credenza, counter and file cabinet tops
- ✓ **Every Clean** - Spot clean horizontal surfaces for removal of coffee rings and spillage
- ✓ **Every Clean** - Entrance doors and internal glass partitions cleaned of fingerprints and smudges
- ✓ **Every Clean** - Clean and sanitize drinking fountains
- ✓ **Every Clean** - Empty all waste paper receptacles
- ✓ **As Needed** - Replace waste receptacle liners
- ✓ **Every Clean** - Disinfect all telephone receivers and dust phone bases
- ✓ **1x / Week** - Disinfect light switches, light switch plate covers and door handles
- ✓ **1x / Week** - Walls cleaned of fingerprints and smudges
- ✓ **1x / Week** - Polish all drinking fountains
- ✓ **1x / Month** - High dusting – air vents, tops of doors, door frames, ceiling corners
- ✓ **1x / Month** - Low dusting – front and sides of desks, legs of chairs, tables and chair bases
- ✓ **1x / Month** - Furniture – vacuum fabric and wipe down other surfaces to remove dust and lint



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FLOOR CARE:

Carpet, Wood, Ceramic, Vinyl, Concrete

- ✓ **Every Clean** - Vacuum, sweep or dust mop all hard surface floors
- ✓ **Every Clean** - Vacuum all carpeted traffic areas
- ✓ **Every Clean** - Thoroughly mop all hard surface floors
- ✓ **1x Month** - Remove spots and small spills from carpet
- ✓ **1x Month** - Wall to wall vacuuming of carpeted areas
- ✓ **1x Month** - Detail vacuum carpet edges and corners along walls and partitions
- ✓ **1x Month** - Dust all baseboards.

RESTROOMS

- ✓ **Every Clean** - Clean and disinfect counter tops, wash basins, toilets, toilet seats, and urinals
- ✓ **Every Clean** - Clean and disinfect all dispensers, fixtures, and mirrors
- ✓ **Every Clean** - Empty trash receptacles
- ✓ **Every Clean** - Empty sanitary napkin receptacle and disinfect
- ✓ **Every Clean** - Spot clean partitions and tile walls
- ✓ **Every Clean** - Restock hand soap, paper products and soap from customer stock
- ✓ **Every Clean** - Disinfect partition handles, door handles, and light switches
- ✓ **Every Clean** - Clean and sanitize outsides of dispensers and trash receptacles
- ✓ **Every Clean** - Polish all dispensers, fixtures, and mirrors
- ✓ **Every Clean** - Replenish all soap and lotion dispensers
- ✓ **Every Clean** - Sweep and thoroughly mop floor with germicidal solution
- ✓ **1x / Week** - High dust – tops of partitions, air vents, mirror frames, and tops of doors
- ✓ **1x / Week** - Clean and disinfect restroom partitions and walls around toilets and urinals
- ✓ **1x / Month** – Apply Drain Cleaner, Sanitizer, and deodorizer to the floor drains in all bathrooms

BREAK AREAS:

Kitchens, Cafeterias, Lunch Rooms, Coffee Areas

- ✓ **Every Clean** - Counters, and table tops cleaned with approved disinfectant
- ✓ **Every Clean** - Fronts of counters and chairs cleaned
- ✓ **Every Clean** - Sinks cleaned with approved disinfectant
- ✓ **Every Clean** - Outside of refrigerator and microwave wiped down
- ✓ **Every Clean** - Inside of microwave cleaned
- ✓ **Every Clean** - Trash removed
- ✓ **Every Clean** - Coffee machines turned off
- ✓ **1x / Week** - Sink thoroughly scoured using liquid cleanser
- ✓ **1x / Month** - Table bases and chair legs cleaned



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Additional Services and Specialties

If you have a need, we will make every effort to accommodate you.

- Carpet and upholstery cleaning
- Partition fabric cleaning
- Hard floor services (stripping and waxing)
- Window cleaning
- Seasonal cleaning
- Move-in and out cleans
- Construction cleanup
- Janitorial supplies
- Restroom supplies

It is strongly recommended a customized floor care program be implemented, including carpet care and hard floor care services, to maintain the appearance of your floors and prevent premature replacement of floor coverings.

All estimates for floor care services are based on current labor and supply costs. It is assumed that all heavy articles that a customer wishes floor services to be performed under will be removed by the customer prior to commencement of a floor care service and replaced by the customer following completion of our service.



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Your Post-Construction Cleanup Experts

Stratus Building Solutions offers customized post-construction cleanup options. We will work with you on-site to put together a free, no-obligation proposal.

