

**REPORT FROM SELECTION COMMITTEE FOR  
REQUEST FOR PROPOSAL  
FOR CUSTODIAL SERVICES AT POLICE FACILITIES  
BID FILE #9519**

**COMMITTEE MEMBERS**

- Rene Watahira, City of Fresno, Police Department, Administrative Manager
- Jason Musser, City of Fresno, Police Department, Police Officer
- Kim Jackson, City of Fresno, Information Services Dept., Administrative Manager
- Ann Kloose, City of Fresno, Public Works Department, Sustainability Manager

**BACKGROUND**

The goal of the Request for Proposal (RFP) was to solicit proposals to provide custodial services to 15 locations for the City of Fresno, Police Department.

The price proposal section of the RFP consisted of a comprehensive list of annual per item charges, which was divided by 12 to provide the monthly cost for services.

**COMMITTEE NOTES**

A Notice Inviting Proposals was published on September 20, 2019. The Specifications were distributed to 12 prospective proposers. Five proposals were received and opened on October 15, 2019. The Selection Committee met to review and evaluate the proposal submissions. Each proposal was evaluated on the following criteria as presented in the RFP:

- Conformance to the RFP requirements
- Ability to meet the stated service requirements
- Past Performance and Experience
- References
- Cost as shown on the proposal form
- Other

**Janitorial, Inc. (Geil Enterprises).** Janitorial, Inc. conformed to the RFP requirements in all areas and submitted competitive bid pricing. They are local; they have the financial resources to expand their service to FPD, 32 years of experience with over 200 employees, and good references. Their proposal specifies a plan to service our 15 locations and their past performance with the Police Department was favorable.

**Premier Property Preservation**, did not provide a financial statement as required in the RFP, thus they were not in compliance. Additionally, they are not local; their pricing is five times lower than all other bids (which is a concern); their references show they have very limited janitorial experience (and none with law enforcement); there was no staffing plan for FPD and no organizational chart as requested.

**ScrubCan Inc.** submitted competitive pricing and is a minority-owned business; however, they did not provide a financial statement as required in the RFP, thus they were not in compliance. They have been in business four years with one year of municipal experience with the City of Fresno, but no experience with law enforcement. Also, they have 25 employees, and would need to hire, train and background all new employees to service the Police Department's 15 sites, which is a concern. They take pride in hiring "returning citizens from the corrections system," which is a significant concern for the Police Department. Equipment owned is very limited.

**Office Pride** did not provide a financial statement, did not sign the signature or ACH authorization pages and did not submit an organizational chart as required in the RFP, thus they were not in compliance. Office Prides' references are favorable and include law enforcement, their pricing is competitive and they have five years of experience.

**Commercial Cleaning Systems**, did not provide a financial statement as required in the RFP, thus they were not in compliance. Additionally, CCS was the highest bidder, and their past janitorial performance and responsiveness with the Fresno Police Department is a concern for any future performance. Their proposal had no staffing plan specific to the Fresno Police Department, which is also a concern. They have a specialized floor crew and good references.

## **Recommendation**

The Selection Committee recommends the Fresno Police Department contract with Janitorial, Inc. for janitorial services due to the fact they are local, have competitive pricing and were the only bidder that met all the requirements of the RFP.