

COMMITTEE MEMBERS:

ORIE RUBALCAVA – Projects Administrator, Fresno Area Express
BRIGITTE VILLAGOMEZ – Sr Community Revitalization Specialist, City Attorney's Dept
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BACKGROUND

The City of Fresno's Department of Transportation/Fresno Area Express (FAX) solicited Request for Proposals (RFP) for the pest control services. On October 24, 2023, FAX received six proposals expressing interest in providing pest control services. On November 10, 2023, the committee members assembled and discussed the merits of the proposals.

SIGNIFICANT EVENTS

April 12, 2023 – Proposal Release
April 25, 2023 – Pre-proposal Conference
June 13, 2023 – Proposal Closing
August 18, 2023 – Proposal Release
September 8, 2023 – Pre-proposal Conference
October 12, 2023 – Pre-proposal Conference
October 24, 2023 – Proposal Opening
November 10, 2023 – Committee Meeting

EVALUATION CRITERIA

Selection Committee evaluated the proposal based upon three categories:

1. Price - This category will evaluate the reasonableness and competitiveness of the total price for services rendered to FAX, the adequacy of source data and information provided to support cost quotes and figures, and the use of industry and government recognized measurements when compiling estimates.
2. Approach to Work - Proposer's methods and practice for satisfying the requirements listed out in the statement of work.
3. Past Performance and Experience - Contractor's experience and history in pest control services relevant to FAX's needs. Including direct experience on projects of similar size, scope, and complexity.

COMMITTEE NOTES

EagleShield Pest Control – The proposer demonstrated they have a great deal of experience in providing pest control services for organizations similar in size to the Transportation Department, including partnerships with various school districts. They emphasized a comprehensive Integrated Pest Management (IPM) strategy, focusing on minimizing risks and safeguarding student population. Additionally, the price was highly competitive, surpassing more than half of the proposals received.

Pestmaster Services, L.P. – Pestmaster Services presented a strong proposal, showcasing their experience with transit agencies throughout California. Although their proposal was notable, other proposals scored higher in price.

Enviroserv, Inc. dba Allguard Termite – The proposer tied for the lowest overall price. While they provided a satisfactory explanation of their IPM services, other competitors submitted more comprehensive proposals.

Advanced Integrated Pest Management – Advanced IPM met the requirements outlined in the solicitation and demonstrated their qualifications. However, their score was affected by the cost of their services, as pricing was weighted heavily in the evaluation process.

RidX Pest Control – RidX met all the requirements outlined in the solicitation. However, their score was affected by the cost of their services, as pricing was weighted heavily in the evaluation process.

Crazy Ant Pest Control – The proposal submitted had competitive pricing; however, certain aspects did not align with the scope of work and the pricing requirements. Additionally, the proposer had limited experience on projects of similar size and complexity.

SUMMARY RECOMMENDATION

After independent evaluation of the proposals and group deliberation, the committee determined that EagleShield Pest Control offers the best value in meeting the interest of the City and the objectives of the project. The committee recommends awarding a two-year Service Contract, with options for three one-year extensions to EagleShield Pest Control.