



Detroit Water and Sewerage Department

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Legislation Text

File #: 20-0221, **Version:** 1

The Board of Water Commissioners for the City of Detroit, Water and Sewerage Department authorizes the Director to approve **two DWSD contracts for janitorial services for a term of 5 years each: GDI Services (6002916) not-to-exceed \$3,832,367.89 and RNA Facilities Management (6003047) not-to-exceed \$605,590.85.** This also authorizes the Director to take such other action as may be necessary to accomplish the intent of this vote.

Agenda of September 16, 2020

Item No.: 20-0221

Term: 10/01/20 - 9/30/25 (5 years)

Contract No.: 6002916

Contractor: GDI Services (*DBB expired*)

Address: 24300 Southfield Rd., Suite 300, Southfield, MI 48075

Address (2): 15245 W Eight Mile Rd., Detroit, MI 48235

Contract Amount: \$3,832,367.89

Locations Awarded: CSF & MOB

Contract No.: 6003047

Contractor: RNA Facilities Management

Address: 717 West Ellsworth, Ann Arbor, MI 48108

Contract Amount: \$605,590.85

Locations Awarded: ECSC & Mack Ave / WCSC & West Yard

TO: The Honorable
Board of Water Commissioners
City of Detroit, Michigan

FROM: Gary Brown, Director
Water and Sewerage Department

RE: Proposed DWSD Contracts 6002916 & 6003047
DWSD Janitorial Services

MOTION

Upon recommendation of Mamata Burgi, Procurement Manager, the Board of Water Commissioners for the City of Detroit, Water and Sewerage Department authorizes the Director to approve **two DWSD contracts for janitorial services for a term of 5 years each: GDI Services (6002916) not-to-exceed \$3,832,367.89 and RNA Facilities Management (6003047) not-to-exceed \$605,590.85.** This also authorizes the Director to take such other action as may

be necessary to accomplish the intent of this vote.

BACKGROUND / JUSTIFICATION

The DWSD Facilities Division is responsible for providing janitorial services for all the DWSD facilities and will provide the janitorial services Contractors with all of the general purpose cleaning supplies and consumables needed to perform this contract. Services under these contracts include:

- Professional cleaning services at each site, per the specifications provided, on a daily, weekly, monthly or annual basis.
- Contractors are responsible for providing all of their own equipment and tools needed to complete the work. DWSD will provide on-site storage for these items.
- DWSD will provide all cleaning supplies and consumables
- Limited exterior waste management services

The six DWSD locations are as follows:

Group 1:

- Main Office Building (MOB), 735 Randolph St., Detroit, MI 48226
- Central Services Facility (CSF), 6425 Huber, Detroit, MI 48211

Group 2:

- East Customer Service Center (ECSC), 13303 E. McNichols, Detroit, MI 48205
- Mack Avenue, 19187 Mack Ave, Detroit, MI 48224

Group 3:

- West Customer Service Center (WCSC), 15600 W. Grand River, Detroit, MI 48227
- West Yard (WY), 13401 West Outer Drive, Detroit, MI 48239

PROCUREMENT METHOD

This contract was procured through Request for Bids (RFB) #481362 and was advertised on the Michigan Inter-Governmental Trade Network (MITN) for 26 calendar days. MITN published the opportunity to 216 companies subscribing to the relevant NIGP code(s) and 53 firms downloaded the bid package.

In an attempt to provide more contracting opportunities to Detroit small businesses, DWSD Procurement notified certified DBB and DRB firms of the solicitation, as well as additional non-certified firms located in Detroit that provide janitorial and custodial services. In addition, the evaluation and award was based on lowest price per location group in an effort to award multiple contracts.

Sixteen bids were received. See attached document for the pricing breakdown information.

Bidders:

Chappy Group Investments (*no DBB*)
Contract Direct, LLC
Copeland Cleaning Services

JNS Facility Maintenance
Kristel Group
Master Maintenance Corp.

DetailXPerts Franchise System LLC (*DBB*)
Du-All Cleaning Inc.
GDI Services, Inc. (*DBB expired*)
Giant Janitorial Services Inc. (*DBB*)
HKFM Services

Rickman Enterprise Group LLC (*DBB expired*)
RNA Facilities Management
Stratus Building Solutions
Veteran's Cleaning
VHM Enterprise Inc.

