

Bid B001842 - Laundry Services for Univ Housing	Mac-Gray Services, Inc	ASI Campus Laundry Solutions
Days from the date of the opening to furnish services	90 days	60 days
Payment Terms	N/A	Net 30 days
Option A		
Annual Guaranteed Payment to the University	N/A	\$40,000.00
Percentage of collections to be returned to the Univ	23% commission paid on all gross collections up to \$4,900/mo; when gross collections exceed \$4,900 we pay 35% and when gross collections exceed \$6,300 we pay 50%	55%
Option B		
Based on an additional investment by Contractor		
Annual Guaranteed Payment to the University	N/A	\$38,000.00
Percentage of collections to be returned to the Univ	N/A	50%
Contractor's investment in card system equipment	N/A	\$10,000.00
	Vendor added Option C: Although a prepaid laundry service was not specified, we would like to include a rental for the machines, so that the University may consider a Students First free laundry program.	Vendor added Option C: ASI "Included" Laundry Program-Free Student Laundry; ASI would require a fee of \$30 per stu/yr/\$15/semester; UAH then has the option to charge resident stu any amount/yr/sem (the suggested customary fee charged by most colleges and univ is \$100/yr; Laundry machines would then run "free" throughout the school year; With this option, UAH will earn considerably more in laundry revenue by retaining ALL monies collected over ASI's required fee of \$30
The bid is awarded to ASI Campus Laundry Solutions (option A) based on the best percentage offered to the University.	Rental Rate \$38/machine/month	
	86 machines X \$38/Machine/Month X 12 months = \$39,216/yr	
	\$39,216 / 1250 students = \$31.37/yr/stu/	
	2 semesters = \$15.68/semester/stu	Example: \$100 charged to stu; \$30 paid to ASI; \$70 to UAH
		times 1250 stu = \$87,500 verses the \$38,000 currently PLUS this will solve the issue of