



## Interoffice Memorandum

November 17, 2021

TO: Mayor Jerry L. Demings  
-AND-  
County Commissioners

FROM:

Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager,  
Procurement Division

CONTACT: Richard Steiger, FMA, Manager, Facilities Management Division  
407-836-7473

SUBJECT: Selection of Contractor, Request for Proposals, Y21-185-AV, Janitorial  
Services for Facilities (Countywide)

### RECOMMENDATION:

Selection of one firm and two ranked alternates to provide Janitorial Services for Facilities (Countywide), Request for Proposals, Y21-185-AV, from the following firms listed alphabetically:

3H Service System, Inc.  
American Janitorial, Inc.  
General Building Maintenance, Inc.  
Kellermeyer Bergensons Services, LLC  
Owens, Renz & Lee Co., Inc.

Request authority for the Procurement Division to negotiate and execute a three-year contract within a budget of \$21,950,560.68. Further request authorization to renew the contract for two additional one-year terms.

Proposals were evaluated by the Procurement Committee on September 29, 2021. Commissioner Christine Moore was assigned to the Procurement Committee.

### PURPOSE:

This contract provides for janitorial services to be provided for routine cleaning and disinfecting of County buildings.

### APPROVALS:

The Facilities Management and Business Development Divisions concur with this recommendation.

REMARKS:

Sixteen proposals were received in response to this Request for Proposals (RFP). The Procurement Committee evaluated the proposals in accordance with the criteria set forth in this RFP.

Cherisme Janitorial Services LLC was deemed non-responsive for failing to submit a fee schedule form and required documents. D & A Building services, Inc. was deemed non-responsive for failing to submit a complete fee schedule form. High Sources Inc., Marsden South, L.L.C., Next Level Commercial Cleaning, Corp., Elite Maintenance USA, Inc., and KRP Commercial Services, Inc. were deemed non-responsive for failing to submit the required revised fee schedule form in their bid submittals. Florida Cleaning Systems, Inc. withdrew their proposal from consideration. The proposals for Building Maintenance Services Incorporated, Diversified Maintenance-RWS, LLC, and P2 Cleaning Services, LLC scored too low for Board consideration.

Diversified Maintenance-RWS, LLC filed a timely protest. A protest hearing was held on November 16, 2021, and the Protest Committee unanimously denied the protest, confirming their recommendation to award to Owens, Renz & Lee Co., Inc. No appeal was filed.

The Procurement Committee's consensus scores are attached.

**Procurement Committee Meeting - September, 29, 2021**  
**Y21-185-AV, Janitorial Services for Facilities (Countywide)**

CRITERIA	Qual. of Staff	Qual of Firm	Technical Approach	M/WBE	Location	Dislocated Workers (B)	SDV (B)	SDV Prime (B)	Fee Proposal	Total Weighted Points
Weighted Value	20	20	20	10	10	5	10	5	20	120
(B) Indicates Bonus Points (Maximums Bonus Points Above)										
Owens, Renz & Lee Co., Inc.	80.00	80.00	80.00	25.00	50.00	5.00	0.00	0.00	60.00	380.00
3H Service System, Inc.	80.00	80.00	80.00	50.00	0.00	5.00	4.00	0.00	60.00	359.00
General Building Maintenance, Inc.	60.00	60.00	60.00	50.00	50.00	5.00	0.00	0.00	60.00	345.00
Kellermeyer Bergensons Services, LLC	60.00	80.00	60.00	25.00	50.00	0.00	0.00	0.00	60.00	335.00
American Janitorial, Inc.	80.00	80.00	60.00	0.00	40.00	0.00	0.00	0.00	60.00	320.00

**POINT STRUCTURE:**

1= Poor      4= Above Avg.  
2= Below Avg.   5= Excellent  
3= Average



## INTEROFFICE MEMORANDUM

September 28, 2021

TO: Ana Villalona, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division M/WBE Proposal Evaluation

PROJECT: Y21-185-AV / Janitorial Services for County Facilities (Countywide)

APPROVED: *Aheena Ferguson*

Below are the respondents to the subject RFP with their firm's certified Minority/Women Business Enterprise (M/WBE) sub-consultants, Minority Business Enterprise Workforce and Women Business Enterprise goals:

1. 3H Service System, Inc.  
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
D & A Building Services, Inc.	HM	24%	Janitorial Services

