Janitorial Services and Supplies Pricing Terms

For Specified National Grid Locations in New England, Upstate New York and Downstate New York

1.0 PRICING TERMS

- 1.1 Service Firm agrees to complete the services as outlined in Exhibit B: Janitorial Services and Supplies Scope of Work according to the terms and conditions of Exhibit A: National Grid USA and Affiliated Companies Terms and Conditions for Service Firm Purchase Orders for the amount listed below. Section 2.0 through and including Section 5.0 regard the initial award and Section 6.0 through and including 9.0 regard the additional pricing to be used in the event National Grid selects a Site or Region for transition.
- 1.2 Please reference Exhibit A: National Grid USA and Affiliated Companies Terms and Conditions for Service Firm Purchase Orders Section 8.0 "Purchase Order Changes" for information regarding change orders.
- 1.3 All pricing terms will remain fixed for the five (5) year period from the Effective date of the Agreement; provided, however, that Service Firm's compensation may be adjusted due to verifiable and documented increases occasioned by government mandated health and benefit increases related to the Affordable Care Act and associated payroll costs; payroll taxes; if any, as of the date incurred.
- 1.4 All Values Listed are in U.S. Dollars.
- 1.5 Payment terms shall be Net Payment made in 30 days.
- 2.0 Service, Equipment, Cleaning Agents, and Paper Products Pricing
- 2.1 Company will be billed on a monthly basis at the location level.
- 2.2 General Overview of Annual Pricing per Region:

| Component | DWNST NY LI | DWNST NYC |
|-------------------|-------------|-----------|
| Service | 345 | |
| Cleaning Supplies | | |
| Paper Product | | |
| Equipment | | |
| Annual Total: | | |

2.3 Downstate New York Long Island Monthly Pricing by location

| # | BLDG | Street / City | ST | Type | Cleaning Service | Cleaning Prod's | Cons. (Inc. Paper) | EQPMT | Monthly Total |
|-------|---|--|----|--------|---------------------|--------------------|------------------------|-------|------------------|
| 94.20 | Office Bldg. GRND | 100 Old Country Rd / Hicksville | NY | Office | | | | | |
| 94.30 | Office Bldg. FL2 | 100 Old Country Rd / Hicksville | NY | Office | | | | | |
| 95.20 | Customer District Office / Operation Bldg. GRND Fleet/Mtrls | 1000 Montauk Hwy / Bridgehampton 1000 Montauk | NY | Ops. B | | | | | |
| 95.30 | Management Bldg. | Hwy / Bridgehampton | NY | Ops. B | | | | | |
| 96.10 | Customer District Office / Operation Bldg, LL1 | 117 Doctor's Path / Riverhead | NY | Ops. B | | | | | |
| | Customer District Office / Operation | 117 Doctor's | | | | | | | |
| 96.20 | Bidg. GRND Fleet/Mtrls Management | Path / Riverhead | NY | Ops. B | | | | | |
| 96.30 | Bldg. Customer District Office / | Path / Riverhead | NY | Ops. B | | | | | |
| 97.10 | Operation Bldg. LL1 Customer | 1650 Islip Ave / Brentwood | NY | Ops. B | | | | | |
| 97.20 | District Office / Operation Bldg. GRND | 1650 Islip Ave / Brentwood | NY | Ops. B | | | | | |
| 97.30 | Customer District Office / Operation Bldg, FL2 | 1650 Islip Ave / B Brentwood | NY | Ops. B | | | | | |
| 97.40 | Fleet Bldg. GRND | 1650 Islip Ave / Brentwood | NY | Ops. B | | | | | |
| 97.60 | General Shops/Mtrls Management Bldg. GRND | 1650 Islip Ave / Brentwood | NY | Ops. B | | | | | |
| 97.70 | General Shops/Mtrls Management Bldg. MZN | 1650 Islip Ave / Brentwood | NY | Ops. B | | | | | |
| 98.01 | Main Office Bldg LL2 | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.02 | Main Office Bldg GRND | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.03 | Main Office Bldg FI1 | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.04 | Main Office Bldg FL2 | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.05 | East Office Bldg / Cust. District Office LL1 | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.06 | East Office Bldg / Cust. District Office GRND | 175 Old Country Rd / Hicksville | NY | Office | | | | | |

