



Interoffice Memorandum

February 5, 2019

TO: Mayor Jerry L. Demings
and the Board of County Commissioners

FROM:  Carrie Mathes, Manager, Procurement Division

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

SUBJECT: Approval of Contract Y19-1018-MV, SaniGlaze

ACTION REQUESTED:

Approval to award Contract Y19-1018-MV, SaniGLAZE, to Cubix, Inc. in the estimated contract award amount of \$1,440,000 for a 3-year term. Further request authorization of the Procurement Division to renew the contract for two additional 1-year terms.

PROCUREMENT:

To provide a proprietary tile restoration process for the renovation of restrooms, locker rooms, kitchens, and other County areas where property asset restoration is needed.

FUNDING:

Funding for tiled area restorations will be made available from end user divisions and departments, including, but not limited to, Facilities Management, Convention Center, Utilities, and Fire Rescue.

APPROVALS:

The Facilities Management Division concurs with this recommendation.

REMARKS:

SaniGLAZE is a proprietary service performed by Cubix, Inc. who is the exclusive service provider for Central Florida. SaniGlaze has developed a restorative bonding technology for tile and grout that no other known company has been able to equal or duplicate. SaniGlaze has been used at the time of flooring installations and/or during a restorative process throughout County facilities, in which a product warranty is included. Therefore, if another vendor attempted to provide restorative bonding services, this would void all warranties currently established through the SaniGlaze process.

Several processes are available depending upon the desired result, time, and/or budget constraints and professional recommendations from Cubix, Inc. as to the best solution for

each individual project. Price reasonableness has been determined by comparison to the current County contract for services based on the patented products and cost comparison.

Due to the extensive number of tiled areas that are anticipated to be treated by the SaniGLAZE process, the Facilities Management Division currently approves all individual projects as a division or department identifies a need. This oversight allows for projects to be organized and monitored to assure proper project estimates are obtained and that each project is properly evaluated and priced for optimum results.

Staff has determined that by using the SaniGLAZE process, tile restoration and refurbishment will allow the remodeling of tiled areas at approximately one-third the cost of a demolition and re-build of a tiled area. The number of square feet of tile to be treated with the SaniGLAZE process will depend upon both known and unknown factors due to the fact that the SaniGLAZE process has many combinations of possible single, double, and triple step processes. Each individual project will be addressed to use the best and most durable solution for each particular situation.