



# THE SYSTEM

## Commercial Bidding & Pricing

### Basics of Bidding

Start with the general rule: Count all pieces of glass. The average piece of glass is approximately the size of a doorway or 25 square feet. If the piece of glass is larger than average, count it accordingly. For example, if a piece of glass is approximately 50 sq. ft. you would count it as 2 pieces. Once you have your glass count for each floor (1st, 2nd, 3rd, etc.), you will then multiply by the base price per piece of glass for that floor. This is your base price. There are many factors that may increase your price. Those factors are discussed below.

Bidding is an art, not an exact science, and many factors are involved.

Things to consider:

- A new cleaner is slower than an experienced cleaner. Do not let the speed of the cleaner determine the price.
- The first cleaning will always take longer than normal. However, unless it is a construction cleanup or very dirty glass, seldom is there an upcharge for 1<sup>st</sup> time cleaning.

### Factors That May Increase Price

- Frequency: 1x1, 1x2, 1x4 vs. less frequent (see chart below for recommendations on percentage increase based on frequency)
- Accessibility: Nothing blocking glass vs. obstacles
- Payment Method: Cash vs. billing
- Height: Need for ladders vs. no need for ladders
- Time of Cleaning: Anytime M-F vs. specific day and/or time
- Emergency: Right now vs. scheduled
- Location: Impact varies depending on territory and terrain of territory
- Terrain: Slopes vs. flat or walls
- Equipment Needed: Will the job require rental equipment or equipment beyond the standard cleaner kit?
- Parking Availability: Downtown meters vs. open parking
- Specialty Glass: Tint, tempered, etc.

Frequency	% Markup
Quarterly	15% - 25%
2 Times a year	25% - 50%
Annual	Residential pricing
Emergency clean	25% - 50%

There may be 2 buildings with the same window count per floor that are priced differently because of factors that affect one building but not the other. This is why bidding is an art, not an exact science.

### Minimum Price Jobs

FISH suggests that franchises have a minimum price for commercial jobs, no matter how few pieces of glass a job may have. The recommended minimum price is usually \$15.00 cash/check at the time of service, even if the customer only has one piece of glass. It is also recommended that you have a minimum for customers who request to be billed. The recommended minimum for a billed customer is \$25.00.