

LISTING OF PROPOSERS

FOR: Request for Proposals for RFP Requirements Contract for Custodial Services at PARCS Facilities

RFP No. 9658
RFP Opening: 8/23/2022

<u>PROPOSERS</u> (In alphabetical order)	<u>TOTAL PROPOSAL AMOUNT</u>
1. CCS Facility Services 2695 Fowler Ave, Ste 110A Fresno,CA 93727	\$746,016.00
2. Premier Property Preservation, LLC 7449 Studio Road West Hills, California 91304	\$546,312.00
3. ScrubCan Inc. 4140 N Knoll Dr Fresno, California 93722	\$589,776.00
4. Universal Protection Services, LP 600 W. Shaw Ave. Fresno, CA 93704	\$396,645.56

Each proposer has agreed to allow the City One Hundred and Twenty (120) days from date proposals were opened to accept or reject their proposal.

DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

Award a contract in the amount of \$ 589,776.00
to ScrubCan Inc.
in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

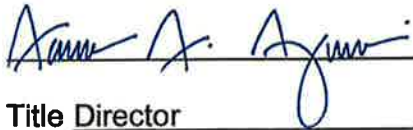
Remarks:

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Department Head Approval



Title Director

Date 11/8/22

Approve Dept. Recommendation

Approve GSD/Purchasing Recommendation

Disapprove

Disapprove

See Attachment

GENERAL SERVICES DEPARTMENT

CITY MANAGER


_____ 11/21/2022
Purchasing Manager Date


_____ 11/21/22
City Manager or Designee Date


_____ 11/21/22
General Services Director Date

EXHIBIT V – RFP COMMITTEE REPORT

REPORT FROM EVALUATION COMMITTEE REQUESTS FOR PROPOSALS FOR CUSTODIAL SERVICE AT 21 PARCS FACILITIES

RFP No. 9658

COMMITTEE MEMBERS:

KYLE JEFFCOACH – Operations Manager – PARCS
BRYAN HINES – Supervisor, City of Clovis
MIKE CARBAJAL – Operations Manager – PARCS
SHELBY MACNAB – Business Manager – PARCS
JUAN PELACIO – Senior Engineering Technician - Public Works
FRANCESCA EIDSON – Customer Services Manager – PARCS

FACILITATOR

AUGUSTUS KRIDER – Procurement Specialist, General Services Department

BACKGROUND

The City of Fresno Department of Parks, After-School, Recreation and Community Services (PARCS) solicited proposals to provide custodial services for 21 PARCS facilities located around Fresno. Services to be provided by the proposers included restroom cleaning and sanitization, mopping floors, window washing, vacuuming and various custodial services needed to provide safe and clean facilities for the public. The request is for a three (3) year agreement with the possibility of two (2) one (1) year extensions. At the conclusion of the proposal opening, four vendors submitted proposals on the PARCS Custodial RFP and are as follows:

1. Scrubcan Inc.
2. CCS Facility Services
3. Premier Property Preservation (PPP), LLC
4. Universal Protection Services, LP

The committee determined that the evaluation of the proposals would suffice in making a selection for this contract. It was determined through the committee that interviews would not be necessary in order to make a sound business decision and obtain the best value contract.

SIGNIFICANT EVENTS

RFP Release – July 27, 2022

RFP Opening – August 23, 2022

Committee Review – September 23, 2022

Committee Meeting – October 6, 2022

Final Committee Evaluation – October 6, 2022

EVALUATION PROCESS

The following evaluation criteria were identified for the custodial RFP.

1. Cost – as shown on the proposal.
2. Ability to Meet the Stated Service Requirements.
3. Past Performance and Experience – Based on references and experience shown on “Statement of Qualifications and Experience.”
4. Conformance to the Terms and Conditions of the RFP.
5. Financial Stability – based on information provided in the Statement of Qualification.
6. Other Related Information.

COMMITTEE NOTES

ScrubCan, Inc. – This Company is a local minority owned business and was established 7 years ago. They are ISSA Certified and utilize Geo tracking and Zendesk technologies and currently provide custodial services for the City of Fresno. In the proposal, Scrubcan, Inc. demonstrated a customer service driven model that states “people, process and products sets both clients and company to be successful.” The committee felt that Scrubcan had adopted multiple tools and demonstrated established infrastructure to provide quality custodial service to the City of Fresno.

CCS Facility Services – The proposal exceeded the allocated budget PARCS has for this service, so the proposal was eliminated from consideration.

Premier Property Preservation – PPP is a family-owned business that has approximately 5 years of experience in and around the Los Angeles area. The supervisorial structure that was outlined in PPP’s proposal was limited and the committee was not confident PPP could provide adequate supervision under this model. PPP is not a local company and is based out of the Los Angeles Area.

Universal Protection Services – This company demonstrated the most experience and techniques to ensure customer satisfaction and supervision. However, the cost proposal was significantly less than other proposals. Based on the information provided, the bidder did not bid the hourly amount as requested in the RFP, and instead bid services based on square footage. This RFP was designed to provide custodial staff ample time to properly clean and sanitize each of the 21 centers. The committee did not feel the company would be able to provide adequate services as compared to the other proposals due to this undercosting.

SUMMARY RECOMMENDATION

Based upon the proposal documents and the committee review and analysis, the committee recommends the requirements contract be awarded to ScrubCan Inc. While ScrubCan Inc. did not submit the lowest proposal, the committee felt that this recommendation would result in the greatest value for the City of Fresno as ScrubCan Inc. demonstrated the ability to deliver high quality services supported by adequate management infrastructure and numerous communication tools to support responsive customer service.