

Young, Bernie C

From: Creech, Whitney
Sent: Tuesday, April 21, 2020 1:11 PM
To: Comments, BCC Agenda
Subject: FW: Janitorial contract to be discussed today

From: Jan Roberts <jroberts@robertsceilingcleaning.com>
Sent: Tuesday, April 21, 2020 12:07 PM
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Subject: Janitorial contract to be discussed today

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Hello!

My name is Jan Roberts and I am the owner of Roberts Ceiling Cleaning. We are not currently a vendor with Pinellas County, but would like to be in the future. I noticed that on today's agenda, you will be considering a change order to an existing 5 year janitorial contract. Now I am not familiar with what Pinellas County refers to Level A and Level B cleaning, but it seems that there has been a major change to this contract since it began. Originally the contract was for Level B cleaning and it is now converting some areas to Level A cleaning. The original contract was awarded for just over \$10 million dollars and is now posed to exceed \$15 million dollars - over a 50% increase! Now that the original contract has so dramatically changed, should this go back out for bid?

There are several companies out in the local community that specializes in disinfecting contaminated areas or surfaces to be utilized on a sporadic basis. Maybe this is what is needed instead of increasing the cleaning efforts of the existing janitorial service every day of the week? I don't know all of the details of this contract, but this is just a thought... My company usually comes in to clean ceilings and walls once or twice a year. The job of a Porous ceiling tiles is to remove dust and contaminants from a room. Then a few times a year the porous ceiling tiles can be sprayed with a cleaning product to remove those contaminants. It isn't necessary to step up the cleaning every day of the year. Will this save you money? Not sure, but it worth a look at what the janitorial company is currently doing and what the change order will accomplish. Let me know if you have any questions.

Best regards,

Jan Roberts
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