



Disinfection Services Proposal
prepared for:



Prepared by:

*Alpha & Omega Building Services, Inc.
11319 Grooms Road
Cincinnati, OH 45242
Main: 1-800-838-7676
John Onnen: 1-513-532-0722*

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June 19, 2020

Introduction

Thank you for the opportunity to provide you with this response to your RFP for Disinfection Services. Alpha & Omega has the experience and expertise to make sure your members receive the type of professional service they expect. As disinfection services become the new norm, Alpha & Omega will continue to be at the forefront of disinfection service technology, as we have for years.

Alpha & Omega began our GermStop™ disinfection service in 2015. We were prepared for the current pandemic because we didn't just come to the table. We are also the custodial service company selected by hundreds of school buildings in the region. We have successfully renewed/extended every major academic facility contract through the years because we form partnerships that provide the type of service that our customers are proud of.

We encourage you and any other members of your staff to ask any questions, contact our references, and tour any of our customer sites. Again, we appreciate your consideration. Please contact me at 513-532-0722 if you have any questions whatsoever.

Sincerely,

John Onnen

John Onnen
VP Sales/Marketing

JO/jm



Company Background & History

Alpha and Omega Building Services, Inc. began in Southern Ohio in 1986. We have been in business for 34 years providing disinfection, custodial and maintenance service to Schools, Universities, Colleges, Corporate Headquarters, Commercial Buildings and Sports Venues. Our president, Jim Baker, has a proven track record of managed growth and a *consistent, high level of customer satisfaction*.

In 2003 Alpha and Omega Building Services started its facilities maintenance and carpet cleaning division. General Manager Scott Berlekamp has over 30 years of experience and is highly respected in the property management field.

In 2015, Alpha & Omega developed GermStop™ disinfection services. Since that time, we have added a breadth of delivery systems, products, and services to meet and exceed the needs of our customers.

Today, A&O is one of the largest building custodial and maintenance companies in the multi-state region, servicing over 20 million square feet per day. We provide Disinfection, Commercial Cleaning, Facility Maintenance, Carpet Cleaning, Consulting and Facility Management Services.

ORGANIZATIONAL STRUCTURE, CHART & PROFILES



James Baker
President, CEO

Owner and President Jim Baker has an unparalleled history of success in the disinfection and cleaning industry. Jim's unwavering dedication to putting quality first has proven to be the key the many long-lasting partnerships Alpha & Omega has developed in the past 24 years of Alpha & Omega's 34 years in business. Although an experienced professional in a variety of industry environments, Jim Baker has dedicated most of his career with servicing educational facilities.

Jim has taken Alpha & Omega from 1.5M SF to 20M SF since joining Alpha & Omega in 1996 and acquiring controlling interest in 1998. Prior to Alpha & Omega, from 1986-1996 Jim held the position of Regional Vice President for an international cleaning company responsible for business operations in Ohio and surrounding states. Jim is intimately experienced in all aspects of the facilities industry. He is widely recognized as one of the most knowledgeable industry professionals in the multi-state area and is well respected throughout the country. Jim has earned the respect of his peers and competitors by bringing the highest degree of character and professionalism to the facilities industry.



Michael Crotty
Vice-President, Operations

Mike Crotty has serviced in the facilities industry since 1995 and is responsible for operations at Alpha & Omega. Mike reports directly to Jim Baker. Mike began his tenure at Alpha & Omega in 1998. Mike's responsibilities include oversight of all operations, employees, customer relations, and P/L. Mike has called Ohio his home his entire life where he attended Alter High School and Sinclair Community College. Mike's previous experience includes janitorial sales and multi-state healthcare sales where he earned numerous awards for sales performance.



John Onnen
Vice-President, Sales & Marketing

John Onnen is responsible for company sales and marketing and reports to Jim Baker and Mike Crotty. John grew up in Louisville, KY, and has been instrumental in the development of disinfection services and sustained growth at Alpha & Omega since joining the company in 2009. In addition to several other roles in the industry, he has served on the board of the regional International Facility Managers Association for the past 9 years working closely with facility managers in a wide variety of industries. Before his tenure at Alpha & Omega, John owned and operated multiple companies in Ohio and California. John received his BS in Business at Indiana State University, and MBA at Pepperdine University.



Jennifer Keish
Controller, Human Resources Director

Jennifer Keish has 25 years in the service industry, and she joined Alpha & Omega in 2012. Jennifer reports to Jim Baker and Mike Crotty. Jennifer's responsibilities include human resources, payroll and time keeping services, benefit coordination, billing, budgets and financial information. Jennifer graduated from McNeese State University with a Major in Computer Science and a minor in both Accounting and Theoretical Mathematics.



Nick Mahon
Director of Operations

Nick's responsibilities include oversight of all operations for the multi-state region. Nick reports to Mike Crotty. Nick started in the facilities industry in 2007 and joined the Alpha & Omega Team in 2017. Nick's experience prior to Alpha & Omega includes janitorial sales and management as he was the VP of Sales for the Ohio/Kentucky region with HP Products from 2014-2016. Nick has a tremendous knowledge of the JanSan Industry and brings great leadership to the A&O team. Nick earned his Bachelor of Science degree in Biology at Wright State University.

4. Provide corporate office location. List number of sales and service offices. For each location, list the name of key contact with title, address, phone, fax number, e-mail address, etc. along with resume

Headquarters:

2843 Culver Avenue, Kettering, Ohio, 45429

John Onnen, VP Sales & Marketing, 800-838-7676,
jonnen@aobuildingservices.com, fax 937-298-8151

Operations Office:

11319 Grooms Road, Cincinnati, Ohio, 45429

John Onnen, VP Sales & Marketing, 513-532-0722, fax 513-429-5088

5. If you are a certified W/MBE vendor, provide the percentage of your business that is with W/MBE suppliers

N/A

6. Provide your company's Dun & Bradstreet (D&B) number

15-417-9501

7. Provide company's Safety program, record, awards, certifications and vision.

BELOW IS THE SAFETY PROGRAM SECTION OF OUR EMPLOYEE HANDBOOK. ADDITIONAL SAFETY PROGRAM INFORMATION IS ALSO AVAILABLE UPON REQUEST AS ARE EXCERPTS FROM A&O'S CERTIFICATION MANUAL FOR CLEANING INSTITUTE MANAGEMENT STANDARD. SPECIFIC SAFETY AND WORKERS COMPENSATION DATA WILL ALSO BE FURNISHED UPON REQUEST.

SAFETY POLICY

Alpha & Omega Building Services is committed to the safety of its employees. Our goal is to provide a safe and healthy work environment. It is a mandatory condition of employment that you follow all safety rules required by Alpha & Omega Building Services. Our safety program is based on the fact that accidents do not simply happen, they are caused. Only through the determined elimination of the cause of accidents can we reduce them Alpha & Omega Building Services firmly believes that most personal injuries can be prevented.

The key to the prevention of injuries is the willingness of each employee to work safely. Most injuries are the result of carelessness. Each employee must accept his responsibility to help in the prevention of accidents. Eye injuries are most serious and, therefore, the use of goggles or protective glasses by mechanics or other employees working under automobiles is required.

Accidents can be avoided by using protective devices and by following simple safety rules. Your assistance in reporting or correcting conditions, which may cause injury to customers, visitors or your fellow employees, is earnestly requested.

Please report any unsafe equipment or conditions to your supervisor. It is the responsibility of each Alpha & Omega Building Services employee to help maintain a safe work environment. If you or one of your co-workers is aware of a

safety violation or an unsafe work environment or practice, you must report this to your supervisor immediately.

Alpha & Omega Building Services has an occupational injury and Worker's Compensation program designed to assist all employees in maintaining a safe working environment; the prevention of loss of work and wages due to injury; accelerated return to work from injury; and sound answers to questions regarding all safety issues.

All employees are obligated to follow all federal and state OSHA laws as they apply to their positions. Any employee who fails to observe the required safety procedures of their position or that is found to be working in an unsafe manner will be subject to discipline up to and including termination.

Further safety rules and procedures will be outlined according to each employee's particular position, including the safety procedures already existing with the assignment. Employees should report any injuries or damage to property to their supervisors immediately.

