

BOCC APPROVAL JANUARY 9, 2020
BOARD OF BIDS AND CONTRACTS JANUARY 9, 2020

2. CUSTODIAL SERVICES -- FLEET, RADIO SHOP, AND REGIONAL FORENSIC SCIENCE CENTER (RFSC) □

FUNDING -- FACILITIES MAINTENANCE

(Request sent to 122 vendors)

RFP #19-0083 Contract

	Solid Rock		MIT Cleaning and Restoration		Thrash Inc. dba TFM Services	
	Monthly	Annual	Monthly	Annual	Monthly	Annual
1. Fleet	\$462.50	\$5,550.00	\$490.00	\$5,880.00	\$525.00	\$6,300.00
2. Radio Shop	\$110.00	\$1,320.00	\$365.00	\$4,380.00	\$100.00	\$1,200.00
3. RFSC	\$1,970.00	\$23,640.00	\$1,990.00	\$23,880.00	\$1,650.00	\$19,800.00
Day(s) / Shift	Additional Services		Additional Services		Additional Services	
Monday thru Friday 1st Shift - per sq. ft.	\$0.100		\$0.080		\$0.09	
Monday thru Friday 2nd Shift - per sq. ft.	\$0.100		\$0.080		\$0.09	
Saturday and Sunday 1st Shift - per sq. ft.	\$0.100		\$0.080		\$0.09	
Saturday and Sunday 2nd Shift - per sq. ft.	\$0.100		\$0.080		\$0.09	
	Periodic Cleaning Service Rates (Should include price per person, per hour, including equipment. Prices to be utilized as an additional service):					
Dry Vapor Steam Clean: per sq. ft.	\$0.25		\$0.20		\$0.25	
Grout Sealer: per sq. ft.	\$0.25		\$0.18		\$0.25	
Stain Protector: per sq. ft.	\$0.30		\$0.04		\$0.90	
Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft.	\$0.15		\$0.15		\$0.15	
Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.	\$0.20		\$0.18		\$0.20	
Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.	\$0.30		\$0.25		\$0.30	
Upholstered chairs: Clean and shampoo each	\$3.50		\$5.00		\$5.00	
	Service Call Rates:					
Monday thru Friday (1st shift) per person, per hour	\$20.00		\$18.00		\$22.00	
Monday thru Friday (2nd shift) per person, per hour	\$20.00		\$18.00		\$22.00	
Saturday and Sunday (1st shift) per person, per hour	\$20.00		\$18.00		\$22.00	
Saturday and Sunday (2nd shift) per person, per hour	\$20.00		\$25.00		\$22.00	
Holidays per person, per hour	\$32.50		\$25.00		\$32.00	
Bio-Hazard Clean Up	\$50.00		\$25.00		N/A	
	Prices for years 2, 3 and 4 shall not exceed:					
Year 2	1%		2%		0%	
Year 3	1%		2%		1%	
Year 4	2%		2%		1%	
Year 5	2%		2%		2%	