2.4 Downstate New York Long Island Monthly Pricing by location (Continued)

| # | BLDG | Street / City | ST | Type | Cleaning Service | Cleaning Prod's | Cons. (Inc. Paper) | EQPMT | Monthly Total |
|---------------------|--|------------------------------------|---------|-------------|---------------------|--------------------|------------------------|-------|------------------|
| | East Office Bldg / Cust. District Office | 175 Old Country | 1000000 | | 0011100 | 1.00.0 | T apo. 7 | | Total |
| 98.07 | FL2 Cafeteria | Rd / Hicksville 175 Old Country | NY | Office | | | | | |
| 98.08 | Bldg. | Rd / Hicksville | NY | Office | | | | | |
| 98.09 | Cafeteria Bldg. | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.10 | Operations 1 Bldg LL1 | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.11 | Operations 1 Bldg GRND | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.12 | Operations 1 Bldg FL2 | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.13 | Operations 2 Bldg. GRND | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.14 | Operations 2 Bldg. FL2 | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.15 | Operations 3 Bldg. GRND | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.16 | Operations 3 Bldg. FL2 | 175 Old Country Rd / Hicksville | NY | Office | | | | | |
| 98.17 | General Shops Bldg. | 175 Old Country Rd / Hicksville | NY | Ops. A | | | | | |
| | Materials | | 111 | | | | | | |
| 98.18 | Management Bldg. GRND | 175 Old Country Rd / Hicksville | NY | Ops. A | | | | | |
| 30.10 | Materials | TO THOUSAND | 141 | Орз. д | | | | | |
| 98.19 | Management Bldg. MZN | 175 Old Country Rd / Hicksville | NY | Ops. A | | | | | |
| 98.20 | Fleet Bidg. GRND | 175 Old Country Rd / Hicksville | NY | Ops. A | | | | | |
| 98.21 | Fleet Bldg. FL2 | 175 Old Country Rd / Hicksville | NY | Ops. A | | | | | |
| 30.21 | Transformer | 7011720200000770 00 1000 00 | | Орз. г | | | | | |
| 98.22 | Maintenance Bldg. | 175 Old Country Rd / Hicksville | NY | Ops. A | | | | | |
| | Training & | | | *** | | | | | |
| 00.00 | Storage Bldg. (Hot | 175 Old Country | A107 | 0 1 | | | | | |
| 98.23 | Stick) Lineman | Rd / Hicksville | NY | Ops. A | | | | | |
| | Academy / Environment | 175 Old Country | | | | | | | |
| 98.24 | al Bidg. | Rd / Hicksville | NY | Office | | | | | |
| 99.10 | Customer Office Bldg. | 2400 Sunrise Hwy / Bellmore | NY | Office | | | | | |
| 99.20 | Operations Bldg. | 2400 Sunrise Hwy / Bellmore | NY | Ops. B | | | | | |
| 100.00 | Training / Office Bldg. | 25 Hub Dr. / Melville | NY | Office | | | | | |
| 00.3755000 10.47400 | Customer District Office | 250 Willis Ave / | | *********** | | | | | |
| 101.10 | LL1 Customer | Rosiyn Heights | NY | Office | | | | | |
| 101.20 | District Office GRND | 250 Willis Ave / Roslyn Heights | NY | Office | | | | | |
| 101.30 | Operations Bldg. | 250 Willis Ave / Roslyn Heights | NY | Ops. C | | | | | |