Mandatory Safety Rules:

- Always use Personal Protective Equipment when required.
- Never lift more than 80 pounds maximum or the maximum permitted by your personal physician.
- Never operate any powered industrial equipment unless you have been trained and certified to do so by the company.
- Never operate machinery without the proper guards and safety devices in place.
- Never work on surfaces over four feet high without railing or fall protection.
- When in doubt see your supervisor.
- Never operate machinery or power tools, which you have not been trained to use.
- Never operate a piece of equipment that appears to be unsafe, damaged, or unusable.
- Never use chemicals, which you cannot identify or have not been trained to use.
- Never enter into horseplay or conduct malicious mischief while on the job.
- Never bring, use, and/or sell illegal drugs or alcohol on company property.
- Never bring any type of weapon or firearm on company property or the workplace.

- Always report any incidents or near-miss incidents immediately to your supervisors.
- ALWAYS REPORT UNSAFE WORKING CONDITIONS TO YOUR SUPERVISOR.

Violations of any of these mandatory safety rules may be grounds for termination. Reporting unsafe working conditions will not jeopardize your employment with Alpha & Omega Building Service. Any injury sustained due to violation of these safety rules may not be covered by Workers' Compensation. Machine Operation and Guarding Unguarded equipment can cause serious injuries.

Do not remove or alter guards in any manner and NEVER attempt to reach in, under, around, or through a guard to the point of operation. If a machine is not guarded or does not prevent you from reaching the point of danger, report it to your supervisor immediately. Do not use unguarded machinery. NEVER operate power tools or machinery without obtaining permission first, and always have the supervisor demonstrate the safe way to operate the equipment. NEVER leave a tool or machine running while unattended. Be sure to control long hair and remove any loose clothing or jewelry, which could become caught in a machine. Lockout/Tag out the Control of Hazardous Energy & Electrical Safety NEVER attempt to clean, repair, or service a machine while it is in operation. Do not attempt to start a machine that has a power switch locked or tagged indicating that the equipment is under repair. NEVER put your hand or other body parts into a machine that has not been deactivated and "locked-out." An authorized employee, typically the Maintenance Supervisor, must do the lockout procedure.

Do not use machinery or tools, which have exposed electrical parts or wiring. Look to be sure your equipment has the proper electrical grounding, and does not use electrical cords that are not grounded or have frayed wiring. Flexible (extension) cords should only be used for temporary work. Do not route flexible (extension) cords through holes in walls, floors or ceilings and do not pass them through doorways or across aisles where they could cause a tripping hazard or become damaged, unless instructed to by Alpha & Omega Building Services.

When lifting a load by hand, bend your knees, keep your back aligned, maintain balance and use your leg muscles to do the actual lifting. Keep the load as close to your body as possible. Avoid twisting while lifting and be sure that your path is clear. Use material-handling equipment or devices whenever possible and ask for help with heavy or awkward loads.

Fire Prevention and Emergency Action: You must be made aware of the company's emergency procedures regarding fire protection and emergency evacuation. NEVER use a fire extinguisher without proper instruction. Alert your supervisor immediately when there is a fire.

Be aware of the emergency escape routes, who to call if there is a fire, and where to go after you evacuate the building. NEVER leave the work-site without informing someone of your whereabouts. Always be aware of potential fire hazards when doing your work.

- Blood Borne Pathogens Blood borne Pathogens such as HIV and Hepatitis B can be transmitted by exposure to an infected individual's blood or other body fluids. For this reason, only properly trained individuals using appropriate personal protective equipment are allowed to respond to injuries in the workplace or participate in work, which will expose them to blood or body fluids. Notify your supervisor if such information and training is not provided.
- Confined Space NEVER enter a space that is marked Confined Space unless you are authorized and trained to do so. If the space is not marked and you feel that the area is not safe, do not enter. Alert your supervisor about your concerns. Examples of such spaces are vaults, pits, Manholes, trenches, vessels, tanks, and vats.
- Fall Protection Do not enter, walk, or work on open-sided floors, walkways or platforms that are four feet or more above the adjacent floor or ground level unless they contain a guardrail or you are wearing appropriate fall protection. Active fall protection systems include safety harnesses, a lifeline, and an anchorage point.
- Personal Protective Equipment Personal protective equipment (PPE) includes all clothing and other work accessories designed to create a barrier against workplace hazards. You must receive training as to the type of PPE to be utilized for the job you are doing along with the proper way to use, clean, store and dispose of it. • Steel-toed shoes must be worn in areas where your feet may be injured or when required by Alpha & Omega Building Services • Hard hats must be worn when working below other workers or under machinery or processes, which might cause materials or objects to fall • Hearing protection must be used when exposed to excessive noise. • Eye and face protection such as safety glasses, chemical goggles, and face shields must be used in order to protect you from exposure to chemicals, radiation, or flying particles: • Appropriate gloves must be worn when working with chemicals, electrical devices; blood, or objects that may cut or pierce the skin • Protective clothing must be worn when welding, using chemicals, or in extreme weather conditions • Respirators (air purifying devices) should only be worn when indicated by your supervisor and the required training has been provided. Respirators are used to reduce the amount of airborne contaminants that you breathe.

8. Define your standard terms of payment

Net 30 upon credit approval. Initial service may require credit card or prepayment depending on immediacy of service requested.

9. Provide three references from customers in the public sector in Kentucky or contiguous states

Northern Kentucky University

Contact: Shomari Kee
Email: kees1@nku.edu
Phone: 859-572-5198

Goshen Local Schools

Contact: Todd Shinkle
Email: shinklet@goshenlocalschools.org
Phone: 513-722-2222

Talawanda School District

Contact: Jason Merz
Email: merzj@talawanda.org
Phone: 937-229-3922

Additional excellent references will be furnished upon request.
We encourage you to contact ANY of our customers.

10. Provide proof of Insurance



ALPH&OM-01

MMILLER1

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
12/27/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Cincinnati (HHH) / AssuredPartners NL 5905 E. Galbraith Rd., Suite 5000 Cincinnati, OH 45236	CONTACT Marcia Miller NAME: PHONE (A/C, No, Ext): (513) 333-0700 FAX (A/C, No): (513) 333-0735 E-MAIL: ADDRESS:
	INSURER(S) AFFORDING COVERAGE INSURER A : Motorists Commercial Mutual Insurance Company 13331 INSURER B : INSURER C : INSURER D : INSURER E : INSURER F :
INSURED Alpha & Omega Bldg Svcs Inc. Alpha & Omega Building Services, Ltd.; Alpha & Omega Ltd; JMT Investment Properties, LLC 2843 Culver Avenue Kettering, OH 45429	NAIC #

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			5000081958	1/1/2020	1/1/2021	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/PROP AGG \$ 2,000,000 OH STOP GAP \$ 1,000,000 COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
A	X AUTOMOBILE LIABILITY ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			5000081958	1/1/2020	1/1/2021	BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	X UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR EXCESS LIAB CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0			5000082205	1/1/2020	1/1/2021	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 PER STATUTE OTH-ER \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/OWNER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y / <input checked="" type="checkbox"/> N / A If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	General Liability			5000081958	1/1/2020	1/1/2021	EPLI/Stop Gap \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Coverage/Limits shown are for Informational Purposes Only

CERTIFICATE HOLDER Alpha & Omega, Inc. Alpha & Omega Building Services, Ltd., Alpha & Omega, LLC 2834 Culver Avenue Kettering, OH 45429	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
--	--

ACORD 25 (2016/03)

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11. Submit completed RFP certification

**KPC FACILITY SUPPLIES AND RENTAL SERVICES PROPOSAL
RFP-DISINFECTION AS A SERVICE-2020**

REQUEST FOR PROPOSAL CERTIFICATION

We have read all the conditions and requirements of the request for proposal. In compliance with all general and specific terms and conditions of the request for proposal, in consideration of the detailed description attached hereto, and subject to the statements thereof, the undersigned agrees that, upon proper acceptance by KPC, of any part of the offer within the time stipulated, a contract shall thereby be created in accordance with the specifications for that part of the offer accepted.

RFP Certification

Alpha & Omega Building Services, Inc.

John M. Onnen

John M. Onnen

jonnen@aobuildingservices.com

513-532-0722

513-429-5088

Phone

Fax

11319 Grooms Road, Cincinnati, Ohio, 45429

RFP CLARIFICATION (Please provide contact information if the person authorized to answer questions regarding this RFP is different from above.)

