

## INTEROFFICE MEMORANDUM



**TO:** Felicia Strong-Whitaker, Chief Purchasing Agent, Director of Purchasing and Contract Compliance  
**FROM:** Joseph Davis, Director, DREAM  
**DATE:** March 21, 2024  
**SUBJECT:** Recommendation Award – ITB#23ITB138801C-GS, Janitorial Services for Selected Fulton County Facilities (Groups C, D, & G) FY2024

JD

---

**Recommendation:** We are recommending approval of the lowest bidders for, Bid# 23ITB138801C-GS, Janitorial Services for Selected Fulton County Facilities (Groups C, D & G) in the total amount of \$981,071.00 with (A) American Facility Services, Inc. (Alpharetta, GA) in the amount of \$679,630.00 for Group C (Central Libraries) and Group D (North Fulton Libraries); and (B) Good Success Company, Inc. (Atlanta, GA) in the amount of \$301,441.00 for Group G (North and Central Senior Centers), to provide janitorial services for selected Fulton County facilities for Fulton County for eight (8) months of FY2024. Effective dates: May 1, 2024, through December 31, 2024, with two renewal options.

### DISCUSSION:

#### Basis of Award:

The basis of award recommendation was evaluated on the lowest bid and the bidder's responsiveness to all bid requirements. The recommendation review included each bidders' ability to calculate cleanable square footage costs according to a reputable industry source (that provides an average cost range per square foot for standard facility including day porter services, premium annual events and requisite supplies) to determine the total annual cost for each of the three (3) distinctive Groups: C (Central Libraries- consists of 6 facilities), D (North Fulton Libraries- consists of 15 facilities), and G which consists of 7 total facilities (North Senior Centers- 5 facilities & Central Senior Centers- 2 facilities). The award base bid only included the Original Term - FY2024 pricing for each category.

The recommendation was also based upon a new criterion to clean Group G (North and Central Senior Centers). According to Section 7, Contract Compliance Requirements. Bidder (Prime Contractor) must submit with their bid/proposal proof of certification from a verified source (City of Atlanta, U.S. DOT, & GDOT, etc.), this company is a certified SBE (Small Business Enterprise) or SBA (Small Business Administration) entity.

DREAM also considered the experience with previous Cleaning Contracts and consultations with other organizations within the cleaning industry. The goal of this process is to award County Cleaning Contracts to reliable and responsible companies that are financially-sound,

with sufficient management expertise and cleaning experience to provide good service in return for the County funds expended.

Janitorial Contractors must provide references of current customers who can verify the quality of services that the company provides. The County prefers references of similar size and scope of this bid.

#### **Bid Evaluation Process:**

The Department received and evaluated 13 bids to the solicitation. After carefully reviewing of each of the 13 total bidders for each Janitorial Group are as follow:

#### **Group C (Central Libraries & Central Warehouse):**

| <b>Group C</b> |                            |                |
|----------------|----------------------------|----------------|
|                | <b>Bidder</b>              | <b>Cost</b>    |
| 1              | AT Trash                   | Non-Responsive |
| 2              | Real Estate Mgt            | Non-Responsive |
| 3              | DSC Solutions              | Non-Responsive |
| 4              | American Facility Services | \$632,544.48   |
| 5              | Building Maintenance       | \$686,853.76   |
| 6              | A-Action                   | \$720,441.00   |
| 7              | Project Soy                | \$884,810.16   |
| 8              | ICS, Inc.                  | \$925,930.00   |
| 9              | Chi-Ada                    | \$1,145,510.40 |
| 10             | JA & E Veteran             | \$1,260,093.60 |
| 11             | RSG Solutions              | \$2,244,441.40 |

#### **Bid Evaluation:**

The first three (3) lowest bidders were (1) AT Trash at \$139,081.00 (2) Real Estate Management at \$303,800.00 and (3) DSC Solutions at \$394,367.52 were deemed Non-Responsive by the Department of Purchasing and Contract Compliance. Their costs were below the average commercial cleaning price per square foot (\$.9 & \$.086) and the per hour day porter costs (between \$15 to \$17) *Exhibit 3*. There were also two (2) No-Bids in this Group: (1) Quality Cleaning and (2) Good Success.

#### **Recommendation:**

American Facility Services (AFS), the 4<sup>th</sup> lowest bidder, submitted the most responsive and responsible bid at \$632,544.48 and has successfully performed on other current County Janitorial Contracts (22RFP135756C-GS & 21ITB130447C-GS) (see Exhibit 2, CPR). Also, AFS average costs for cleanable sq. ft. (\$.20) and day porter per hour (\$18) are within the acceptable price range (see Exhibit 3).