2.5 Downstate New York Long Island Monthly Pricing by location (Continued)

| # | BLDG | Street / City | ST | Type | Cleaning | Cleaning | Cons. (Inc. | EQPMT | Monthly |
|--|-----------------------------|----------------------------------|---------------|--------------------|----------|----------|-------------|---------|---------------|
| rr | BLDG | Street / City | JI | Type | Service | Prod's | Paper) | LQF WIT | Total |
| Park Mark Market | Fleet Bldg. | 250 Willis Ave / | 1 | 6 16205 80A5 | | | 20 | | 02 02/05/05/6 |
| 101.40 | GRND | Roslyn Heights | NY | Ops. C | | | | | |
| 101.50 | Fleet Bldg. MZN | 250 Willis Ave / | NY | 0 0 | | | | | |
| 101.50 | Materials | Roslyn Heights | INT | Ops. C | | | | | |
| | Management | 250 Willis Ave / | | | | | | | |
| 101.60 | Bldg. GRND | Roslyn Heights | NY | Ops. C | | | | | |
| - NEW MARKETON | Materials | | | | | | | | |
| pics 1995—1817) | Management | 250 Willis Ave / | 16395-96-1779 | 200 OU | | | | | |
| 101.70 | Bldg. MZN | Roslyn Heights | NY | Ops. C | | | | | |
| | Operations | 288 Pulaski Rd / | **** | | | | | | |
| 102.00 | Bldg. | Greenlawn | NY | Ops. C | | | | | |
| 1 | Customer District Office | | | | | | | | |
| ĺ | / Operation | 455 Mill Rd / | | | | | | | |
| 103.10 | Bldg. GRND | Hewlett | NY | Office | | | | | |
| | Customer | | | | | | | | |
| | District Office | | | | | | | | |
| 40000000000000000000000000000000000000 | / Operation | 455 Mill Rd / | 0707000 | 27870 V 2000 V 201 | | | | | |
| 103.20 | Bldg. FL2 | Hewlett | NY | Office | | | | | |
| 402 20 | Trans. Bldg. GRND | 455 Mill Rd / Hewlett | NY | 0 4 | | | | | |
| 103.30 | Trans. Bldg. | 455 Mill Rd / | INT | Ops. A | | | | | |
| 103.40 | MZN | Hewlett | NY | Ops. A | | | | | |
| 100.10 | General | 71011010 | .,, | - PO | | | | | |
| | Shops/Mtrls | | | | | | | | |
| | Management | 455 Mill Rd / | | | | | | | |
| 103.50 | Bldg. GRND | Hewlett | NY | Ops. A | | | | | |
| | General | | | | | | | | |
| | Shops/Mtrls | 455 Mill Rd / | | | | | | | |
| 103.60 | Management Bldg. MZN | Hewlett | NY | Ops. A | | | | | |
| 100.00 | Customer | 460 E Main St / | 181 | Op3.71 | | | | | |
| 104.10 | District Office | Patchogue | NY | Ops. C | | | | | |
| | Operations | 460 E Main St / | | | | | | | |
| 104.20 | Bldg. LL1 | Patchogue | NY | Ops. C | | | | | |
| | Operations | 460 E Main St / | | | | | | | |
| 104.30 | Bidg. GRND | Patchogue | NY | Ops. C | | | | | |
| 104.40 | Operations Bldg. FL2 | 460 E Main St / Patchoque | NY | Ops. C | | | | | |
| 104.40 | Materials | raturogue | 141 | Ops. 0 | | | | | |
| | Management | 460 E Main St / | 8 | | | | | | |
| 104.50 | Bldg. | Patchogue | NY | Ops. C | | | | | |
| 292 6500 | To the second second | 460 E Main St / | 11,03,00 | E | | | | | |
| 104.60 | Fleet Bidg. | Patchogue | NY | Ops. C | | | | | |
| 400.45 | Office Bldg. | 600 Stewart Ave | 6154 | 0/5 | | | | | |
| 105.10 | LL1 | / Garden City | NY | Office | | | | | |
| 105.20 | Office Bldg. GRND | 600 Stewart Ave / Garden City | NY | Office | | | | | |
| 100.20 | Office Bldg. | 600 Stewart Ave | INT | Onice | | | | | |
| 105.30 | FL2 | / Garden City | NY | Office | | | | | |
| | | | | | | | | | |