SAME AS ABOVE

12. Submit completed Resident Bidder Status Affidavit, if applicable

**REQUIRED AFFIDAVIT FOR BIDDERS, OFFERORS AND CONTRACTORS CLAIMING
RESIDENT BIDDER STATUS**

FOR BIDS AND CONTRACTS IN GENERAL:

The bidder or offeror hereby swears and affirms under penalty of perjury that, in accordance with KRS 45A.494(2), the entity bidding is an individual, partnership, association, corporation, or other business entity that, on the date the contract is first advertised or announced as available for bidding:

1. Is authorized to transact business in the Commonwealth;
2. Has for one year prior to and through the date of advertisement
 - a. Filed Kentucky corporate income taxes;
 - b. Made payments to the Kentucky unemployment insurance fund established in KRS 341.49; and
 - c. Maintained a Kentucky workers' compensation policy in effect.

The BIDDING AGENCY reserves the right to request documentation supporting a bidder's claim of resident bidder status. Failure to provide such documentation upon request shall result in disqualification of the bidder or contract termination.

[Signature] Signature John M. Onnen Printed Name

VP Sales & Marketing Title 5/18/2020 Date

Company Name Alpha & Omega Building Services, Inc.
Address 2843 Pulver Ave
Dayton, OH 45429

Subscribed and sworn to before me by John Onnen (Affiant) VP Sales & Marketing (Title)

of Alpha & Omega Building Services, Inc this 18 day of May, 20 20

Vanessa C. Wolf
Notary Public
[seal of notary]

My commission expires: 11/1/21



VANESSA C WOLFER
Notary Public, State of Ohio
My Comm. Expires 11/01/2021

12.b. Remediation Measures: Detail proposed remediation measures necessary with descriptions of the work, including time and cost, and countable and measurable metrics for proof of performance. Outcomes including performance metrics should be clearly delineated.

Alpha & Omega provides 100% remediation measures based on customer satisfaction. If customer is unsatisfied with service, Alpha & Omega will reapply at no additional cost.

12.c. Performance Metrics: Clearly delineate post treatment measurement process to verify pathogen kill including testing methodology (sample collection procedures, time to receive lab results, time for safe occupancy, etc.)

Measurement and verification are nearly impossible to perform on an ongoing basis due to the nature of the disinfection process. Although you can 'see' clean, you cannot 'see' disinfected surfaces. However, we are prepared for the following:

- 1) Provide product study data to any customer proving the efficacy claims of the applied product. Due to the limited file space able to upload electronically, these studies have been omitted for the purposes of this RFP response but will be furnished upon request.
- 2) Allow customers to visually verify that the product applied is the same product that we have provided study data for.
- 3) Allow and encourage customers to observe any of our technicians during the application process to verify that the product is being correctly applied as per our standards.

In addition, we will provide resources to perform test studies at customer sites upon request. This may result in an additional fee depending on the size and scope of the study. Samples will be taken in experimental and control groups (treated and untreated surfaces) with an ATP meter to determine variation levels of microorganisms at the onset and over time. Although environmental conditions (temperature, humidity, light exposure, ventilation, etc.) can be controlled within groups, creating identical sample areas for accurate comparison will be difficult due to the varied nature of human occupant activity within any given space, therefore a great deal of attention will be required during space identification and sample collection. Information will be recorded and reported to the customer within 2-4 weeks of study completion. Occupants may return to any treated area after 15 minutes of treatment or sample collection.

12.d. Pricing: Provide pricing structure on a per square foot, hourly, or some other countable basis for disinfection services. Pricing should be inclusive of all fees (travel costs, project management, materials, etc.). Delineate any pricing bands, for example discounts as square footage increases. Detail costs and schedule for members who wish to subscribe to the service on an ongoing basis versus a single cleaning.

SF		Price
<u>Over</u>	<u>Up to</u>	
0	50K	\$500.00
50K	100K	\$700.00
100K	150K	\$1,050.00
150K	200K	\$1,400.00
200K	250K	\$1,750.00
250K	300K	\$2,100.00
300K	350K	\$2,450.00
350K	400K	\$2,800.00
400K	450K	\$3,150.00
450K	500K	\$3,500.00
500K	1M	Add \$600.00 per 100K SF
1M		Add \$500.00 per 100K SF

Contract Pricing:

1-Year commitment of monthly service: 10% discount

*Pricing based on self-reported approximate square footage from customer prior to scheduling of service. In the event that square footage appears to be significantly greater than estimate (10% or higher), then customer agrees to furnish scale drawings for confirmation. Alpha & Omega will fully coordinate treatment schedule with customer prior to treatment date/time. Customer agrees to provide immediate access to external and internal entries upon arrival so that technicians do not have to wait for doors to be unlocked. Technicians may be accompanied by customer but must be able to move freely throughout the areas to be serviced. Inaccessible areas will not be treated.

Responders shall also provide cost and time of project for the following 3 theoretical prototype school facilities:

- | | |
|--|------------|
| 1. Elementary school 500 students 60,000sf | \$700.00 |
| 2. Middle School 750 students 97,000sf | \$700.00 |
| 3. High School 1,000 students 145,000sf | \$1,050.00 |

Responders shall also provide unit cost metrics for additions to or subtractions from the above 3 building types on a square foot, hourly or some other countable basis.

SEE PRICING IN PREVIOUS SECTION 12.d. ABOVE

Respondents are also encouraged to provide costs to disinfect member owned vehicles (primarily school buses). Pricing should assume the vehicles are clean and parked in a central location.

\$10.00 per bus after \$500 minimum is met.

e. Licensure: Detail all certifications, licenses, environmental impact or other metrics required to complete the project. Attach copies to your submission as appropriate.

Certifications, Associations and Memberships

- *International Sanitary Supply Association
Corporate Member*
- *International Facility Management Association
National Corporate Membership*
- *International Facility Management Association
Regional Chapter Memberships
Regional Chapter Board Member John Onnen
Gold Partner*
- *Cleaning Industry Management Standard
Green Building Certified
Certified with Honors*
- *Building Owners and Managers Association
Regional Chapter Membership*
- *Ohio Association of School Board Administrators*
 - *Ohio School Board Association*
 - *Ohio School Board Honor Roll**Associate Membership*
- *Ohio School Board Association, Southwest Region
Standing Sponsor*



Having undergone a comprehensive assessment of its management structure and green cleaning operations by an independent accredited CIMS-GB assessor

Alpha & Omega Building Services

is hereby CERTIFIED to
the ISSA Cleaning Industry Management Standard
Green Building Criteria

and has successfully demonstrated a commitment to the delivery of environmentally preferable services designed to meet customer needs and expectations.



A handwritten signature in black ink, appearing to read "John P. Garfinkel".

John P. Garfinkel, Executive Director
ISSA



Having undergone a comprehensive assessment of its management structure and operations by an independent accredited CIMS assessor

Alpha & Omega Building Services

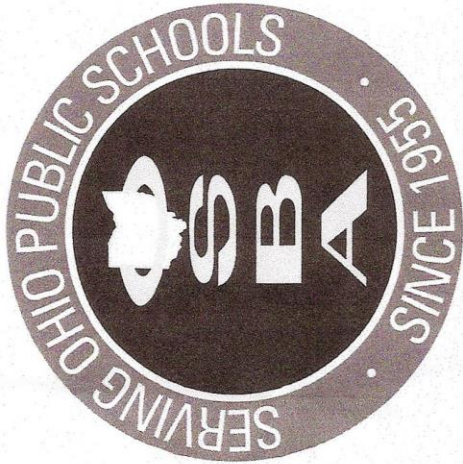
is hereby CERTIFIED WITH HONORS to the ISSA Cleaning Industry Management Standard

and has successfully demonstrated a commitment to the delivery of consistent, quality services designed to meet customer needs and expectations.



A handwritten signature in black ink, appearing to read "John P. Garfinkel".

John P. Garfinkel, Executive Director
ISSA



OSBA Business Honor Roll

Goshen Local Schools
recognizes

Alpha/Omega

for their contributions to our schools and
exemplary service to our community.

Cathy Johnson
OSBA president

Lee Steele
Board president

f. Staffing Plan: A staffing plan is required, which describes the supplier's proposed staff distribution to accomplish work involved in servicing participating members.

Alpha & Omega has over 500 full-time employees and up to 30 certified trained technicians on staff and available at all times to meet and exceed the needs of the participating members. We are prepared to have available additional certified technicians when needed in a very timely manner. In addition, we keep dozens and a variety of application foggers/misters in inventory. We also purchase our antimicrobial product in 275 gallon containers at a time, and normally have over 500 gallons in stock at all times.

g. Implementation Plan: Please include a typical customer implementation plan for services offered.

