

**REPORT FROM SELECTION COMMITTEE FOR  
REQUEST FOR PROPOSAL  
FOR CUSTODIAL SERVICES AT POLICE FACILITIES  
BID FILE #9456**

**COMMITTEE MEMBERS**

- Rene Watahira, City of Fresno, Administrative Manager
- Jason Musser, City of Fresno, Police Officer
- Maddie Morse, City of Fresno, Senior Management Analyst
- Bruce Roberts, Fresno County Sheriff-Coroner Business Office, Senior Accountant
- Laura Rapp, Senior Procurement Specialist (Facilitator), City of Fresno, Finance/Purchasing

**BACKGROUND**

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

The price proposal section of the RFP consisted of a comprehensive list of per item charges that totaled to a monthly fee of services.

**COMMITTEE NOTES**

A Notice Inviting Proposals was published on August 30, 2018. The Specifications were distributed to 18 prospective proposers. Five proposals were received and opened on October 9, 2018. The five institutions that submitted proposals were:

The Selection Committee met to review and evaluate the submittal proposals. As presented in the RFP, each of the proposals was evaluated based on the following criteria:

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

**Commercial Cleaning Systems.** CCS has competitive pricing and experience with other municipalities and law enforcement; however, 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 a concern.

**Customized Custodial Services, LLC.** CCSL has experience with other municipalities; however, they are not a local company and their proposal price was the highest received. They have no experience with law enforcement. Additionally they will furnish supplies “on demand,” with no inventory on hand for emergencies, which is a concern.

**Geil Enterprises Inc.** Geil is local and have 32 years of experience. They have experience with law enforcement. Their proposal specifies an account manager assigned to the Police Department and they have over 500 employees; however, their proposal price was the second highest received and their past performance with other City Departments is a concern.

**Lincoln Training Center.** Lincoln has the most competitive pricing, a good reputation with other City Departments, 54 years of experience and they are local. They have experience with law enforcement. They plan to assign a janitorial supervisor to the Police Department for 8 hours per day and use a specialized “Compu-clean” software system for work orders, which assures quality control. They have an impressive training protocol for their employees and hire special needs employees, which supports an under-served community. There were no concerns with this company.

**ScrubCan Inc.** Scrubcan has competitive pricing and is a minority-owned business; however, they have been in business only three years and have no municipal experience beyond a two-month old contract with another City Department, which is not enough time to determine their quality control. They have no experience with law enforcement. Also, they have only 24 employees, and would need to hire, train and background all new employees to service the Police Department’s 16 sites, which is a concern.

## **Recommendation**

The Selection Committee recommends the Fresno Police Department contract with Lincoln Training Center for janitorial services due to the fact they are local, have the best pricing, will assign a supervisor to FPD for 8 hours per day to assure quality control and they support special needs employees.