2.6 Downstate New York City Monthly Pricing by location

| # | Street | City | ST | Туре | Cleaning Service | Cleaning Products | Cons. (Inc. Paper) | EQPMT | Monthly Total |
|------|--|------------------|----|----------------------|---------------------|----------------------|------------------------|-------|------------------|
| 106 | 1 Metrotech Ctr | Brooklyn | NY | Office | | | | | |
| 107 | 127-11 Farmers Blvd | Jamaica | NY | Ops B | | | | | |
| 108_ | 1535 Pitkin Avenue | Brooklyn | NY | Office | | | | | |
| 109 | 200 Gulf Ave | Staten Island | NY | Ops A | | | | | |
| 110 | 2031 Forest Avenue | Staten Island | NY | Office | | | | | |
| 111 | 287 Maspeth Ave & 370 Vandervoort Ave | Brooklyn | NY | Office & Ops A | | | | | |
| 113 | 651 Court Street | Brooklyn | NY | Ops B | | | | | |
| 114 | 8302-8624 Ditmas Ave | Brooklyn | NY | Ops A | | | | | |
| 115 | 89-67 162 St | Jamaica | NY | Office | | | | | |

3.0 Ad-Hoc Pricing

- 3.1 Section 2.8 in in Exhibit B: Janitorial Services and Supplies Scope of Work identify services that may be requested in addition to standard services provided per the specifications.
- 3.2 Service Firm will provide services on as needed or "Ad-Hoc" basis and company will be billed the following rates for these services.

| Service for Downstate New York City | Blended Rate | Per |
|--|--------------|-------|
| Carpet Cleaning* | \$ | SQ FT |
| Exterior Window Cleaning | \$ | Hour |
| Strip and Wax Floors* | \$ | SQ FT |
| Porter Service | \$ | Hour |
| Snow Removal | \$ | Hour |
| Other/Miscellaneous Cleaning | \$ | Hour |
| Emergency Service | \$ | Hour |
| Police building exterior, parking lots and fence lines for trash | \$ | Hour |
| Lamp replacement | \$ | Hour |
| Upholstered Furniture Extraction | \$ | Hour |

^{*} Carpet and Strip and Wax Floors price is measured per SQ FT

- 3.3 Ad-Hoc blended rates are per hour and include all labour, equipment, cleaning agents and paper products required to complete the service.
- 3.4 Company will be billed for time on site only.

4.0 Addition and Subtraction of Cleanable Space

- 4.1 Company may add or subtract space in accordance with Section 6.0 of Exhibit B: Janitorial Services and Supplies Scope of Work. In the event space is added or subtracted to a site, the following rates will be used to establish the annual price for the site.
 - 4.1.1 Cleaning Supplies and Paper Supplies will be priced at \$ per gross square foot.
 - 4.1.2 Carpet and VCT/Tile will be priced at \$ per square foot.
 - 4.1.3 Concrete will be priced at \$ per square foot.

5.0 Additional Supplies

- 5.1 Company may order additional supplies for sites cleaned by company employees in accordance with Section 2.9 of Exhibit B: Janitorial Services and Supplies Scope of Work.
- 5.2 Pricing is included as Exhibit C: Schedule A: Additional Supply Order Pricing.
- 6.0 Service, Equipment, Cleaning Agents, and Paper Products Pricing for Transition Locations
- 6.1 Service Firm Company will not be billed until a transition is required in accordance with Section 5.0 of Exhibit B: Janitorial Services and Supplies Scope of Work.
- 6.2 General Overview of Annual Pricing per Transition Region:

| . Component | New England | Upstate New York |
|-------------------|-------------|------------------|
| Service | | |
| Cleaning Supplies | | |
| Paper Product | | |
| Equipment | | |
| Annual Total | | |

6.3 New England Monthly Pricing by Transition Location

| # | Street | City | ST | Туре | Cleaning Service | Cleaning Products | Cons. (Inc. Paper) | EQPMT | Monthly Total |
|----|----------------------------|--------------------------|----|--------|---------------------|----------------------|------------------------|-------|------------------|
| 1 | 10 Union Street | Webster | MA | Ops. D | | | | | |
| 4 | 1101 Tumpike St | North Andover | MA | Ops. A | | | | | |
| 5 | 1152 Main Street | Whitinsville (Sutton) | MA | Ops. C | | | | | |
| 6 | 1250 Brayton Point Road | Somerset | MA | Ops. C | | | | | |
| 7 | 127 Whites Path | South Yarmouth | MA | Ops. C | | | | | |
| 8 | 134 Palmer Road | Monson | MA | Ops. C | | | | | |
| 9 | 15 Pelham Avenue | Methuen | MA | Ops. C | | | | | |
| 10 | 161 Mulberry St | Brockton | MA | Ops. C | | | | | |