	HHM Facility Management LLC		Harris' Dream Clean, LLC		Able Janitorial Inc.	
	Monthly	Annual	Monthly	Annual	Monthly	Annual
1. Fleet	\$374.63	\$4,495.56	\$358.44	\$4,301.25	\$346.88	\$4,162.56
2. Radio Shop	\$250.00	\$3,000.00	\$85.25	\$1,023.00	\$82.50	\$990.00
3. RFSC	\$1,595.70	\$19,148.40	\$1,526.75	\$18,321.00	\$1,477.50	\$17,730.00
Day(s) / Shift	Additional Services		Additional Services		Additional Services	
Monday thru Friday 1st Shift - per sq. ft.	\$0.083		\$0.075		\$0.075	
Monday thru Friday 2nd Shift - per sq. ft.	\$0.083		\$0.075		\$0.075	
Saturday and Sunday 1st Shift - per sq. ft.	\$0.083		\$0.075		\$0.075	
Saturday and Sunday 2nd Shift - per sq. ft.	\$0.083		\$0.075		\$0.075	
	Periodic Cleaning Service Rates (Should include price per person, per hour, including equipment. Prices to be utilized as an additional service):					
Dry Vapor Steam Clean: per sq. ft.	\$0.24		\$0.24		\$0.15	
Grout Sealer: per sq. ft.	\$0.25		\$0.30		\$0.45	
Stain Protector: per sq. ft.	\$0.08		\$0.80		\$0.20	
Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft.	\$0.08		\$0.13		\$0.15	
Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.	\$0.15		\$0.18		\$0.17	
Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.	\$0.15		\$0.35		\$0.21	
Upholstered chairs: Clean and shampoo each	\$4.25		\$4.00		\$10.00	
	Service Call Rates:					
Monday thru Friday (1st shift per person, per hour	\$18.95		\$16.00		\$21.77	
Monday thru Friday (2nd shift) per person, per hour	\$18.95		\$16.00		\$21.77	
Saturday and Sunday (1st shift) per person, per hour	\$22.95		\$16.00		\$21.77	
Saturday and Sunday (2nd shift) per person, per hour	\$22.95		\$16.00		\$21.77	
Holidays per person, per hour	\$22.95		\$16.00		\$32.67	
Bio-Hazard Clean Up	N/A		\$16.00		\$32.67	
	Prices for years 2, 3 and 4 shall not exceed:					
Year 2	0%		1%		0%	
Year 3	0%		1%		2%	
Year 4	3%		1.5%		2%	
Year 5	3%		1.5%		2%	

	Amazing Touch Cleaning		
	Monthly	Annual	
1. Fleet	\$370.00	\$4,440.00	
2. Radio Shop	\$88.00	\$1,056.00	
3. RFSC	\$1,576.00	\$18,912.00	
Day(s) / Shift	Additional Services		
Monday thru Friday 1st Shift - per sq. ft.	\$0.090		
Monday thru Friday 2nd Shift - per sq. ft.	\$0.090		
Saturday and Sunday 1st Shift - per sq. ft.	\$0.090		
Saturday and Sunday 2nd Shift - per sq. ft.	\$0.090		
	Periodic Cleaning Service Rates (Should include price per person, per hour, including equipment. Prices to be utilized as an additional service):		
Dry Vapor Steam Clean: per sq. ft.	\$0.12		
Grout Sealer: per sq. ft.	\$0.15		
Stain Protector: per sq. ft.	\$0.45		
Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft.	Included		
Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.	\$0.15		
Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.	Included		
Upholstered chairs: Clean and shampoo each	\$5.00		
	Service Call Rates:		
Monday thru Friday (1st shift) per person, per hour	\$14.00		
Monday thru Friday (2nd shift) per person, per hour	\$14.00		
Saturday and Sunday (1st shift) per person, per hour	\$14.00		
Saturday and Sunday (2nd shift) per person, per hour	\$14.00		
Holidays per person, per hour	\$16.00		
Bio-Hazard Clean Up	\$26.00		
	Prices for years 2, 3 and 4 shall not exceed:		
Year 2	1%		
Year 3	2%		
Year 4	3%		
Year 5	4%		
No Bids	4 State Maintenance Supply	Allcon Construction, LLC	Aztec
	GG's Office Cleaning	Jani-King of Wichita	P & E Building Services, LLC
	Ramco Building Maintenance	D & D Roland Enterprises dba Stematic of Wichita, KS	Servpro of Northeast Wichita
	SourceOne Management Services, Inc.	Wichita Maid Services	Lafe T. Williams & Associates, Inc. dba Williams Janitorial Supply
	Clifton Cleaning Company	Cutting Edge Resources, Inc.	Digital Dolphin
	Wilson Building Maintenance		

On the recommendation of Britt Rosencutter, on behalf of Facilities Maintenance, Tim Myers moved to **accept the proposal from Harris' Dream Clean, LLC and establish contract pricing at the rates listed above for one (1) year, with four (4) one year options to renew.** Jennifer Blasi seconded the motion. The vote passed three to two with Randy Bargdill and Angela Caudillo abstaining from the vote.