In an effort to split up the contract to award to multiple firms, the evaluation and award was based on the lowest equalized bid price per DWSD location group. Equalization credits were applied to both DetailXPerts and Giant Janitorial at 2% for being certified DBB's. The remaining firms have either let their DBB/DRB certifications expire, are not currently a DBB/DRB, or are not located in Detroit; therefore, equalization credits were not applied.

The following bids were evaluated and deemed nonresponsive:

- Chappy was deemed nonresponsive for failing to complete and submit all required forms and did not apply for or obtain approved clearances, as required in the RFB.
- DetailXPerts email confirmation of contract bid costs stated the company filled out the bid pricing spreadsheet incorrectly and indicated that they would not hold their pricing thereby withdrawing their bid.
- Du-All Cleaning email confirmation of contract bid costs stated they would not hold their pricing for only one group award, thereby withdrawing their bid.
- Giant Janitorial was deemed nonresponsive for failing to complete the price page as required in the RFB.
- HKFM Services email confirmation of contract bid costs stated the company filled out the bid pricing spreadsheet incorrectly spreadsheet incorrectly and indicated that they would not hold their pricing, thereby withdrawing their bid.
- Kristel Group was deemed nonresponsive for failing to complete and submit all required forms.
- Rickman Enterprise Group was deemed nonresponsive for failing to complete the price page as required in the RFB.
- Stratus Building Solutions was deemed nonresponsive for failing to complete and submit all required forms and did not apply for or obtain approved clearances, as required in the RFB.
- VHM Enterprise was deemed nonresponsive for failing to apply or obtain approved clearances, as required in the RFB.

Upon verification of equalization credits and clearance approvals, GDI Services and RNA Facilities were deemed the lowest responsive and responsible bids. Locations will be split between the two Contractors as follows:

GDI Services, Inc.:
CSF & MOB (Group 1)

RNA Facilities Management:
ECSC & Mack Ave (Group 2)
WCSC & West Yard (Group 3)

Based on the information above, it is recommended that contracts be awarded to the lowest equalized responsive and responsible bidders per location group for a term of five years each:

- GDI Services, Inc. for \$3,832,367.89 (Group 1 locations)
- RNA Facilities for \$244,402.60 (Group 2 locations)
- RNA Facilities for \$361,188.25 (Group 3 locations)

Clearances for all proposed Contractors are approved and a formal contract is not required.

SUMMARY - GDI Services, Inc. (Group 1)

- A. Contract No: 6002916
- B. Contract Term: 10/01/2020 - 9/31/2025 (5 years)
- C. Total Contract Amount: \$3,832,367.89
- D. Projected Fiscal Year (FY) Contract Expenditures:
- | | |
|-----------|--------------|
| FY 21-22: | \$752,921.00 |
| FY 22-23: | \$752,921.00 |
| FY 23-24: | \$752,921.00 |
| FY 24-25: | \$775,508.63 |
| FY 25-26: | \$798,096.26 |
- E. Funding Source: O&M Funds
- F. GL Strings:
- | | |
|---|-------|
| 5720-20167-482421-617900-000209-10731-0000-000000 | - 30% |
| 5820-20178-492421-617900-000230-15956-0000-000000 | - 70% |

SUMMARY - RNA Facilities Management (Groups 2 & 3)

- A. Contract No: 6003047
- B. Contract Term: 10/01/2020 - 9/31/2025 (5 years)
- C. Total Contract Amount: \$605,590.85
- D. Projected Fiscal Year (FY) Contract Expenditures:
- | | |
|-----------|--------------|
| FY 21-22: | \$121,118.17 |
| FY 22-23: | \$121,118.17 |
| FY 23-24: | \$121,118.17 |
| FY 24-25: | \$121,118.17 |
| FY 25-26: | \$121,118.17 |
- E. Funding Source: O&M Funds
- F. GL Strings:
- | | |
|---|-------|
| 5720-20167-482421-617900-000209-10731-0000-000000 | - 30% |
| 5820-20178-492421-617900-000230-15956-0000-000000 | - 70% |

These proposed contracts were presented to the BOWC Finance Committee on September 2, 2020. Per the DWSD Procurement Policy, Post-FRC review is required in addition to BOWC approval.