6.4 New England Monthly Pricing by Transition Location (Continued)

| # | Street | City | ST | Type | Cleaning Service | Cleaning Products | Cons. (Inc. | EQPMT | Monthly Fotal |
|-----|-------------------------------|--------------------------------------|------|--------|---------------------|----------------------|-------------|-------|------------------|
| | 164 Viscoloid | | | 1 2 2 | Service | Products | Paper) | | IDIAI |
| 11 | Ave | Leominster | MA | Ops. C | | | | | |
| 12 | 170 Medford St 185 Water | Maiden | MA | Ops. B | | | | | |
| 13 | Street | Haverhill | MA | Ops. C | | | | | |
| 14 | 19 Philips Lane | Hanover | MA | Ops. C | | | | | |
| 15 | 2 Windy Way | Nantucket | MA | Ops. C | | | | | |
| 16 | 20 Harrison | Athol | MA | Ops. C | | | | | |
| 17 | 245 S. Main St | Hopedale | MA | Ops. B | | | | | |
| 19 | 44 Depot Street | Uxbridge | MA | Ops. C | | | | | |
| 20 | 44 River Street | Beverly | MA | Ops. B | | | | | |
| 21 | 449 Southwest Cutoff | Millbury | MA | Office | | | | | |
| | 548 | IVIIIDUTY | IVIA | Onice | | | | | |
| | Haydenville | ● ONACTA ECONO ® EN OV | | | | | | | |
| 23 | Road 55 Bearfoot | Leeds | MA | Ops. C | | | | | |
| 24 | Road | Northboro | MA | Office | | | | | |
| 25 | 7 North Hunt Road | Amesbury | MA | Ops. C | | | | | |
| 26 | 76 Field ST | Quincy | MA | Ops. C | | | | | |
| | 775 Dutton | Gamey | | 16 | | | | | |
| 27 | Street 82 Florence | Lowell | MA | Ops. B | | | | | |
| 28 | Street | Marlborough | MA | Ops. C | | | | | |
| 29 | 87 West Street | Attleboro | MA | Ops. C | | | | | |
| 30 | 927 South Main Street | Great | MA | 0== 0 | | | | | |
| 30 | 939 | Barrington | IVIA | Ops. C | | | | | |
| 24 | Southbridge | 10/ | | C B | | | | | |
| 31 | Street 997 County | Worcester | MA | Ops. B | | | | | |
| 32 | Road | Bourne | MA | Ops. C | | | | | |
| 33 | Brown Street | North Adams | MA | Ops. C | | | | | |
| 34 | Dock St | Tewksbury | MA | Ops. C | | | | | |
| 35 | Meadow Street | Spencer | MA | Ops. C | | | | | |
| 38 | 12 Tumer Road | Middletown | RI | Ops. C | | | | | |
| 39 | 280 Melrose St | Providence | RI | Ops. A | | | | | |
| 40 | 4145 Quaker Lane | North Kingstown | RI | Ops. C | | | | | |
| | 439 Dexter | | | | | | | | |
| 41 | Street 642 Allens | Providence | RI | Ops. B | | | | | |
| 42 | Avenue | Providence | RI | Ops. C | | | | | |
| 43 | 69 Canal St | Westerly | RI | Ops. C | | | | | |
| 44 | Chopmist Hill Rd - Rte 102 | Scituate | RI | Ops. C | | | | | |
| 116 | 80 Marine Blvd | Lynn | MA | Ops. C | | | | | |

