



INTEROFFICE MEMORANDUM

TO: Felicia Strong-Whitaker, Director, Purchasing and Contract Compliance

FROM: Joseph Davis, Director, DREAM *JD*

DATE: March 28, 2023

SUBJECT: Recommendation Award – ITB #23ITB136993C-GS, Medical and Clinical General Cleaning Services-FY2023

Recommendation: We are recommending approval of the lowest responsible bidder for, ITB #23ITB136993C-GS, Medical and Clinical General Cleaning Services in the amount of \$330,218.00 with Intercontinental Commercial Services, Inc. (Lawrenceville, GA), to provide the highest quality medical and clinical general cleaning services for selected Fulton County Health facilities: Adamsville Regional Health Center, Center for Rehabilitation, Fulton County Public Health at 10 Park Place, Oakhill Child, Adolescent and Family Center and College Park Regional Health Center. Effective dates: April 1, 2023 through December 31, 2023, with two renewal options.

DISCUSSION: The recommendation for the awards was based on the bidders' ability to calculate the cost per cleanable square footage for each facility to include monthly and annual day porter services and totaling all cost for the five (5) health facilities for a total Base Bid Amount to determine the lowest responsible and responsive bidder complying with the provisions of this ITB.

We 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 a reliable and responsible company that is financially sound, with sufficient management expertise and cleaning experience to provide excellent quality service in return for the County funds expended.

Bid Evaluation Process:

The County received and evaluated 11 bid responses to the solicitation, but only evaluated eight (8) bid responses. Three (3) bids were deemed non-responsive by the Department of Purchasing & Contract Compliance.

Deemed Non-Responsive:

Both **Carter 1 Enterprises** and **RSG-Solutions** were deemed non-responsive for failure to submit Form A: Georgia Security and Immigration Contractor Affidavit and Agreement as

required in accordance with Section 1, Instruction to Bidders, Item 25, Georgia Security and Immigration Compliance Act and Section 6, Purchasing Forms of the solicitation document (see Exhibit 3- Non-Responsive Letters). **Olde Maid Janitorial Services** is being deemed non-responsive due to unsatisfactory performance. Olde Maid has struggled to maintain an acceptable level of cleanliness in the County Health Facilities (see Exhibit 4- Performance Improvement Plan).

Evaluation/ Award Recommendation of the Remaining Eight (8):

1. Intercontinental Commercial Services, Inc.- \$440,289.84
2. Full Circle Professional Cleaning Services- \$510,082.60
3. American Facility Services, Inc.- \$519, 966.40
4. A-Action Janitorial Service, Inc. - \$647,190.04
5. Building Maintenance Services, Inc.- \$656,361.52
6. AT Trash Valet- \$702,944.00
7. KleanPro Facility Services, LLC- \$1,170,288.16
8. Elam Property Management Group, LLC- \$1,427,143.80

After careful review, of bidders' ability to calculate the cost per cleanable square footage for each facility to include monthly and annual day porter services and totaling all cost for the five (5) health facilities and verified references of their ability to perform work of this size and similar scope of work for medical and clinical cleaning for Fulton County Health facilities. We, therefore, recommending to award to Intercontinental Commercial Services, Inc. as the lowest responsive and responsible bidder to provide medical and clinical general cleaning services for selected Fulton County Health facilities for FY2023.

Recommended Bidder	Base Bid Amount 12 - Months	Monthly Cost	Total Award Authority 9 - Months
Intercontinental Commercial Services, Inc.	\$440,289.84	\$36,690.82	\$330,218.00

This is a time and material contract. The total requested spending authority in the amount of \$330,218.00 covers the cost for materials, cleaning supplies and labor hours to maintain the required cleaning services for the remaining 9-months of FY2023.

Authorized Signature: *Joseph Davis*
Joseph N. Davis Date: 3/28/2023
(By Director/Deputy Director)

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

Cc. Tim Dimond, Deputy Director, DREAM

Richie Carter, Building Services Manager, DREAM
Precious Davis, Building Services Supervisor, DREAM
Mark Hawks, CAPA, Team C, Purchasing & Contract Compliance
Gertis Strozier, APA, Team C, Purchasing & Contract Compliance
Harry Jordan, Contract Administrator, Purchasing/DREAM
Joanna Hernandez, Contracting Officer, Purchasing/DREAM