

Cleaning work companies are asking for

USparkle | What buyers want, and the paperwork to have ready before you bid

1. The services most in demand

These are the cleaning contracts UK businesses, landlords and public bodies advertise most often. Each row shows what the buyer actually asks for and how they usually pay.

Service	Who is looking	What they ask for	Typical pay basis
Daily office cleaning	Offices, co-working spaces, small business parks	Early morning or evening cleans, bins, desks, kitchens, washrooms, floors; key holding	Monthly contract price per site
End of tenancy cleaning	Letting agents, landlords, student housing	Full deep clean to check-out standard, oven and carpets, same-day photos, re-clean if the inspection fails	Fixed price per property
Holiday let changeovers	Airbnb hosts, cottage agencies, serviced flats	Same-day turnaround between guests, laundry and linen, restocking, damage reporting	Fixed price per changeover
Communal area cleaning	Block managers, housing associations	Weekly stairwells, hallways, bin stores, glass; signed visit sheets	Monthly per block
Builders / post-works clean	Builders, shopfitters, developers	Sparkle clean after works, dust and paint removal, site induction, own PPE	Day rate or price per job
Retail and hospitality	Shops, cafes, restaurants, gyms	Out-of-hours cleaning, food-safe kitchen work, washrooms, allergen-aware products	Weekly or monthly contract
Schools, clinics, care	Nurseries, dental and GP practices, care homes	Enhanced DBS checked staff, infection control, colour-coded equipment, audit records	Termly or annual contract
Regular domestic cleaning	Households, busy families, elderly clients	Same trusted cleaner weekly or fortnightly, key handling, flexible hours	Hourly, paid weekly or monthly
One-off deep cleans	Anyone, often before events or a move	Oven, fridge, limescale, windows inside, carpets; before and after photos	Fixed price per job
Specialist add-ons	All of the above	Carpet and upholstery, jet washing, window cleaning, waste removal, ironing	Priced per item or per hour

2. The paperwork they will ask you for

Almost every company asks for the same documents before they will award work. Have these saved as PDFs in one folder so you can reply the same day.

Document	Why they want it	Ready?
Public liability insurance (£5m recommended)	Standard minimum for offices, agents and public contracts	
Employers liability insurance (if you use staff)	Legally required once anyone works for you	
Treatment risk / accidental damage cover	Covers breakages in a client's home or office	
Company registration or sole trader UTR	Proves you are a real, registered business	
VAT number (if registered)	Needed for larger commercial invoices	
Proof of identity and right to work	Checked for every cleaner on site	
DBS checks (enhanced for schools, care, clinics)	Non-negotiable for vulnerable settings	
Health & safety policy	Requested in nearly every tender	
COSHH sheets for your products	Required wherever chemicals are stored on site	
Risk assessments and method statements (RAMS)	Required for builders cleans and most commercial sites	
Staff training records	Shows your cleaners are trained, not just hired	
Equipment and PPE list	Buyers check you are not borrowing their kit	
Two or three client references	The single most common request	
Example invoice and payment terms	They need to know how and when you bill	
Data protection / privacy statement	Asked for whenever you hold customer details	
Waste carrier licence (if you remove waste)	Only needed if you take rubbish away	

3. What to send with your first reply

Keep it to one page and three attachments. Buyers pick the company that answers fastest and clearest.

Send	What to say
A short cover note	Who you are, the areas you cover, how quickly you can start, and one line on the guarantee.
A one-page service and price sheet	The service they asked about, what is included, and a clear price or day rate.
Insurance certificate	Attach the PDF, do not just mention it.
Two references	Name, business, and a line about the work you did for them.
A link they can book from	https://usparkle.app/quote — lets them send job details straight to you.

4. Where to find the work

Where	What is there
Find a Tender / Contracts Finder (gov.uk)	Public sector cleaning contracts for schools, councils and NHS sites.
Bark and Checkatrade	Households and small businesses asking for quotes today.
Letting and estate agents in your areas	Steady end-of-tenancy and changeover work; call or drop in.
Builders and shopfitters	Post-works sparkle cleans; often repeat work from one good job.
Facilities and block management firms	Larger contracts for offices and communal areas.
Holiday let owners and agencies	Weekly changeovers, very reliable in season.

Prepared for USparkle — usparkle.app. Insurance levels and document requirements vary by buyer; always check the exact wording in each tender or contract before you sign.