Alpha & Omega provides our GermStop Disinfection Service to millions of square feet each week. Whether our customer is next door or 500 miles away, we make implementation simple. Customer calls or emails Alpha & Omega with approximate square footage. Customer and Alpha & Omega agree on a service date and time. Customer supplies account/payment information. Customer ensures that internal and external access to facilities are provided (doors unlocked, security cleared, etc.) Trained technician(s) arrive on schedule and begin treatment. Upon completion, technician verifies completion with customer (if desired) and provides GermStop treatment notification stickers and/or table tents for building occupants and visitors. Alpha & Omega follows up via phone or email after treatment to ensure customer is satisfied.

h. Environmental:

h.1. Provide a brief description of any company environmental initiatives, including any green products and certifications to be available through your company.

As a CIMS Green Building Certified company, we are required to provide and have access to a multitude of green products and processes. This documentation is provided in our CIMS Certification Manual. Our CIMS manual is extensive and will be furnished upon request.

Commitment to Our Environment

We all share the same air and water. We are also obligated to preserve what we have for future generations. Combining these social responsibilities with keeping jobs and meeting budgets can be a tasking and sometimes overwhelming duty. You don't have to go it alone.

The concept of green can be ambiguous. Many janitorial firms say they are 'green' or use products that look green. Alpha & Omega has always invested in products and ongoing training to ensure that we are ready to be as green as *you* need us to be.

Alpha & Omega Building Services:

- Partners with vendors to continually train our management staff on product development to ensure effective environmentally friendly products are being used whenever possible.
- ***Is the ONLY Ohio-based janitorial company that is CIMS Certified with Honors, AND CIMS Green Building Certified.***



Alpha & Omega has always been the regional leader in environmental disinfection and custodial services. We believe in partnering with our community and with our customers. As your partner, you can be assured that your facility will have at its disposal the availability of environmentally sound products, disposal systems, procedures and equipment. We bring these options to the table, so ***you*** can make decisions that are right for ***your*** facilities.

What is ISSA CIMS Certification?

The International Sanitary Supply Association is the foremost recognized authority for the cleaning industry. Alfred Richter founded the National Sanitary Supply Association in 1923. Richter understood that the cleaning industry needed to unite as a community—not only for the betterment of its members, but also for the health of the nation. Based on these ideals, the association grew from its few founding members to a worldwide organization, and in 1966, to reflect its growing international membership, the association changed its name to International Sanitary Supply Association. Then, in 2005, the association embraced cleaning service providers, prompting the association to change its name and tagline simply to: ISSA—The Worldwide Cleaning Industry Association.

Now with 87 years of experience and more than 75 local, regional, and national associations as well as industry, government, and other leading corporate and community entities at their disposal, management and employees can connect with more than 6,000 distributor, wholesaler, manufacturer, manufacturer representative, building service contractor, in-house service provider, publisher, and associate members from around the world. ISSA is committed to advancing the vision of its founder—making members and their customers the ultimate success.

About CIMS Certification

The ISSA grants certification to certain companies who demonstrate a superior level of commitment to the cleaning industry. The Cleaning Industry Management Standard, or CIMS, is the high-water mark for companies with superior management, operations, performance systems, and processes. Compliance with the Standard demonstrates an organization is structured to deliver consistent, quality services that are designed to meet the customer's needs and expectations. It sets forth processes, procedures, and supporting documentation proven to be characteristic of customer-driven organizations. CIMS is non-prescriptive and each individual organization has the flexibility to choose the most effective ways in which to meet its requirements.

The Standard is divided into these areas of management best practices:

- Quality systems
- Service delivery
- Human resources
- Health, safety, and environmental stewardship
- Management commitment

h.2. What is your company's environmental strategy?

See G.1.

h.3. What is your investment in being an environmentally preferable product leader?

Alpha & Omega's GermStop Disinfection Service has historically combined an environmentally sound delivery system along with a variety of disinfection products.

Initially, Alpha & Omega was the first regional BSC to use the environmentally sound GenEon disinfection product in 2015. GenEon is an EPA registered disinfectant produced by electrically charging a mixture of water and proprietary green materials known as Electrolyzed Water on demand. Because the product primarily consists of water and electrolytes, it is extremely environmentally friendly.

Recently, we added Penetrex antimicrobial to our family of service products. Because Penetrex is an antimicrobial rather than a traditional disinfectant, our service doesn't present many of the environmental and health issues caused by multiple treatments of disinfectants. Penetrex is a non-leaching product.

h.4. Do you have any resources dedicated to your environmental strategy? Please describe.

In addition to the Disinfection resources described above, our staff includes a full-time dedicated CIMS Certification Compliance Officer. This position is responsible for our ongoing CIMS Green Building Certification.

h.5. What percentage of your offering is environmentally preferable and what are your plans to improve this offering?

The Penetrex antimicrobial product provides an environmentally preferable solution to traditional disinfectants because it is non-leaching and leaves behind no traditional chemical residue. In addition, Alpha & Omega is in persistent search of the most environmentally friendly products and processes in the disinfection market. We:

- Regular attend and exhibit at national and regional trade shows.
- Receive ongoing market updates through a large variety of newsletters, periodicals, etc.
- Have a facility industry network that is unmatched by any regional BSC.
- Have multiple corporate and individual memberships in a multitude of local, regional, and national facilities services organizations.

- Take advantage of our regional purchasing volume by receiving preferential treatment from our vendor partners.

h.6. Outline how your solution contributes to the Environmental Protection Agency Indoor Air Quality Tools For Schools Framework

<https://www.epa.gov/iaq-schools/indoor-air-quality-tools-schools-action-kit>.

As per the EPA Tools for Schools Coordinators Guide for Indoor Air Quality, our GermStop service focuses on disinfection of surfaces while not creating or exacerbating discomfort and health problems. Our service assists existing school operations functions with respect to IAQ protocols by:

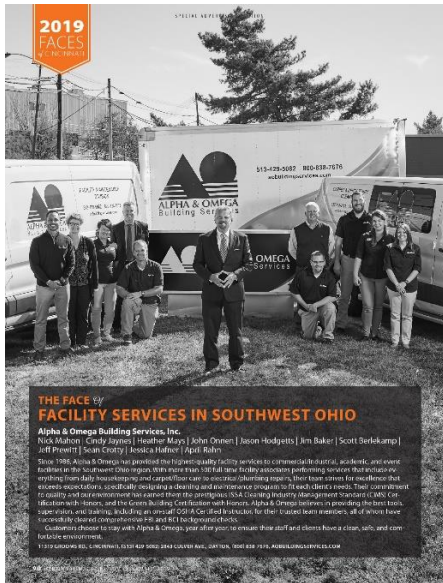
- Utilizing air-friendly products (reduced VOC, etc.)
- Training and enforcement of air quality best practices.
- Availability of electrostatic delivery to reduce excessive airborne particle release.
- Training tracked by Public School Works



i. Additional Information: Describe any/all other features, advantages and benefits of your organization that you feel will provide additional value and benefit to KPC and participating members.

The following section describes our GermStop Disinfection Service. In addition, Alpha & Omega has been the **regional leader in custodial services since 1986**, and in disinfection services since 2015. Although we provide service to a variety of industries, our focus has always been in the academic environments of public and private schools, colleges, and universities. Our knowledge, experience, and understanding of the academic milieu provides our customers with the type of partnership they can trust.

Alpha & Omega as featured in Cincinnati Magazine



The following are some guidelines for activities and measurement that may be part of the solution:

- a. Areas and surfaces to be disinfected (hard surfaces, soft surfaces, air)**
- b. Description of application methodology (electrostatic coating, fogging, UV, etc.)**
- c. Chemicals utilized including EPA registration, Material Safety Data Sheets, etc.**
- d. Measurement and/or laboratory cost of measurement of the efficacy of the solution,**
- e. Length of time to kill common microbials including Covid-19,**
- f. Ability to sustain kill levels of common microbials over time,**
- g. Owner training and/or follow up, and**
- h. Possible on-going services available with time and cost to maximize effectiveness.**

In a nutshell, Alpha & Omega has been the cleaning and disinfection regional expert since 1986. GermStop started in 2015 and has been in astronomical demand since this outbreak started. A&O has provided GermStop to a multitude of academic, industrial, commercial, office, etc. environments across the multi-state region.

