



SELECTION COMMITTEE REPORT

For

RFP 12501125

Bus Interior Detailing Services

March 2025

Prepared by:

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2223 G Street
Fresno CA, 93706

City of Fresno
Department of Transportation

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Bus Interior Detailing Services

Selection Committee Sign-Off

The following Selection Committee voting members have read the enclosed report and concur with the findings as written:



Ramon Caraveo
Equipment Supervisor
Department of Transportation



Miguel Ramirez
Senior Management Analyst
General Services Department - Fleet



Stefanie Ramirez
Management Analyst II
Department of Transportation

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I. EXECUTIVE SUMMARY

The Department of Transportation/ Fresno Area Express (FAX) currently has a fleet of one hundred thirty-five (135), forty-foot (40') buses and three (3), twenty-nine-foot (29') buses that need to be deep-cleaned on a rotational weekly basis.

FAX released a Request for Proposals (RFP) on December 18, 2024, seeking qualified vendors to provide personnel to clean and detail the interiors of the transit bus fleet. FAX utilized the following criteria to assess proposals:

- Past Performance and Experience: [35%]
- Price: [30%]
- Technical Approach to Solutions: [20%]
- Record Keeping Procedures [15%]

On January 21, 2025, FAX received five (5) proposals which were reviewed and deliberated by the Selection Committee. The results of the Selection Committee's evaluation are as follows:

Overall Scoring				
Elite	Fleet Wash	Oxotic	Scrub Can	SNJ Solutions
87.25	59.19	67.14	72.55	65.61

As Elite Pressure Washing received the highest average score, the Selection Committee unanimously recommends them for award of RFP 12501125, *Bus Interior Detailing Services*.

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II. FACILITATORS & COMMITTEE MEMBERS

SHARLEE FLORES *Committee Chair / Facilitator (Non-Voting)*

TAMRA TORRENCE *Procurement Specialist, Co-Facilitator (Non-Voting)*

RAMON CARAVEO *Committee Member (Voting)*

MIGUEL RAMIREZ *Committee Member (Voting)*

STEFANEE RAMIREZ *Committee Member (Voting)*

III. SIGNIFICANT EVENTS

December 18, 2024 – Solicitation Posted

January 21, 2025 – Proposals Due

February 5, 2025 – Committee Meeting

February 27, 2025 – Committee Meeting

IV. EVALUATION CRITERIA

The Selection Committee evaluated the proposal based on five categories:

Past Performance and Experience: [35%]

The contractor's experience and history in bus and related vehicle interior detailing relevant to FAX's needs. Including direct experience on projects of similar size, scope, and complexity. This may include client references, thoroughness, or any awards or recognition received for past performance.

Price: [30%]

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.

Technical Approach and Solutions: [20%]

Approach to quality and comprehensive inspection of work. Quality assurance procedures and response time capabilities to meet FAX's needs. Also included is the Proposer's versatility, inventory of cleaning solutions, methodology, and standard equipment.

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Record Keeping Procedures [15%]

Proposer demonstrates knowledge of accurate recordkeeping and maintains a proper reporting approach, including past documentation or current data-tracking systems such as online report access capability as well as data collection and presentation.

The criteria scoring is as follows:

PAST PERFORMANCE AND EXPERIENCE		
Proposer	Comments	Criteria Score
Elite Pressure Washing	The proposer demonstrated good experience (5.5 years) on similar contracts. Technicians have over 4 years of experience. No issues with past performance reported.	28
Fleet Wash	The proposer demonstrated that they have a lot of experience with providing similar services and have merged with a larger company that has even more years (52) of experience in fleet washing. No issues with past performance reported.	30.33
Oxotic	The proposer demonstrated a good amount of experience (5 years). No issues with past performance reported.	27.42
ScrubCan	The proposer has a great amount of experience (10 years), but scoring reflects some poor performance issues incurred in recent years of providing the service.	26.25
SNJ Solutions	The proposer has a great amount of experience (9 years) providing similar services, but did not explain well in the proposal. No issues with past performance reported.	26.83

TECHNICAL APPROACH AND SOLUTIONS		
Proposer	Comments	Criteria Score
Elite Pressure Washing	The proposer demonstrated great quality control procedures and real-time tracking within their response and proposed immediate response times to any concerns. They also proposed strong management oversight and a detail-oriented cleaning methodology.	17
Fleet Wash	The proposer listed a good structure for operations but lacked detail. Committed to addressing concerns within 24 hours.	14.67

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Oxotic	The proposer provided an average response to technical approach and remedies/solutions to address any issues/concerns.	14.33
ScrubCan	The proposer provided an average response to technical approach and remedies/solutions to address any issues/concerns.	14.33
SNJ Solutions	The proposer provided a generic response, not really tailored to FAX's needs.	14.67

RECORD KEEPING PROCEDURES		
Proposer	Comments	Criteria Score
Elite Pressure Washing	The proposer had a very good outline for how they would keep records and provide information to FAX. Assured that records would always be readily available, and they will keep service logs and communication logs and use google drive to share in real-time with FAX.	12.25
Fleet Wash	The proposer stated that an app would be used for record keeping, but the proposal lacked further details about it.	11.25
Oxotic	The proposer provided an adequate response about having their own mobile app and would document each detailer's work and share in real-time with FAX.	12
ScrubCan	The proposer stated that they use multiple systems to track their records/information. Proposal response indicated that they take photographs, but that has not been FAX's experience with the vendor.	10.25
SNJ Solutions	The proposer stated that they have a mobile app tracking system with real time access, but it was a broad response/lacked detail.	10.75

PRICE
<p>The scoring for price was based on the lowest price in relation to the offered price. The formula is as follows:</p> $\text{Price Scoring} = \text{lowest price/offered price} \times 100 \times 30\%$ <p>Continued below.</p>

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The results are as follows:

Elite Pressure Washing Criteria Score – 30

Fleet Wash Criteria Score – 2.94

Oxotic Criteria Score – 13.39

ScrubCan Criteria Score – 21.72

SNJ Solutions Criteria Score – 13.36

V. NEGOTIATIONS

The Selection Committee did not enter negotiations.

VI. OVERALL SCORES

The overall scores for the proposers are as follows:

Overall Scoring				
Elite	Fleet Wash	Oxotic	ScrubCan	SNJ Solutions
87.25	59.19	67.14	72.55	65.61

VII. RECOMMENDATION

After independent evaluation of the proposals and group deliberation, the Selection Committee determined that Elite Pressure Washing meets the interest of the City and the objectives of the services. The committee recommends awarding a two-year service contract, with options for three one-year extensions to Elite Pressure Washing for a total not to exceed \$760,128.