6.5 Upstate New York Monthly Pricing by Transition Location

| # | Street | City | ST | Type | Cleaning Service | Cleaning Products | Cons. (Inc. Paper) | EQPMT | Monthly Total |
|----|---|---------------|----|--------------|---------------------|-------------------------|------------------------|-------|------------------|
| 45 | 1 Apollo Dr. / 636 Quaker Rd. | Glens Falls | NY | Ops B | | 10 10 10 10 10 10 10 10 | M/ 51 € 5 5 4 | | |
| 46 | 100 Fairview Avenue 1103 Malden | Hudson | NY | Ops C | | | | | |
| 47 | Road | Salina | NY | Office | | | | | |
| 48 | 1125 Broadway 1303 Fisher | Albany | NY | Ops A | | | | | |
| 49 | Avenue | Cortland | NY | Ops C | | | | | |
| 50 | 133 Finney Blvd. | Malone | NY | Ops C | | | | | |
| 51 | 14 Plank Road | Glenmont | NY | Ops C | | | | | |
| 52 | 1411 West Henley Street 1570 East Avon- | Olean | NY | Ops B | | | | | |
| 53 | Rochester Road | Avon | NY | Ops C | | | | | |
| 54 | 17 Smith Avenue | Troy | NY | Ops C | | | | | |
| 55 | 1720 New Road | Niagara Falls | NY | Ops B & C | | | | | |
| 56 | 179 North Main Street | Angola | NY | Ops C | | | | | |
| 58 | 20 Pine Street | Potsdam | NY | Ops B | | | | | |
| 59 | 2005 Linden Street | Odgensburg | NY | Ops C | | | | | |
| 60 | 21265 State Route 232 | Watertown | NY | Ops B | | | | | |
| 61 | 221 Old Campion Road | New Hartford | NY | Ops B | | | | | |
| 62 | 235 Oakwood Avenue | Troy | NY | Ops C | | | | | |
| 63 | 236 West Avenue | Albion | NY | Ops C | | | | | |
| 64 | 300 Erie Blvd. West | Syracuse | NY | Office | | | | | |
| 65 | 300 Seneca Street | Schenectady | NY | Ops C | | | | | |
| 66 | 3182 State Route 28 | North Creek | NY | Ops C | | | | | |
| 67 | 359 West Main Street | Gouverneur | NY | Ops C | | | | | |
| 69 | 3676 W. Lake Rd, Box 48 | Stow | NY | Ops C | | | | | |
| 70 | 3690 Main Street | Warrensburg | NY | Ops C | | | | | |
| 71 | 3794 State Route 145 | Cobelskill | NY | Ops C | | | | | |
| 72 | 40 Weibel Avenue | Saratoga | NY | Ops B | | | | | |
| 73 | 401 Water Street | Fredonia | NY | Ops B | | | | | |
| 74 | 411 Reed Street | Northville | NY | Ops C | | | | | |
| 75 | 4651 Crossroads Park | Clay | NY | Ops B | | | | | |
| 76 | 5010 North Jefferson Street | Pulaski | NY | Ops C | | | | | |
| 77 | 5100 East Main Street | Batavia | NY | Ops B | | | | | |

6.6 NY Upstate Monthly Pricing by Location (Continued)

| # | Street | City | ST | Туре | Cleaning Service | Cleaning Products | Cons. (Inc. Paper) | EQPMT | Monthly Total |
|----|--|-----------------|----|--------|---------------------|----------------------|-----------------------|-------|------------------|
| 78 | 513 Hinsdale Road | Camillus | NY | Ops C | | | | | |
| 79 | 5215 Western Turnpike Rd3 | Guilderland | NY | Office | | | | | |
| 80 | 558 3rd Avenue Extension | Rensselaer | NY | Ops C | | | | | |
| 81 | 5835 Success Drive | Rome | NY | Ops C | | | | | |
| 82 | 723 Pierce Avenue | Clifton Park | NY | Office | | | | | |
| 83 | 734 Broadway | Schenectady | NY | Ops B | | | | | |
| 84 | 7437 Henry Clay Blvd. | Clay | NY | Ops Z | | | | | |
| 85 | 799 Graves Street | Clayton | NY | Ops C | | | | | |
| 86 | 89 S. Main St. | Franklinville | NY | Ops C | | | | | |
| 87 | 93 Dewey Ave / 144 Kensington Avenue | Buffalo | NY | Ops A | | | | | |
| 88 | 99 Howard Road | Volney | NY | Ops B | | | | | |
| 89 | Clarke Street | Cazenovia | NY | Ops C | | | | | |
| 90 | Lake Colby Dr. Rr1 Box 440 | Saranac Lake | NY | Ops C | | | | | |
| 91 | Route 28, Po Box 168 | Thendera | NY | Ops C | | | | | |
| 92 | SCOTIA | Glenville | NY | Ops C | | | | | |

7.0 Ad-Hoc Pricing for Transition Locations

7.1 Section 2.8 in Exhibit B: Janitorial Services and Supplies Scope of Work identify services that may be requested in addition to standard services provided per the specifications.