Full Top-Down Cleaning including:

- Polishing of fixtures, vents, lighting and more
- Polish of all brightwork
- "White Glove" polishing doors and door frames
- Clean and polish windows inside and out
- Walls
- Baseboards
- Carpet (Including deep cleaning if needed)
- VCT strip and wax
- Ceramic tile (deep clean and grout extraction)
- Ceramic tile sealing (walls and floors)
- Power washing entrance ways

Features:

- Fully insured and bonded
- Double-check system - Owner Operators and Regional Ops customer service experts
- Full Green Clean - environmentally friendly service

**Proposal
Delivery**

1

- After the initial appointment, a proposal will be drawn up to meet the requests and needs of your facility.
- The proposal will outline each area that will be cleaned, the frequency of each cleans and the pricing.

Review

2

- Client to review proposal and request any adjustments to types of services and frequency.
- Please take a moment to carefully review the contract and terms and conditions.

Signature

3

- Send confirmed proposal to your Stratus contact.
- We will set an approximate start date to begin services.
- If your incumbent company has a contract in place, confirm exit plan and timeframe.

Walkthrough

4

- Your Service Provider will coordinate with you on the work schedule and frequency of services at your facility.
- If necessary, we can arrange for special services, like carpet cleaning or hard floor care at this time.
- Keys and access codes will need to be provided by the client.
- Both parties will exchange emergency contact information.

Service Begins

5

- Schedule initial clean with extra time considerations.
- Our operations team will conduct a quality audit after your initial clean to assure your needs are met.

**Throughout
Contract**

6

- Recurring quality audits will be conducted by our operations team.
- Our services providers and operations team will be readily available to answer any questions and provide additional assistance as needed.
- We will provide a log book for your facility to ensure a clear record of communication between our Service Providers and your designated contact person.



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Service Agreement

This Agreement, dated **December 31, 2025** is made between Stratus Building Solutions ("STRATUS") and [Company] ("CLIENT"). Both STRATUS and CLIENT agree that STRATUS will begin service on _____, 2026 under the following terms and conditions.

1. CLIENT agrees to contract STRATUS to perform cleaning services according to the attached cleaning schedule. This agreement is for twelve consecutive months without interruption. Contract will commence on the latter of the dates between the one designated on the signature page and the actual date services begin.
2. This business contract agreement is obtained by STRATUS for the business benefit of a STRATUS Franchisee who hereby agrees to comply with the terms and conditions of this agreement. The Franchisee selected to service this CLIENT will be introduced prior to the start date of service.
3. Franchisee has successfully completed the STRATUS training program and carries all required certifications and insurance.
4. Six of the nationally recognized holidays have been taken into consideration during the calculation of this proposal. These include New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day. If work is performed on these days, additional charges may apply.
5. STRATUS will invoice CLIENT monthly, and CLIENT agrees to pay STRATUS the amount that is due and owed under the terms of this contract within 10 days of the billing date. Late payments will incur service and finance charges. In the event of default on payment, CLIENT agrees to pay STRATUS' costs for collection and/or attorney fees.
6. This agreement may be terminated for non-performance only, and the Client must give the STRATUS written notice, specifying in detail, the nature of any defect in performance. STRATUS shall have thirty (30) days to cure specified defects. If the specified defects have not been cured at the end of the thirtieth (30) day, the Client shall notify STRATUS in writing of failure to cure, and the agreement shall terminate thirty (30) days from date of said notice. All written notices must be timely and via certified mail.
7. CLIENT agrees to verbally notify STRATUS Office of any non-performance issues, in detail, prior to written notification.
8. CLIENT agrees that during the term of this agreement and within ninety (90) days after termination of this agreement, they will not employ directly or indirectly any employees, agent representatives or franchisees of STRATUS.
9. This agreement is for a term of one (1) year, and shall automatically renew on the anniversary date, with the same terms and conditions, unless either party shall give written notice of termination, at least sixty (60) days, but no more than ninety (90) days prior to said anniversary date.



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Our Agreement of Current Service

Both STRATUS Region and CLIENT do agree to all terms, conditions, cleaning schedule and pricing as outlined in this Agreement. Stratus will provide all the necessary cleaning chemicals and equipment. CLIENT will provide all paper products, hand soap and replacement liners for trash receptacles.

Service provided:
2 Day per Week service

Monthly Invoice:
\$1,757 per Month

****Note/Payment Option: This pricing includes a 5% discount for payments received by check or ACH. All other forms of payments such as credit cards will be at 5% per month added.**

CLIENT

STRATUS Region

By: _____

By: _____

Title: _____

Title: _____

Date: _____

Date: _____

Approximate Start Date: _____

This proposal assumes that if it is granted, all parties will work together to maintain a mutually agreeable cleaning solution. We reserve the right to withdraw this proposal if it is not accepted within 30 days.