

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

4. CUSTODIAL SERVICES -- RONALD REAGAN BUILDING AND SEDGWICK COUNTY EXTENSION OFFICE

FUNDING -- FACILITIES MAINTENANCE

(Request sent to 122 vendors)

RFP #19-0082 Contract

	Solid Rock		MIT Cleaning and Restoration, Inc.		Thrash Inc. dba TFM Services	
	Monthly	Annual	Monthly	Annual	Monthly	Annual
1. Ronald Reagan Building	\$4,230.00	\$50,760.00	\$6,775.00	\$81,300.00	\$3,200.00	\$38,400.00
2. Sedgwick County Extension Office	\$3,520.00	\$42,240.00	\$2,890.00	\$34,680.00	\$3,000.00	\$36,000.00
Day(s) / Shift	Additional Services		Additional Services		Additional Services	
Monday thru Friday 1st Shift - per sq. ft.	\$0.110		\$0.080		\$0.09	
Monday thru Friday 2nd Shift - per sq. ft.	\$0.110		\$0.080		\$0.09	
Saturday and Sunday 1st Shift - per sq. ft.	\$0.110		\$0.080		\$0.09	
Saturday and Sunday 2nd Shift - per sq. ft.	\$0.110		\$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 or an elimination of 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. Ronald Reagan Building	\$3,114.21	\$37,370.52	\$2,531.00	\$30,373.33	\$2,883.52	\$34,602.24
2. Sedgwick County Extension Office	\$2,592.00	\$31,104.00	\$2,106.67	\$25,280.00	\$2,400.00	\$28,800.00
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 or an elimination of 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		\$32.67	
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%	

	Stephens Industries dba Air Capital Building Maintenance		EH Technical Solutions, Inc.		Ricardo Vigil dba Steam Supreme	
	Monthly	Annual	Monthly	Annual	Monthly	Annual
1. Ronald Reagan Building	\$3,198.00	\$38,376.00	\$3,037.32	\$36,444.84	\$10,701.08	\$128,412.98
2. Sedgwick County Extension Office	\$2,455.00	\$29,460.00	\$2,400.00	\$28,800.00	\$8,906.67	\$106,880.04
Day(s) / Shift	Additional Services		Additional Services		Additional Services	
Monday thru Friday 1st Shift - per sq. ft.	\$0.080		\$0.079		\$3.34	
Monday thru Friday 2nd Shift - per sq. ft.	\$0.080		\$0.079		\$3.34	
Saturday and Sunday 1st Shift - per sq. ft.	\$0.080		\$0.079		\$3.34	
Saturday and Sunday 2nd Shift - per sq. ft.	\$0.080		\$0.079		\$3.34	
	Periodic Cleaning Service Rates (Should include price per person, per hour, including equipment. Prices to be utilized as an additional service or an elimination of service):					
Dry Vapor Steam Clean: per sq. ft.	\$0.25		\$0.25		Included	
Grout Sealer: per sq. ft.	\$0.25		\$0.25		Included	
Stain Protector: per sq. ft.	\$0.20		\$0.85		Included	
Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft.	\$0.15		\$0.15		Included	
Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.	\$0.18		\$0.22		Included	
Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.	\$0.25		\$0.25		Included	
Upholstered chairs: Clean and shampoo each	\$4.00		\$5.00		\$2.00	
	Service Call Rates:					
Monday thru Friday (1st shift) per person, per hour	\$19.50		\$20.00		N/A	
Monday thru Friday (2nd shift) per person, per hour	\$19.50		\$20.00		N/A	
Saturday and Sunday (1st shift) per person, per hour	\$19.50		\$20.00		N/A	
Saturday and Sunday (2nd shift) per person, per hour	\$19.50		\$20.00		N/A	
Holidays per person, per hour	\$29.50		\$20.00		N/A	
Bio-Hazard Clean Up	\$25.00		\$20.00		N/A	
	Prices for years 2, 3 and 4 shall not exceed:					
Year 2	0%		1%		2%	
Year 3	2%		1%		2%	
Year 4	2%		2%		2%	
Year 5	2%		2%		5%	