Total M/WBE Participation Proposed: 24%

**M/WBE Sub consultant participation Weighted Score: 25**

Total M/WBE Workforce: 60%

Total WBE Workforce: 40%

**Minority Workforce and Women Workforce Weighted Score: 25**

**Total M/WBE Participation Weighted Score: 50**

<b>Registered Service-Disabled Veteran(s) (SDV) Sub-consultant</b>	<b>Points</b>	<b>SDV Sub-consultant Role</b>
A&S Complete Services, LLC	2	Janitorial Services 2.5%
Kleen Sweep Inc	2	Janitorial Services 2.5%

Registered SDV(s) Proposed: 2  
**SDV Bonus Points:** 4

Dislocated Worker(s) Proposed: 5  
**Dislocated Worker(s) Bonus Points:** 5

**Total Bonus Points:** 9  
*(Includes SDV & Displaced workers)*

2. American Janitorial, Inc.  
**MAJORITY PRIME**

<b>M/WBE Sub-consultant(s)</b>	<b>M/WBE Classification</b>	<b>Projected %</b>	<b>Sub-consultants Role</b>
*			

\*The Schedule of Sub-Contracting – M/WBE Participation Form indicates “N/A” and that all work will be performed with the proposer’s own forces. Therefore, the evaluator cannot assess points.

Total M/WBE Participation Proposed: 0%  
**M/WBE Sub consultant participation Weighted Score:** 0

\*Total M/WBE Workforce: 0%  
 \*Total WBE Workforce: 0%

**\*Minority Workforce and Women Workforce Weighted Score:** 0

\*The Equal Opportunity Workforce Schedule indicates “TBD upon award.” Therefore, the evaluator cannot assess points

**Total M/WBE Participation Weighted Score:** 0

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

\*The Schedule of Sub-Contracting – SDV Participation Form indicates “N/A”  
Therefore, the evaluator cannot assess SDV bonus points.

Registered SDV(s) Proposed: 0  
**SDV Bonus Points: 0**

\*Dislocated Worker(s) Proposed: 0  
\*The Dislocated Worker Form indicates “TBD upon award”  
Therefore, the evaluator cannot assess Dislocated Worker bonus points.  
**Dislocated Worker(s) Bonus Points: 0**

**Total Bonus Points: 0**  
(Includes SDV & Displaced workers)

### 3. Building Maintenance Services Incorporated MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
*Zagasame International, Inc.	HF	“TBD”	Janitorial Services

\*The Schedule of Sub-Contracting – M/WBE Participation and the Letter of Intent Forms indicates the percent of contract value to be subcontracted is “TBD”. Therefore, the evaluator cannot assess points.

Total M/WBE Participation Proposed: 0%  
**M/WBE Sub consultant participation Weighted Score: 0**

Total M/WBE Workforce: 43%  
Total WBE Workforce: 35%  
**Minority Workforce and Women Workforce Weighted Score: 25**

**Total M/WBE Participation Weighted Score: 25**

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

\*The Schedule of Sub-Contracting – SDV Participation Form was not submitted with the proposal.  
Therefore, the evaluator cannot assess SDV bonus points.

Registered SDV(s) Proposed: 0  
**SDV Bonus Points: 0**

\*Dislocated Worker(s) Proposed: 5

**\*Dislocated Worker(s) Bonus Points: 5**

\*The Dislocated Worker form indicates "140" individuals to be hired. However, the maximum number of individuals to be hired is five. Therefore, the evaluator can only assess five bonus points. One bonus point per individual to be hired, for a maximum of five bonus points.

**Total Bonus Points: 5**

*(Includes SDV & Displaced workers)*

4. Diversified Maintenance-RWS, LLC  
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
*			

\*The Schedule of Sub-Contracting – M/WBE Participation Form is blank. However, the proposer indicates that all work will be performed with the proposer's own forces. The M/WBE Letter of Intent form indicates "Not Applicable." Therefore, the evaluator cannot assess points.

Total M/WBE Participation Proposed: 0%

**M/WBE Sub consultant participation Weighted Score: 0**

Total M/WBE Workforce: 60%

Total WBE Workforce: 29%

**Minority Workforce and Women Workforce Weighted Score: 25**

**Total M/WBE Participation Weighted Score: 25**

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

\*The Schedule of Sub-Contracting – SDV Participation form is blank and the SDV Letter of Intent indicates "Not Applicable." Therefore, the evaluator cannot assess SDV bonus points.

