SOVREN / BID WORKSPACE

A clearer scope. A better bid.

Build a cleaning quote around the work it takes. See your costs, crew needs, and margin in one place.

Sq ft in scope	Labor hours / visit	Recommended monthly bid	Cleaners / visit
20,000	7.6	$4,431	2
5 areas in scope	164.8 labor hours per month	15% target margin	Based on your shift length

01 / BUILDING & SCOPE

The building

Enter the area cleaned each visit and the pace your crew can maintain.

Client / building name

Example building

Area	Sq ft	Sq ft per labor hour
Offices (carpet)	12000	3000
Hallways and lobbies	4000	4000
Restrooms	1200	800
Break rooms	800	1500
Conference rooms	2000	3500
Exam rooms	0	1200

ⓘ Production rates are Sovren's starting assumptions, not industry standards. Calibrate them against your own timesheets.

Scope notes

Included services, exclusions, or access requirements...

02 / COSTS & SCHEDULE

Your costs

Nights per week	Shift length (hours)	Cleaner wage ($ per hour)	Payroll burden (%)
5	4	15	25

Supplies (% of labor)	Overhead (%)	Target margin (%)	Your usual price ($ per sq ft per month)
6	15	15	0.18

A month here is 52 weeks divided by 12. Payroll burden is what you pay on top of wages, like taxes and workers' comp. Overhead is the cost of running the company itself.

03 / BID SUMMARY

The bid

Example building

$4,431 /mo

Price that hits your margin

Per sq ft per month	$0.222
Price per visit	$204
Visits / month	21.7
Annual contract value	$53,167

Planning estimate. Confirm the scope and production rates before sending a proposal.

Where the money goes

Monthly costs and target profit



Loaded labor	$3,089
Supplies	$185
Overhead	$491
Target profit	$665
Total monthly cost	$3,766

Check your usual quote

See how a square-foot quote compares with the labor-based bid.

At your usual price	$3,600
Your margin at that price	-4.6%

Below target each month

$831