	Amazing Touch Cleaners		Aztec Property Services dba Aztec	
	Monthly	Annual	Monthly	Annual
1. Ronald Reagan Building	\$3,075.76	\$36,909.12	\$4,750.00	\$57,000.00
2. Sedgwick County Extension Office	\$2,560.00	\$30,720.00	\$2,560.00	\$30,720.00
Day(s) / Shift	Additional Services		Additional Services	
Monday thru Friday 1st Shift - per sq. ft.	\$0.090		\$0.080	
Monday thru Friday 2nd Shift - per sq. ft.	\$0.090		\$0.080	
Saturday and Sunday 1st Shift - per sq. ft.	\$0.090		\$0.080	
Saturday and Sunday 2nd Shift - per sq. ft.	\$0.090		\$0.080	
	Periodic Cleaning Service Rates (Should include price per person, per hour, including equipment. Prices to be utilized as an additional service or an elimination of service):			
Dry Vapor Steam Clean: per sq. ft.	\$0.12		\$0.35	
Grout Sealer: per sq. ft.	\$0.15		\$1.50	
Stain Protector: per sq. ft.	\$0.45		\$0.30	
Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft.	\$0.12		\$0.12	
Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.	\$0.12		\$0.15	
Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.	Included		\$0.25	
Upholstered chairs: Clean and shampoo each	\$5.00		\$20.00	
	Service Call Rates:			
Monday thru Friday (1st shift) per person, per hour	\$14.00		\$27.00	
Monday thru Friday (2nd shift) per person, per hour	\$14.00		\$27.00	
Saturday and Sunday (1st shift) per person, per hour	\$14.00		\$27.00	
Saturday and Sunday (2nd shift) per person, per hour	\$14.00		\$27.00	
Holidays per person, per hour	\$16.00		\$35.00	
Bio-Hazard Clean Up	\$16.00		\$35.00	
	Prices for years 2, 3 and 4 shall not exceed:			
Year 2	1%		2%	
Year 3	1%		2%	
Year 4	2%		2%	
Year 5	3%		2%	
No Bids	Wichita Maid Services		Allcon Construction, LLC	4 State Maintenance Supply
	GG's Office Cleaning		Clifton Cleaning Co.	P & E Building Services, LLC
	Cutting Edge Resources, Inc.		Wilson Building Maintenance	Servpro of Northeast Wichita
	Jani-King of Wichita			

On the recommendation of Britt Rosencutter, on behalf of Facilities Maintenance, Tim Myers moved to **accept the proposal from Able Janitorial, Inc. 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 pasted three to two with Randy Bargdill and Angela Caudillo abstaining from the vote.

A review committee consisting of Curtis Kirkpatrick - DHHS Property Specialist, Jennifer Brantley - Extension Office, Nancy Delgado Appraiser's Office, 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, Able Janitorial, Inc. and Harris' Dream Clean, LLC. After interviews with both proposers and checking the references provided, the committee unanimously chose Able Janitorial, Inc.

Note:

Able Janitorial, Inc. is a locally owned and operated company. They are the current vendor at the Extension Office.

Approximate 2019 annual spend for Ronald Reagan Building = \$36,909.12.

Approximate 2019 annual spend for the Extension Office = \$25,728.00.

Questions and Answers

Russell Leeds: It appears that these two are very close runners, obviously depending on the individual panel based on the needs of those particular facilities it appears to what it comes down to. Correct me if I'm wrong. Tell me if I'm right or wrong and tell me and explain to me the circumstances of this one.

David Perricone: I think what you're getting at is they came out differently because they're the same vendors and proposals. I'm going to say that it has a lot to do with the individuals on the committee. We were able to get more staff involved this time in breaking it up this way. So we got stakeholders from each building, if not each area. A lot of their scoring had to do with what they felt comfortable with based on what they knew on all available information. Dr. Brantley had more information than what the committee for the Main Courthouse had because she has firsthand experience with Able. The Main Courthouse had available information about Harris' that made them think they would be better than Able. I think it's very close.

Joe Thomas: Another factor in consideration was that, as David mentioned these things were broken up, we didn't want to get back into the same situation where we award to just the one vendor. Harris' had the bulk, the Courthouse. Both of them could have done this one particular one, I think the factor to consider was, could Harris' have also done this one whereas Able has had experience at the Extension Office? That was a deciding factor, right David?

David Perricone: Yes, I'm pretty sure either one could do this. But we don't want to put too much on one vendor. That was the whole point of breaking this up.

Russell Leeds: Other questions from the Board? Any comments from legal counsel on this item?

Mike Fessinger: All I will add to the discussion is that your role today is to make a best value judgment. Best value judgment isn't necessarily just based on the lowest price. You have a panel telling you at least in this situation the best value would be to go with Able. That said, if you wish to base your decision on price that would be sufficient reason for you to not follow the panel's recommendation and instead go with Harris'. I think you've received sufficient information to base a best value decision on Able as well.