The problem with most disinfectant products/services is that after the initial service, surfaces are re-contaminated upon the very next contact. With GermStop, our certified trained technicians mist an antimicrobial coating of Penetrexx to all the high and medium touchpoints. Not only does it kill the existing surface germs, it keeps killing them for 30 days. In layman's terms, Penetrexx sticks invisibly to the surface and forms microscopic spikes that pierce the cell walls of bacteria, viruses, etc. The coating remains effective for 30 days even with routine cleaning. And yes, the technology has demonstrated effectiveness against viruses like COVID-19. For more details, you can go to <https://aobuildingservices.com/services/>.

We realize that disinfection services provide protection against harmful germs. We also realize that our customers need to provide peace of mind for everyone who comes into their building. That's why we provide labels and table tent notices to be used and posted with the customer's direction at entrances and throughout the facility.

The following pages describe our GermStop service, GermStop Certified Technician Training, and Penetrexx antimicrobial.

What To Expect With Alpha & Omega's GermStop™

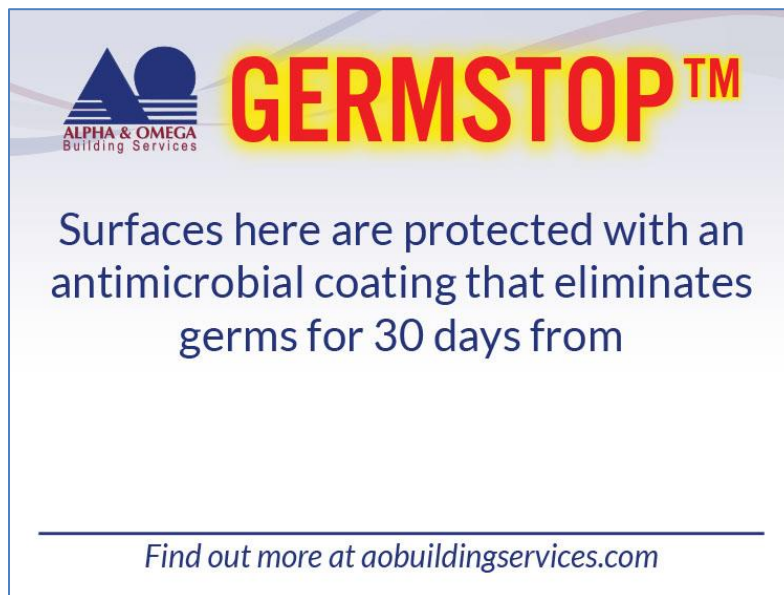
Our GermStop technicians are each **trained and certified** to provide service with the appropriate products and equipment.

Our Certified Trained Technicians arrive **on time** and come **prepared**. Each technician comes prepared with:

- Proper PPE and GermStop logo uniform.
- Well maintained equipment and back-up equipment.
- Appropriate amount of product to be applied.

Upon arrival, our technician(s) will meet with the customer contact and review expectations. Technicians are trained to provide service with or without customer accompaniment.

When complete, technicians will **follow up** with the customer (if requested) and place or leave labels and/or table tents.



3" Table Tents, 2.5" Labels, and 4" Labels similar to above are available to be placed in common spaces and entrances so building occupants and visitors know the facility is protected against germs for the next 30 days.

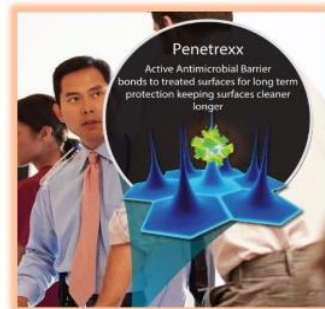


GERMSTOP™ DISINFECTION SERVICE



PENETREXX™

WITH



You need to be protected against the germs that can thrive on surfaces in your indoor environment. Alpha & Omega's GERMSTOP Disinfection Service provides a layer of safety to complement your routine cleaning and disinfecting.



GERMSTOP is an established disinfection service for your facility. Our crews of trusted cleaning professionals provide a misted coating to all your high and medium touch surfaces with EPA registered Penetrexx Antimicrobial. This virtually invisible layer will keep killing germs and protect your surfaces for 30 days.

For more information, call the experts today.

Call Alpha & Omega.

800-838-7676

info@aobuildingservices.com

or 513-532-0722 jonnen@aobuildingservices.com

Alpha & Omega Building Services, Inc. Proudly serving SW Ohio since 1986.

The following sections describe products used by GermStop Certified Trained Technicians, as well as training procedures and other relevant documentation.

GermStop technicians use a combination of:

Delivery systems: a combination and variety of manual, electric, and electrostatic sprayers depending on the application product and environment to be treated.

Products: Penetrex (other disinfectants/antimicrobials have also been applied at other various facilities, however Penetrex will be applied to KPC member sites in this RFP response).

Penetrex Overview and Benefits:

- EPA and FDA registered technology.
- Demonstrated effectiveness against viruses similar to COVID-10.
- Remains on surfaces for 30 days even with routine cleaning.
- Dwell time: no risk of coming short on dwell time requirements. Penetrex adheres to surface immediately.
- Adherence properties: Penetrex technology uses electrically charged particles that stick to the surface, similar to the benefits provided by an electrostatic sprayer. The same technology then draws in and kills microbes.



Alpha & Omega Building Services, Inc.
GERMSTOP™
TECHNICIAN TRAINING OUTLINE
Updated May 2, 2020

DESCRIPTION:

Alpha & Omega's GermStop service is dual function disinfection application providing our customers with:

- 1) Protection against transmittable surface germs, and,
- 2) Peace of mind for our contacts and those who enter and work in their facilities.

All A&O Certified Technicians will adhere to the following procedures when performing GermStop:

PRIOR TO ARRIVAL:

- Be certain that all logistics have been arranged so that you can complete your service as scheduled.
- Be well informed on the operation of your sprayer and be able to troubleshoot if necessary. Make sure your unit is fully charged. Always bring a back-up in case of malfunction or power loss.
- Be well informed on the product to be applied. Dwell times, efficacy claims, safety, etc. are all issues that you should be prepared to discuss when asked.
- Bring adequate product for the application.
- Fill in the dates on all the Table Tents and Labels you plan on using.

WHAT TO BRING CHECKLIST:

- Sprayer with GermStop and/or A&O logo
- Product in container with GermStop and/or A&O logo, and product label
- Safety Data Sheet
- PPE
- Business Cards
- Table Tents / Labels

PPE:

- Safety Glasses or Face Shield
- Facemask, N95 when applicable
- Rubber Gloves
- A&O GermStop logo lab coat

WHAT TO WEAR CHECKLIST:

- Khaki's or similar. No jeans, shorts, etc.
- Shirt with collar appropriate to be seen underneath lab coat. Lab coat is to be treated as PPE and is to be buttoned at all times.
- Work shoes appropriate for walking and potential overspray. No open toes, sneakers, etc.
- Only Alpha & Omega hats are allowed if you choose to wear a hat.
- Ensure that all clothing is visibly clean and neat.

WHEN YOU ARRIVE:

- Drive company logo vehicle.
- Arrive on or before schedule.
- Put on your PPE before you meet the customer.

APPLYING GERMSTOP:

- Always remember that you are the expert. Customers need to know that you are a trained professional, and that you are going to help them keep their building occupants and visitors safe.
- Greet the customer contact and introduce yourself.
- Establish a way to contact them if needed, and to let them know when complete.
- Provide the customer with an overview of the service you will be performing.
- Do not ask them what they would like you to do. Tell them what you're going to cover, then ask if they have any questions or need anything else.
- Inform contact that they are welcome to accompany you, but it is not required.
- If you are not being accompanied, establish how to enter secured areas that need to be serviced.
- Follow application protocol.
- DO NOT RUSH. We are providing a high-quality service and you must be detailed. A hurried service will reduce effectiveness.
- Place Table Tents in common areas as you leave the area. Place window labels at building entrances.

WHEN FINISHED:

- Contact the customer if they are not with you and inform them that you are finished. Ask if there is anything else that they need you to do. Thank them for allowing us to service their facility.
- Leave extra Table Tents and/or Labels with the customer.

- Turn off sprayer, ensure that product container(s) are properly capped and sealed.
- Keep lab coat on until you reach your vehicle. Safety glasses, mask, and rubber gloves may be removed when you are finished spraying.
- Return to vehicle. Return equipment, unused product, and vehicle to A&O.

PRODUCTS:

Each disinfectant or antimicrobial product has unique properties and application instructions. See product sheet for the product you are treating with.

EQUIPMENT:

Alpha & Omega utilizes several different types of sprayers/foggers/misters. See instruction sheets for the equipment you are using.