A review committee consisting of Todd Reynolds - RFSC Administrator, Randy Bargdill - Chief Deputy Treasurer, David Perricone - Facilities Maintenance, and Britt Rosencutter - Purchasing evaluated all proposals based on the criteria set forth in the RFP. Two (2) vendors were short-listed, Harris' Dream Clean, LLC and Able Janitorial Inc. After interviews with both proposers and checking the references provided, the committee unanimously chose Harris' Dream Clean, LLC.

Note:
Harris' Dream Clean, LLC is a locally owned and operated company.

Approximate 2019 annual spend for Fleet and the Radio Shop = \$4,440.00.
Approximate 2019 annual spend for the RFSC - \$18,912.00.

Questions and Answers

Russell Leeds: Thank you. Before we open up to the Board, do we have conflicts that need to be disclosed or abstentions on this item?

Angela Caudillo: This would be for the items two through four, I'm not sure if I need to do these separately. I would like to disclose that my daughter and I are both currently employed by MIT Cleaning and Restoration, which was one of the bidders. I do feel that I could vote on this matter in an unbiased manner. However, that being said does legal recommend that I abstain on voting on these items?

Mike Fessinger: Charter 68 would require that you abstain if you have personal interest in one of the bidders. As a part-time employee, I don't know that we would consider you to have a personal interest in the matter. That said, if you wish to abstain you may do so. Abstaining, may avoid an appearance of impropriety. But I'll leave it to your judgment.

Angela Caudillo: Thank you.

Mike Fessinger: That said, I'll also add that it looks like Mr. Bargdill was also on the review committee. Under Charter 68, Mr. Bargdill must abstain.

Russell Leeds: With those recommendations from legal counsel, we will now open it up to the Board, the remaining three members of the Board that can pose questions and vote on this item. Questions from the Board on this item?

Tim Myers: Have we previous had any experience with this Able Janitorial, Inc. (Able) or Harris' Dream Clean, LLC?

David Perricone: With Harris' Dream Clean, LLC we haven't had any direct experience with them. They did clean the Extension Office for about a month as a sub-contractor, under the contractor at the time with Service Systems. They terminated that arrangement citing financial and communication concerns that were detrimental to their business. We did end up terminating that contract with Service Systems at one point and we brought in Able to finish out that contract, which is coming up now. Also with Able we have them right now doing some special cleaning out at Public Safety last weekend and this weekend. They've become our fill-in/go to and that is based on the quality of work that we've seen from this company.

Tim Myers: Thank you.

Russell Leeds: Bid pricing appears to be fairly competitive and comparable. It appears that the pricing rates over years 2, 3, and 4 have a variance there. It appears that Able over that period will have a total collective 6% increase and Harris' appears to have about a 5% over that years 2 through 5. Can you talk about that a little bit?

David Perricone: That seems pretty standard across all the bids. They vary a bit. We did not go into the business reasons for that, but it happens on every RFP response just about. I will say that this pricing for these 3 and maybe I'm getting ahead of myself talking about these all 3 at the same time. But the question was originally about Harris' and Able, so I will just knock it out. These 3 are a decrease from our 2019 pricing, about 12%. We believe that might have something to do with the way we broke these up. All of these facilities were on one contract. We broke them up to bring in more bids and local bids. These local/smaller companies have shorter hierarchies, so that may impact the pricing.

Russell Leeds: Other questions? So the follow up interviews with these two companies, what was the deciding factor on this?

David Perricone: I can't say that there was one deciding factor. I will say they came out different probably because Harris' submitted a superior proposal to Able. I don't think there is any question about that. Harris' interviewed well, they both did. The references checked out. Able probably came out ahead on the Extension Office and Ronald Reagan Building probably because Dr. Brantley over at the Extension Office has had direct experience with Able who is now working out there at the Extension Office as I said before. So it came down to proposal versus experience.

Russell Leeds: Okay, so Harris' proposal was superior in what way?

David Perricone: It was the most complete. It had everything we asked for while being succinct. I think it was a favorite amongst all committees. He hit on all the points that we asked for and they also followed up with a specific program that explains their staffing levels, how many hours, their pay rate, things like that, that the committees liked.