Registered SDV(s) Proposed: 0

**SDV Bonus Points: 0**

\*Dislocated Worker(s) Proposed: 0

\*The Dislocated Worker Form indicates "unknown." Therefore, the evaluator cannot assess Dislocated Worker bonus points

**Dislocated Worker(s) Bonus Points: 0**

**Total Bonus Points: 0**

*(Includes SDV & Displaced workers)*

5. General Building Maintenance, Inc.  
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
Heavenly Hearts Cleaning Services, Inc.	AFAF	24%	Commercial Cleaning

Total M/WBE Participation Proposed: 24%  
**M/WBE Sub consultant participation Weighted Score: 25**

Total M/WBE Workforce: 38%  
Total WBE Workforce: 43%  
**Minority Workforce and Women Workforce Weighted Score: 25**

**Total M/WBE Participation Weighted Score: 50**

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

\*The Schedule of Sub-Contracting – SDV Participation and SDV Letter of Intent (LOI) Forms indicate "N/A – no SDV participation secured. Therefore, the evaluator cannot assess SDV bonus points.

Registered SDV(s) Proposed: 0  
**SDV Bonus Points: 0**

Dislocated Worker(s) Proposed: 5  
**Dislocated Worker(s) Bonus Points: 5**

**Total Bonus Points: 5**  
*(Includes SDV & Displaced workers)*

6. Kellermeyer Bergensons Services, LLC  
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
*			

The Schedule of Sub-Contracting – M/WBE Participation Form is blank. However, the proposer indicates that all work will be performed with the proposer's own forces. Therefore, the evaluator cannot assess points.

Total M/WBE Participation Proposed: 0%  
**M/WBE Sub consultant participation Weighted Score: 0**



Total M/WBE Workforce: 41%  
 Total WBE Workforce: 31%  
**Minority Workforce and Women Workforce Weighted Score: 25**

**Total M/WBE Participation Weighted Score: 25**

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

\* The Schedule of Sub-Contracting – SDV Participation form is blank. Therefore, the evaluator cannot assess SDV bonus points.

Registered SDV(s) Proposed: 0  
**SDV Bonus Points: 0**

\*Dislocated Worker(s) Proposed: 0  
 \*The Dislocated Worker Form indicates "TBD." Therefore, the evaluator cannot assess Dislocated Worker bonus points  
**Dislocated Worker(s) Bonus Points: 0**

**Total Bonus Points: 0**  
*(Includes SDV & Displaced workers)*

7. Owens, Renz & Lee Co., Inc.  
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
*			

\*The proposer listed two subs, Narcisse Janitorial & Environmental Services and Sushine Enterprise USA who are not Orange County certified M/WBE's. Therefore, the evaluator cannot assess points.

Total M/WBE Participation Proposed: 0%  
**M/WBE Sub consultant participation Weighted Score: 0**

Total M/WBE Workforce: 30%  
 Total WBE Workforce: 35%  
**Minority Workforce and Women Workforce Weighted Score: 25**

**Total M/WBE Participation Weighted Score: 25**

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

\*The Schedule of Sub-Contracting – SDV Participation and SDV Letter of Intent (LOI) Forms were not submitted with the proposal. Therefore, the evaluator cannot assess SDV bonus points.

Registered SDV(s) Proposed: 0  
SDV Bonus Points: 0

\*Dislocated Worker(s) Proposed: 5

\*The Dislocated Worker Form indicates "at least but not limited to 5." However, the maximum number of individuals to be hired is five. Therefore, the evaluator can only assess five bonus points. One bonus point per individual to be hired, for a maximum of five bonus points.

Dislocated Worker(s) Bonus Points: 5

Total Bonus Points: 5  
(Includes SDV & Displaced workers)

8. P2 Cleaning Services, LLC  
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
Zagasame International, Inc.	HF	24%	Janitorial Services

Total M/WBE Participation Proposed: 24%  
M/WBE Sub consultant participation Weighted Score: 25

Total M/WBE Workforce: 100%  
Total WBE Workforce: 55%  
Minority Workforce and Women Workforce Weighted Score: 25

Total M/WBE Participation Weighted Score: 50

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

\*The Schedule of Sub-Contracting – SDV Participation and SDV Letter of Intent (LOI) Forms were not submitted with the proposal. Therefore, the evaluator cannot assess SDV bonus points.

Registered SDV(s) Proposed: 0  
SDV Bonus Points: 0

\*Dislocated Worker(s) Proposed: 5

\* The Dislocated Worker form indicates “100” individuals to be hired. However, the maximum number of individuals to be hired is five. Therefore, the evaluator can only assess five bonus points. One bonus point per individual to be hired, for a maximum of five bonus points.

**Dislocated Worker(s) Bonus Points: 5**

**Total Bonus Points: 5**

*(Includes SDV & Displaced workers)*