TOUCHPOINTS:

Normal application is to include all high and medium touchpoints. The attached matrix provides an overview of various touchpoints. An inclusive list follows.

ATTACHMENTS:

- List of products and recommended usage volumes per application environment
- List of equipment
- Application protocol
- Touchpoints

ALPHA & OMEGA
Infection Disease Prevention Program
GERMSTOP™ TouchPoint Guide
 Updated March 16, 2020

The following is a guideline for potential touchpoints. Not intended for soft surfaces like upholstery and carpet as efficacy is greatly reduced. Avoid transparent glass surfaces as it may create a slight fog appearance.

	Low Traffic Single User Environment i.e. Personal Office	High Traffic Multi-User Environment
High Touchpoint	Personal office computer keyboard, mouse, mousepad, phone touch pad, office chair arm, office desktop, stapler, scissors, touchscreen, drawer/cabinet handle/knob	Door handle/knob, light switch, handrail, class desktop, vending machine touchpoints, common area keyboard/mouse /pad/touchscreen, elevator buttons, hand operated toilet handle, toilet seat, grab bars, hand operated faucet handle, manual paper towel dispenser push lever, drinking fountain push button/handle, common area and conference room table top, printer/copier/shredder button, floor in child care area, drawer/cabinet handle/knob
Medium Touchpoint	Personal office chair seat, 1' area surrounding drawer/cabinet handle/knob	Door handle 2' radius, classroom or common area chair seat, whiteboard/blackboard, 1' area surrounding drawer/cabinet handle/knob
Low Touchpoint	Personal office wall	Common area wall, door outside 2' handle radius, floor (non-child care area), window, mirror

Vehicle/Bus touchpoints include but are not limited to: Vinyl Seats and Seatbacks, Metal Frames/Grab Bars, Steering Wheel, Cupholder, Seatbelt, Door/Door Handle, Gear Shift Knob, Turn Signal Knob, Radio Buttons

Human > Touchpoint > Human transmission probability is reduced in low traffic single user environment.



GERMSTOP™ DISINFECTION CERTIFICATION

Pat Johnson

Has successfully completed training for Alpha & Omega GermStop, receiving qualification to perform GermStop services for Alpha & Omega Building Services, Inc.

Awarded this 19th day of May, 2020

Wayne Maxie

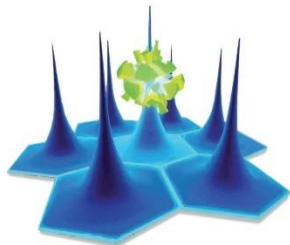
Wayne Maxie, Director of Training



With up to 30 days of protection,
it's the antimicrobial valedictorian.



- ✦ Protective barrier reduces risk of bacterial cross contamination on high touch, high risk surfaces
- ✦ Environmentally friendly, non-toxic/non leaching, hypoallergenic antimicrobial technology
- ✦ Forms shield on treated surfaces, providing freshness and protection between cleanings
- ✦ Available in various bottle and bucket sizes for convenient spray-and-wipe applications, and totes for electrostatic spray applications
- ✦ Reduces risk of MRSA and staff infections in gym and athletic areas



Active antimicrobial molecule "spike" impales single-cell bacteria, destroying it on contact. Up to 30 days of durable efficacy.



Statement Excerpt from Clearstream Technologies, Manufacturer of Penetrexx



Clearstream Technologies is an Antimicrobial Innovations Company. Our product PENETREXX is EPA Registered (EPA Reg. No 92057-3) and is FDA approved for all Food Contact Surfaces.

Proven to remain **effective 30+ days**: Our Antimicrobial is a Non-Leaching, Bacteriostatic Antimicrobial Pesticide and is Non-Toxic and a PH Neutral Barrier Finish. The active ingredient is (trimethoxysilyl) propylammonium chloride which is Silane Quaternary Ammonium. Quaternary Ammoniums are approved by the EPA and are listed on the EPA website regarding **Products with Emerging Viral Pathogens AND Human Coronavirus claims for use Against SARS-CoV-2**.

A just-published study conducted by Ohio State University showed antimicrobial activity resulting in efficacy for over 30 days on surfaces. Even after cleaning processes where implemented weekly the product had not worn off and continued to be efficacious.

Further, numerous independent studies have shown that PENETREXX destroys a wide spectrum of single cell bacteria, and viral pathogens – at the *molecular level*, eliminating the possibility of mutation or adaptive strains.

Independent Studies and historical data have illustrated that our Bacteriostatic Antimicrobial finish and its active ingredient is effective against gram-positive and gram-negative bacteria enveloped viruses along with MRSA, SARS, Norovirus, E. coli, H1N1, Salmonella, Listeria, Influenza A, Influenza B, HIV, Herpes simplex I & II, Adenovirus Type II & IV and others that have resulted in a four-log reduction in bacterial load.

Proven to remain **effective 30+ days** – even with harsh daily scrubbing throughout the day – our products can be safely and effectively applied to hard, soft, porous or non-porous surfaces, textiles, and almost any surface that needs to be protected in every environment. There is also no build-up or residue, thus, monthly reapplication can continue, indefinitely – without harming or marring surfaces. Of note, our products are additionally registered by the EPA as food contact safe, e.g., it's so safe, it can be run through the lines of beverage ice cube machines.

- Environmentally friendly non-toxic /non-leaching
- Simple, fast and convenient spray and wipe application.
- Can be applied electrostatically for large areas such as warehouses, factories, airplane hangers
- Cured treatments remain effective – including in the presence of bleach. Supports accreditation mandates for patient protection.
- Remains effective after repeated daily handwashing.



03-24-2020

Clearstream technologies, LLC

Statement regarding COVID-19 and other enveloped viruses

EPA recognizes Clearstream technologies, LLC's Sabretech QS product, alternate name brands of Penetrex and Biotrex (same EPA Registration as Sabretech QS), and (affiliate partners product) MicroShield 360 as a registered "antimicrobial." CLEARSTREAM TECHNOLOGIES LLC MAKES NO CLAIMS, STATEMENTS OR WARRANTIES REGARDING ANY SPECIFIC PATHOGENS, VIRUSES, OR BACTERIA BEYOND CLEARSTREAM TECHNOLOGIES, LLC'S EPA REGISTRATION. This statement simply is to provide information regarding testing of these products and the status of studies regarding the products.

EPA defines "antimicrobial" as: "destroying or inhibiting the growth of microorganisms and especially pathogenic microorganisms." In 2006, testing was completed (by Hill Top Research, Cincinnati, Ohio, unaffiliated with Clearstream technologies, LLC) on the active ingredient used in Clearstream technologies, LLC's products listed above. This active ingredient is known as 3-(TRIMETHOXSILYL) PROPYLDIMETHYL OCTADECYL AMMONIUM CHLORIDE. The results of this testing showed efficacy against herpes simplex type 1 as shown below:

A Review: Antiviral Agent Testing Results

3-(Trimethoxysilyl) Propyldimethyl | Octadecyl Ammonium Chloride Technology

(The active ingredient in Sabretech QS, Biotrex, and Penetrex)

Introduction

Antiviral agents for use on inanimate surfaces have been the subject of research and commercial activities since the 1950s.

Within this body of work the targets for inactivation have been hypothesized. Viruses are made up of a lipoprotein envelope with characteristics of a typical unit membrane, a proteinaceous capsid, and the RNA or DNA genetic material. These structures and their chemical makeup offer targets for antiviral agents. The generally accepted hypothesis on mechanisms of inactivation is based on whether viruses are lipophilic (enveloped viruses such as herpes simplex) or hydrophilic (naked or non-enveloped viruses such as poliovirus).

The active ingredient of the 3-(TRIMETHOXSILYL) PROPYLDIMETHYL OCTADECYL AMMONIUM CHLORIDE TECHNOLOGY Antimicrobial has been tested in solution and on treated surfaces against a small range of viruses. Following are summaries of this work:

Herpes Simplex

A series of tests were run at Hill Top Research, Cincinnati, Ohio using a 1% solution of 3-(TRIMETHOXSILYL) PROPYLDIMETHYL OCTADECYL AMMONIUM CHLORIDE TECHNOLOGY. The test method used was designed for disinfectant products used on an inanimate environmental surface for compliance with US EPA Pesticide Assessment Guidelines, Subdivision G: Product Performance, November 1982. Virucidal activity was shown against Herpes simplex type 1, an enveloped virus).