#### **Group D (North Libraries):**

|   | Bidder                     | Cost           |
|---|----------------------------|----------------|
| 1 | Real Estate Mgt            | Non-Responsive |
| 2 | DSC Solutions              | Non-Responsive |
| 3 | American Facility Services | \$266,606.40   |
| 4 | ICS, Inc.                  | \$408,798.84   |
| 5 | JA & E Veteran             | \$439,843.00   |
| 6 | AT Trash                   | \$460,800.00   |
| 7 | Chi-Ada                    | \$475,361.28   |
| 8 | Building Maint.            | \$638,432.16   |
| 9 | RSG Solutions              | \$945,831.60   |

Bid Evaluation:

The two (2) lowest bidders, (1) Real Estate Management at \$197,007.24 and (2) DSC Solutions at \$227,535.10 were deemed Non-Responsive by the Department of Purchasing and Contract Compliance. Their costs were below the average commercial cleaning price per square foot (\$.9 & \$.086) *Exhibit 3*. Also, there were four (4) No-Bids in this Group: (1) A-Action, (2) Quality Cleaning, (3) Good Success and (4) Project Soy.

Recommendation:

American Facility Services, Inc. (AFS), the 3<sup>rd</sup> lowest bidder, submitted the most responsive and responsible bid at \$266,606.40 and has successfully performed for Group D (North Fulton Libraries) on the previous County Janitorial Contract #21ITB128258C-CG (see CPR for FY2023 performance). Although, AFS submitted a bid higher than the two (2) lowest bidders, their average cost per sq. ft (\$.12) is within an acceptable average price (\$.10 to \$.30) for commercial cleaning (see Exhibit 3).

**Group G (North and Central Senior Centers):**

|   | Bidder                 | Cost           |
|---|------------------------|----------------|
| 1 | Quality Cleaning       | Non-Responsive |
| 2 | Real Estate Management | Non-Responsive |
| 3 | DSC Solutions          | Non-Responsive |
| 4 | Good Success           | \$447,661.20   |
| 5 | A-Action               | \$522,478.00   |
| 6 | Chi-Ada                | \$664,978.99   |
| 7 | Building Maintenance   | \$702,125.80   |
| 8 | JA & E Veteran         | \$718,368.60   |

Additional criterion to be awarded Group G (North and Central Senior Centers), according to Section 7, Contract Compliance Requirements of this ITB, the bidder (Prime Contractor) must submit with their bid/proposal proof of certification that they are a certified SBE (Small Business Enterprise) or SBA (Small Business Administration) company.

**Bid Evaluation:**

The three (3) lowest bidders, (1) Quality Cleaning at \$134,261.54, (2) Real Estate Management at \$349,700.16 and (3) DSC Solutions at \$401,432.90 were deemed Non-Responsive by the Department of Purchasing and Contract Compliance to perform janitorial services for Group G (North and Central Senior Centers) (see the Group G Table above). Also, there were five (5) No-Bids in this Group: (1) American Facility Services, Inc. (AFS), (2) AT Trash Valet LLC, Inc., (3) Intercontinental Commercial Services (ICS), (4) Project Soy and (5) RSG Solutions, LLC.

After careful review of all 13 total bid responses to the solicitation, for Group G, A-Action and Good Success were the responsive and responsible bidders that also complied by submitting certifications with SBE status.

**Recommendation:**

Good Success, the 4<sup>th</sup> lowest responsive and responsible bidder at \$447,661.20 for Group G ((North Senior Centers) – which consists of 5 facilities (HG Darnell, North Fulton, DC Benson, Dogwood and New Horizons) and for Group G (Central Senior Centers) - which consists of two (2) facilities (Edgewood and Helene S. Mills)) for FY2024. This bidder has not provided service to Fulton County previously.

These are time and material contracts. The requested spending authorities in the total amount of \$981,071.00 is sufficient to cover the cost for materials, equipment, cleaning supplies and day porter labor hours to maintain the required cleaning services for the eight (8) remaining months of FY2024.

**SUMMARY RECOMMENDATION**

| <b>Recommended Bidder</b>           | <b>Base Bid Amount</b> | <b>8-Months Award Authority</b> |
|-------------------------------------|------------------------|---------------------------------|
| American Facility Services- Group C | \$632,544.48           | \$478,924.00                    |
| American Facility Services- Group D | \$266,606.40           | \$200,706.00                    |
| Good Success – Group G              | \$447,661.20           | \$301,441.00                    |
| <b>Totals</b>                       |                        | <b>\$981,071.00</b>             |

These are time and material contracts. The requested spending authorities in the total amount of \$981,071.00 is sufficient to cover the cost for materials, equipment, cleaning supplies and day porter labor hours to maintain the required cleaning services for the nine (9) remaining months of FY2024.

*Joseph Davis*

Authorized Signature: Joseph N. Davis

Date: 3/4/2024

**(By Director/Deputy Director)**

If you require additional information, contact Harry Jordan at (404) 612-5933.

Cc. Tim Dimond, Deputy Director, DREAM  
John Adams, Administrator, DREAM  
James Morehead, Building Services Manager, DREAM  
Mark Hawks, CAPA, Team C, Purchasing & Contract Compliance  
Gertis Strozier, APA, Team C, Purchasing & Contract Compliance  
Harry Jordan, Contract Administrator, DREAM  
Khandi Flowers, Contract Administrator, Purchasing & Compliance/DREAM  
Joanna Hernandez, Contracting Officer, Purchasing & Compliance/DREAM