7.2 Service Firm will provide services on as needed or "Ad-Hoc" basis and company will be billed the following rates for these services in the event a site is transitioned.

| Service for New England | Blended Rate | Per |
|--|--------------|-------|
| Carpet Cleaning* | | SQ FT |
| Exterior Window Cleaning | | Hour |
| Strip and Wax Floors* | | SQ FT |
| Porter Service | | Hour |
| Snow Removal | | Hour |
| Other/Miscellaneous Cleaning | | Hour |
| Emergency Service | | Hour |
| Police building exterior, parking lots and fence lines for trash | | Hour |
| Lamp replacement | | Hour |
| Upholstered Furniture Extraction | | Hour |

| Service for Upstate New York | Blended Rate | Per |
|--|--------------|-------|
| Carpet Cleaning* | | SQ FT |
| Exterior Window Cleaning | | Hour |
| Strip and Wax Floors* | | SQ FT |
| Porter Service | | Hour |
| Snow Removal | | Hour |
| Other/Miscellaneous Cleaning | | Hour |
| Emergency Service | | Hour |
| Police building exterior, parking lots and fence lines for trash | | Hour |
| Lamp replacement | | Hour |
| Upholstered Furniture Extraction | | Hour |

^{*} Carpet and Strip and Wax Floors price is measured per SQ FT

- 7.3 Ad-Hoc blended rates are per hour and include all labour, equipment, cleaning agents and paper products required to complete the service.
- 7.4 Company will be billed for time on site only.

8.0 Addition and Subtraction of Cleanable Space for Transition Locations

- 8.1 Company may add or subtract space in accordance with Section 6.0 of Exhibit B: Janitorial Services and Supplies Scope of Work. In the event space is added or subtracted to a transitioned site, the following rates will be used.
 - 8.1.1 Cleaning Supplies and Paper Supplies will be priced at \$ per gross square foot.
 - 8.1.2 Carpet and VCT/Tile will be priced at \$ per square foot.
 - 8.1.3 Concrete will be priced at \$ per square foot.

9.0 Additional Supplies for Transition Locations

- 9.1 **Company** may order additional supplies for sites cleaned by company employees in accordance with Section 2.9 of *Exhibit B: Janitorial Services and Supplies Scope of Work*.
- 9.2 Pricing is included as Exhibit C: Schedule A: Additional Supply Order Pricing.

10.0 Shared Savings

10.1 Service Firm is encouraged to offer ideas to help reduce costs to both Company and Service Firm. Ideas include, but are not limited to, changes in Scope, improving efficiencies, using a lower cost product, and reducing time spent at each Company location. Company and Service Firm agree to a shared savings model for all cost reductions recommended and implemented by Service Firm for work related to Exhibit B: Janitorial Services and Supplies Scope of Work. All suggestions must be submitted and approved, in writing, by Company personnel. Shared savings will be a seventy (70) percent to thirty (30) percent split between Company and Service Firm, whereas Company shall receive seventy (70) percent of the savings and the Service Firm shall receive thirty (30) percent.

This agreement entered into as of the day and year first written in Exhibit A: National Grid Corporate Services, LLC and Affiliated Companies Terms and Conditions for Service Firm Purchase Orders, Document No. 00300, (Dated 6/25/2009)

| National Grid USA Service Company Ruhal Subth | ABM Janitorial Services – Northeast, Inc. |
|---|--|
| (Signature) Richard Hutchisan Bryer | (Signature) Martin Gjelaj – Senior Vice President |
| (Printed name and title) 3/28/2014 | (Printed name and title) |
| (Date) | (Date) |

MATIONAL ORIO JANITORIAL SERVICES AND SUFFLIES

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