Poliovirus Type 2

In a static test run by Southern Research Institute, Birmingham, Alabama surfaces treated with the active ingredient of 3-(TRIMETHOXSILYL) PROPYLDIMETHYL OCTADECYL AMMONIUM CHLORIDE TECHNOLOGY showed virucidal activity against Poliovirus type 1 (Strain MEF-1) (a non-enveloped RNA enterovirus).

Bacteriophage T2 & Herpes Simplex Type 1

In a series of experiments and papers I-Fu (Eric) Tsao and Henry Y. Wang of the University of Michigan, Ann Arbor, Michigan tested the antiviral activity of 3-(TRIMETHOXSILYL) PROPYLDIMETHYL OCTADECYL AMMONIUM CHLORIDE TECHNOLOGY treated alginate beads in a flow through filtration system. Antiviral activity against bacteriophage T2 and herpes simplex virus type 1 (HSV-1) (an enveloped animal virus) was shown both in the presence and absence of proteins in the test solutions.

Standard Quats

Numerous papers have been written on the antiviral activity of standard quaternary ammonium compounds both in solution and when immobilized on inert supports. These papers show inactivation of lipid-containing viruses, some non-lipid viruses, and bacteriophages. No antiviral activity was shown for smaller non-lipid viruses such as picornaviruses.

Conclusions

3-(TRIMETHOXSILYL) PROPYLDIMETHYL OCTADECYL AMMONIUM CHLORIDE TECHNOLOGY solutions and 3-(TRIMETHOXSILYL) PROPYLDIMETHYL OCTADECYL AMMONIUM CHLORIDE TECHNOLOGY treated surfaces show positive antiviral activity against a range of viral types. These results are encouraging regarding the utility of this treatment at reducing doses of viruses in a variety of applications.

Interest in the potential activity of the 3-(TRIMETHOXSILYL) PROPYLDIMETHYL OCTADECYL AMMONIUM CHLORIDE TECHNOLOGY solution on treated surfaces against specific viruses must be pursued with specific tests.

Provided to Clearstream technologies LLC through the public domain published studies



Herpes simplex type 1 is a pathogenic microorganism, and is further classified as "Enveloped Virus in the Phylum of Incertae sedis", as is COVID-19.

Recently, Clearstream technologies, LLC, through its sub-registered affiliate partner, pursued efficacy testing with Ohio State University of the above products when cured on surfaces against COVID-19. The following is correspondence Clearstream received from Ohio State University referencing the University's preliminary results.

From: "Pascall, Melvin" <pascall.1@osu.edu>
Date: February 27, 2020 at 3:06:45 PM EST
To: Steve Kubec
Subject: FW: An update on the antiviral test

1. Days 1 and 2 samples were not good because we did not see the plaques in the control plate. It is likely that there were something wrong with the plaque assay.
2. Days 3, 4, 5 samples: control plates has about 4-5 log virus, but the samples from the coated plates had no or 1 log virus. So, the drug/compound worked well for pig coronavirus.

Samples at days 3, 4 and 5 indicated a range of 4-5 log of virus on the surfaces of the untreated plates. This equates to approximately 10,000 to 100,000 viruses on the surfaces of the untreated plates. During the same time period (days 3, 4 and 5), samples indicated a range of no particles-1 log on the surfaces of the treated plates. This equates to approximately 0 to 10 viruses. These tests indicate preliminarily a 99.99% to 99.999% reduction of viral particles on the treated surface.

Although we are encouraged by these results, the results are preliminary. Clearstream technologies, LLC will continue to pursue more definitive results through Ohio State University and other accredited testing laboratories. CLEARSTREAM TECHNOLOGIES LLC MAKES NO CLAIMS, STATEMENTS OR WARRANTIES REGARDING ANY SPECIFIC PATHOGENS, VIRUSES, OR BACTERIA BEYOND CLEARSTREAM TECHNOLOGIES, LLC'S EPA REGISTRATION. This statement simply is to provide information regarding testing of these products and the status of studies regarding the products.

Anthony L Daddona

A handwritten signature in black ink, appearing to read "AD", with a long, sweeping horizontal line extending to the right.

Chief Operating Officer

Safety Data Sheet

PRODUCT: Penetrexx

EPA Reg. No. 92057-3

SDS No: 16-10737A

SECTION 1: GENERAL INFORMATION

Clearstream Technologies
801 Clanton Road, Suite C-104
Charlotte, NC 28217

Telephone 855-877-5262
In case of emergency call Chemtech: 1-800-424-9300
Outside of U.S.A.: 001-703-527-3887
Date: 02-12-2020

SECTION 2 : HAZARD(S) IDENTIFICATION

Classification of the substance or mixture in accordance with 29 CFR 1910.1200 (OSHA HCS/
GHS). Signal Word: **Caution**

GHS - Classification

Eye Damage/Irritation (Category 2B)

Hazard Statement(s)

H320 Causes eye irritation

Precautionary Statement(s)

P264 Wash hands thoroughly after handling.
P280 Wear protective gloves/eye protection/protective clothing.
P305 + P351 + P338 IF IN EYES: Rinse cautiously with water for 15 minutes or more. Remove contact lenses, if present and easy to do. Continue rinsing.
P337 + P313 If eye irritation persists: Get medical attention
P501 Dispose of contents in container in accordance with local/state/federal/international regulations.

SECTION 3 : COMPOSITION/ INFORMATION ON INGREDIENTS

HAZARDOUS INGREDIENT	CAS#	PERCENTAGE
Octadecylaminodimethyltrimethoxysilylpropylammonium chloride	27668-52-6	

EPA REG. NUMBER 48937-1

SPECIFIC CHEMICAL NAME(S) AND CAS NUMBER(S) MAY BE A TRADE SECRET AS ALLOWED BY 29 CFR 1910.1200

SECTION 4 : FIRST AID MEASURES

EYES: FLUSH EYES WITH WATER FOR AT LEAST 15 MINUTES, OCCASIONALLY LIFTING EYELIDS. GET MEDICAL ATTENTION.
SKIN: WASH EXPOSED AREAS WITH SOAP AND WATER. IF IRRITATION PERSIST, SEEK MEDICAL ATTENTION.
INGESTION: INDUCE VOMITING BY GIVING 2 GLASSES OF WATER AND PLACE FINGER DOWN THROAT. CALL A PHYSICIAN. NEVER GIVE ANYTHING BY MOUTH TO AN UNCONSCIOUS PERSON.
INHALATION: IF AFFECTED, REMOVE INDIVIDUAL TO FRESH AIR.

SECTION 5 : FIRE FIGHTING MEASURES

FLASH POINT: >200F
EXTINGUISHING METHOD: USE WATER, CARBON DIOXIDE, DRY CHEMICAL OR FOAM.
SPECIAL FIRE FIGHTING PROCEDURES: USE SELF-CONTAINED BREATHING APPARATUS. WEAR FULL PROTECTIVE CLOTHING.
UNUSUAL FIRE FIGHTING PROCEDURES: NONE KNOWN.

SECTION 6 : ACCIDENTIAL RELEASE MEASURES

PERSONAL PRECAUTIONS: Ensure adequate ventilation. Keep people away from and upwind of spill/leak.
ENVIRONMENTAL PRECAUTIONS: Avoid subsoil penetration. Do not flush into surface water or sanitary sewer system. Advise water authority if spillage has entered water course or drainage system.
METHODS FOR CLEAN UP: Use mechanical handling equipment. Soak up with inert absorbent material(e.g. sand, silica gel, acid binder, universal binder, sawdust)
SPILL: VENTILATE AREA. PERSONS PERFORMING CLEAN-UP SHOULD WEAR ADEQUATE PROTECTION EQUIPMENT. CONTAIN MATERIAL BY DIKING THE AREA AROUND THE SPILL. IF THE PRODUCT IS IN A SOLID FORM, SHOVEL DIRECTLY INTO RECOVERY DRUMS. IF THE PRODUCT IS A LIQUID, IT SHOULD BE PICKED UP USING A SUITABLE ABSORBANT MATERIAL, THEN SHOVELED TO RECOVERY DRUMS. IF THE MATERIAL IS RELEASED INTO THE ENVIRONMENT, THE USER SHOULD DETERMINE WHETHER THE SPILL SHOULD BE REPORTED TO THE APPROPRIATE LOCAL, STATE AND FEDERAL AUTHORITIES.

