

**REPORT FROM EVALUATION COMMITTEE  
REQUEST FOR PROPOSAL FOR  
Regional Wastewater Reclamation Facility Janitorial Service - RFP NO 9470**

**Committee Members:**

Rick Staggs - Department of Public Utilities, Wastewater Management Division.  
Wastewater Manager

Tim Tompsett - Department of Public Utilities, Wastewater Management Division.  
Maintenance Supervisor

Ray Arthur - Department of Public Utilities, Wastewater Management Division.  
Project Manager

**Background**

The goal of this Request for Proposal (RFP) was to solicit proposals for a Regional Wastewater Reclamation Facility (RWRf) Janitorial Contract.

Proposals were submitted by five vendors according to the Request for Proposal, October 15, 2018. The proposals were based on a per area cleaned and total cost as per the technical specifications.

<u>Vendor</u>	<u>Projected Annual Cost</u>
Commercial Cleaning Systems	\$101,640.00
Geil Enterprises, Inc.	\$141,222.00
Vanguard Cleaning Systems	\$142,836.00
Customized Custodial Services	\$255,412.75
ScrubCan, Inc.	\$297,073.56

**Committee Notes**

All committee members agreed that all vendors listed above may be able to perform the duties as required in the technical specs. All five have experience with multiple buildings, organizations and varying situations in many cities and locals within the general San Joaquin Valley area.

**Commercial Cleaning Systems (CCS)**

While Commercial Cleaning Systems (CCS) was the low bidder, they are also the current provider. Due to CCS's inability to perform to contract specifications at their bid

price, the RWRf was forced to renegotiate the Janitorial Services contract at a higher rate, on a month-to-month basis; while re-advertising for new proposals. Additionally, several RWRf staff noted to committee members that, compared to previous vendors, the CCS quality of service was lacking during their contract period. All committee members agree that CCS should not be considered for this contract, based on proposals.

### **Geil Enterprises Inc (Geil)**

GEIL was the next lowest bid at \$141,222.00. Geil Enterprises or Janitorial Inc., a Geil dba, has provided janitorial services for the City at least four times in the past ten years. They provided Janitorial Services to the RWRf during a transitional period in 2008 and the Supervisor was pleased with their performance. At about the same time Geil held the contract for City Hall for several years. The Facilities Manager at the time noted that, like most vendor minimum wage positions, there were occasional mistakes but Geil always responded quickly to solve the situation. The City's current Facilities Manager oversaw Geil's work at the MSC building and was not satisfied with their performance and chose to not extend their contract. Currently Geil conducts janitorial services for the Fresno Fire Department. The department's Facilities Manager is happy with their performance and has had no problems. All committee members agreed that Geil will provide the best value based on price and services.

### **Vanguard Cleaning Systems** **Customized Custodial Services** **ScrubCan Inc.**

All three of these companies have broad experience in the janitorial field. The committee decided that, due to the cost of their proposals, they did not qualify for best value for the city.

### **RECOMMENDATION:**

The committee recommends that Geil Enterprises Inc. provide the Janitorial Services for the Regional Wastewater Reclamation Facility. The decision was based on dollar value and past and present performances of the two most cost effective proposers; and their abilities to perform the duties as per the technical specifications.