



Staff Report

Board of County Commissioners approved 03/20/2018

File #: 17-1459A, **Version:** 1

Agenda Date: 3/20/2018

Subject:

Award of bid to American Facility Services, Inc. for requirements of janitorial services at various County buildings.

Recommended Action:

Approve the award of bid to American Facility Services, Inc. (AFSI) for requirements of janitorial services at various County buildings.

Contract No. 167-0450-B (JJ) in the annual amount of \$2,014,720.80 for a sixty (60) month expenditure of \$10,073,604.20 on the basis of being the lowest responsive, responsible bid received meeting specifications.

Strategic Plan:

Create a Quality Workforce in a Positive, Supportive Organization

1.3 Make workforce safety and wellness a priority

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

Summary:

This contract provides janitorial services at various County buildings for the purpose of providing and maintaining a clean and safe working environment. Types of services provided include but are not limited to: day porter services, scheduled cleaning services, floor maintenance and the supply and distribution of cleaning supplies. The contract is based upon a cleaning standard established by the International Sanitary Supply Association.

Background Information:

On November 20, 2017, the Purchasing Department, on behalf of REM released an invitation to bid with the intent to establish a contract for county-wide janitorial services. This contract replaces a contract that expires June 30, 2018. Prices are firm for the first twenty-four (24) months of the contract term, after which the contract has provision for Consumer Price Index adjustments every twelve (12) months. The contract amount includes unspecified services in the amount of \$125,000.00 for the potential addition of future locations and special event janitorial services, as authorized by REM.

Under the direction and supervision of REM, AFSI will provide all labor, materials, supplies, and equipment (except as otherwise provided) to plan, schedule, coordinate, and assure effective performance of all janitorial services.

All necessary transition preparation including but not limited to contractor's employee background

checks, Safety Data Sheet review, and safety and training program verification will commence upon contract award. The contract term with AFSI is July 1, 2018 through June 30, 2023.

The price comparison between the new contract as compared to the former contract reflects an approximate twelve percent (12%) savings.

Fiscal Impact:

Estimated sixty (60) month expenditure not to exceed: \$10,073,604.20

Estimated annual expenditure not to exceed: \$2,014,720.80

Funding is derived from the operating budgets of requesting departments.

Staff Member Responsible:

Andrew W. Pupke, Real Estate Management

Joe Lauro, Director, Purchasing

Partners:

N/A

Attachments:

Bid Tabulation

PINELLAS COUNTY GOVERNMENT, FLORIDA		
Cost Proposal Tabulation		
Bid No.: 167-0450-B (JJ)		
Bid Title : Janitorial Services County Wide		
Date & Time Due: February 6, 2018 @ 3:00 P.M.		
VENDOR		Amount
American Facility Services, Inc.		\$ 10,073,604.20
3H Service Systems, Inc.		\$ 11,048,300.00
D&A Building Services, Inc.		\$ 12,284,872.40
Florida Cleaning Systems Inc		\$ 12,435,920.00
American Janitorial, Inc. (AJI)		\$ 13,336,059.80
Grosvenor Bldg Services,LLC		\$ 13,452,800.00
Varsity Contractors Inc DBA Varsity Facility Services		\$ 14,392,820.00
Alpha Building Maintenance Services, Inc.		\$ 24,371,358.20