SECTION 7 : HANDLING AND STORAGE

HANDLING AND STORAGE: MATERIAL SHOULD BE STORED IN ITS OWN CONTAINER AND SHOULD ALWAYS BE KEPT COVERED WHEN NOT IN USE. ALL CONTAINERS SHOULD BE RINSED THOROUGHLY 3 TIMES PRIOR TO DISPOSAL

SECTION 8 : EXPOSURE CONTROLS AND PERSONAL PROTECTION

ROUTES OF EXPOSURE: EYES, SKIN, INGESTION, INHALATION

Safety Data Sheet

PRODUCT: Penetrexx

SDS No: 16-10737A

SYMPTOMS OR ACUTE HEALTH HAZARDS

EYES: CAUSES EYE IRRITATION.

SKIN: MAY CAUSE IRRITATION.

INGESTION: MAY CAUSE GASTROINTESTINAL IRRITATION.

INHALATION: MAY CAUSE IRRITATION OF NOSE, THROAT AND UPPER RESPIRATORY TRACT.

RESPIRATORY PROTECTION: IF NEEDED, USE A NIOSH APPROVED RESPIRATOR.

VENTILATION: USE SUFFICIENT MECHANICAL(GENERAL)OR LOCAL EXHAUST.

PROTECTIVE EQUIPMENT: GLOVES, APRON, GOGGLES

WORK/ HYGIENIC PRACTICES: AS WITH ALL INDUSTRIAL CHEMICALS, CARE SHOULD BE TAKEN TO AVOID CONTACT WITH EYES, SKIN, AND CLOTHING. HANDS AND UNPROTECTED SKIN SHOULD BE THOROUGHLY WASHED AND CONTAMINATED CLOTHING SHOULD BE CHANGED PRIOR TO ANY DIRECT PERSONAL CONTACT. ALL EXPOSED CLOTHING SHOULD BE LAUNDERED PER NORMAL CARE INSTRUCTIONS BEFORE REUSE

EXPOSURE LIMITS

Octadecylaminodimethyltrimethoxysilylpropylammonium chloride

LIMITS

N.D.

EPA REG. NUMBER 48937-1

SECTION 9 : PHYSICAL AND CHEMICAL PROPERTIES

PH:	4.0-6.0 AS IS	Evaporation Rate:	NO DATA
SOLUBILITY:	SOLUBLE IN WATER	Vapor Pressure:	NO DATA
SPECIFIC GRAVITY:	0.975-1.025	Vapor Density:	NO DATA
APPEARANCE:	CLEAR TO STRAW WITH SOME CLOUDINESS AND SEDIMENTATION	Auto Ignition Temperature:	NA
Bod:	NO DATA	LEL:	NA
Cod:	MILD	UEL:	NA
Odor:	NO DATA	VOC:	NO DATA
Odor Threshold:	NO DATA	Flash Point:	>200F
Melting Point:		Boiling Point:	NO DATA

SECTION 10 : STABILITY AND REACTIVITY

STABILITY: STABLE

HAZARDOUS POLYMERIZATION: WILL NOT OCCUR

DECOMPOSITION PRODUCTS: CARBON OXIDES

CONDITIONS AND MATERIALS TO AVOID: STRONG OXIDIZING AGENTS

SECTION 11 : TOXICOLOGICAL INFORMATION

ACUTE TOXICITY: NO DATA

Chronic Toxicity: NO DATA

Carcinogenicity: NONE

Target Organ Effects: NO DATA

This product has not yet been tested. The information is derived from the properties of the individual components.

SECTION 12 : ECOLOGICAL INFORMATION

Ecotoxicity: NO DATA

Persistence Degradability: NO DATA

Bioaccumulation: NO DATA

Mobility: NO DATA

This product has not yet been tested. The information is derived from the properties of the individual components.

SECTION 13 : DISPOSAL CONSIDERATIONS

Disposal of this product should be made in accordance with federal state and local regulations.

SECTION 14 : TRANSPORT INFORMATION

TRANSPORTATION: NOT REGULATED BY D.O.T.

SECTION 15 : REGULATORY DATA

TITLE III-SARA: THE FOLLOWING DATA IS BEING SUPPLIED IN COMPLIANCE WITH TITLE III SUPERFUND AMENDMENTS AND REAUTHORIZATION ACT (SARA) PART 313 AND 40 CFR 372

THIS PRODUCT DOES NOT CONTAIN ANY CHEMICALS FOUND ON THE SARA LIST IN 40 CFR 372.

CALIFORNIA PROPOSITION 65: CONTAINS NO MATERIALS KNOWN TO BE ON THE CALIFORNIA PROPOSITION 65 LIST.

Listed on the following inventories: TSCA

SECTION 16 : OTHER INFORMATION

Large Spill: NA

Fire: NA

Safety Data Sheet

PRODUCT: Penetrexx

SDS No: 16-10737A

Other Info:

DISCLAIMER

THE INFORMATION GIVEN HEREIN IS BELIEVED TO BE ACCURATE BUT IS NOT WARRANTED TO BE WHETHER ORIGINATING WITH THIS COMPANY OR NOT. THE INFORMATION IS OFFERED SOLELY FOR YOUR CONSIDERATION. RECIPIENTS ARE ADVISED TO CONFIRM IN ADVANCE OF NEED THAT THE INFORMATION IS CURRENT AND SUITABLE FOR THEIR NEEDS.

End of SDS

The following page is Page 1 of the Penetrex SabreTechQS Technology EPA registration to provide proof of EPA registration. The remaining 17 pages have been excluded due to the file size constraint for electronic submission of this RFP response. The remaining pages will gladly be provided upon request.

ACCEPTED

02/05/2018

Under the Federal Insecticide, Fungicide
and Rodenticide Act as amended, for the
pesticide registered under
EPA Reg. No. 92057-3



Clearstream®
international

SABRETECH™ QS

{Antimicrobial}

{A Silane Quaternary Ammonium Salt}

{Antimicrobial Preservative (to preserve finished food contact articles* (Food Preparation Surfaces, Polymeric Tubing for Beverages,
Activated Carbon Water Filters) subject to FDA regulations)}

{COMMERCIAL}, {INDUSTRIAL} {&} {INSTITUTIONAL} {or} {RESIDENTIAL}

ACTIVE INGREDIENTS:

3-(Trimethoxysilyl) Propyltrimethyl Octadecyl Ammonium Chloride 1.0%

OTHER INGREDIENTS: 99.0%

TOTAL: 100.0%

**KEEP OUT OF REACH OF CHILDREN
CAUTION**

{See {additional} {sheet} {insert} {inside} {outer container} for {other} {directions for use} {information} {claims} {organisms}.}

Clearstream International, LLC
801 Clanton Road Suit C-104
Charlotte, NC 28712
1-855-877-5262

EPA Reg. No. 92057-G
EPA Est. No.

Net Contents:
{{Batch} {Lot} No} {Manufacturing Date}:
{Product of USA} {Made in the USA}

Alpha & Omega Employee Handbook is provided to each employee when hired. Other literature may also be distributed to an employee depending on the account and work description. In an effort to minimize the amount of documentation in our proposal, many of these full written programs have not been included, however each and all of these programs will be gladly provided upon request.

**Employee Handbook
Quality Control Programs
CIMS Certification Documentation
Employee Benefits Packages
Recruitment Policies
Equipment Literature
Bloodborne Pathogens
Hazardous Communications
Material Handling
Reporting Unsafe Conditions
Training Manual (written and video series)
Various Other**

PROPRIETARY INFORMATION

Protected Material - Ohio Uniform Trade Secrets Act
(Section 1333.61, et. seq. Ohio Revised Code)

“The documents in this proposal are considered “Proprietary Information” of Alpha & Omega Building Services, Inc. The information contained is a Trade Secret of Alpha & Omega Building Services, Inc. as that term is defined in Section 1333.61 O.R.C. The information has been developed and prepared at sole, private expense of the company. This information is not generally released to any person within Alpha & Omega Building Services, Inc. who does not have a need to know the information to perform their duties.

Further, the information is not released outside of Alpha & Omega Building Services, Inc. except in response to specific request, such as your request for the same. Disclosure of these Trade Secrets to competitors of Alpha & Omega Building Services, Inc. or to any other unauthorized person or persons may cause serious financial damage to Alpha & Omega Building Services, Inc. and any attempt to or request for release the information will be met with the strongest legal action available to Alpha & Omega Building Services, Inc. Your protection of this information from release, even inadvertently, is expected. We thank you for your understanding and co-operation in that regard.”