



Interoffice Memorandum

October 14, 2019

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

FROM: Carrie Mathes, Manager, Procurement Division

CONTACT: Bryan Lucas, Manager, Fleet Management Division  
(407) 836-8202

SUBJECT: Award of Invitation for Bids Y19-1120-SW, Car Washing and Detailing  
Services for Orange County

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-1120-SW, Car Washing and Detailing Services for Orange County, to the sole responsive and responsible bidder, Sweetwater Car Wash D.P. LLC, in the estimated annual contract award amount of \$372,600 for a 3-year term. Further request authorization for the Procurement Division to renew the contract for two additional 1-year terms.

PROCUREMENT:

This contract will provide exterior washing and interior cleanings of Orange County fleet vehicles and Orange County Sheriff's Office vehicles on an as-needed basis.

FUNDING:

Funding is available in account 5530-043-2035-4164.

APPROVALS:

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

REMARKS:

One bid was received in response to this Invitation for Bids (IFB) and was evaluated for responsiveness, responsibility, and price reasonableness. Negotiations were conducted, resulting in the bid price per wash being reduced by 33%, an overall reduction of \$183,600 for a 3-year term. Staff has further determined that bid prices are reasonable based on similar government contracts throughout the state and expected future market conditions. Sweetwater Car Wash D.P. LLC meets all specifications and requirements of the solicitation. Therefore, recommendation for award is made to Sweetwater Car Wash D.P. LLC.

To ensure an open and competitive bid process, the IFB was posted on the Orange County Website. A query to potential bidders that declined to compete on this project resulted in the following findings:

- Brxw Holdings, LLC: Could not meet the bid specifications.
- Express Joe's Car Wash: Within the bidder's firm, the notification was not routed properly for review.
- Images Auto Spa: Did not respond to query.
- Mister Car Wash: Did not respond to query.
- Stayrightthere Mobile Carwash/Detail: Is a mobile service and could not meet the bid specifications.
- 360 Degrees Signature Cleaning Services LLC: Is a mobile service and could not meet the bid specifications.

The scope of work for this solicitation requires the contractor to provide exterior washings and interior cleanings of Orange County fleet and Orange County Sheriff's Office vehicles to include electronic bar code scanning for accounting and billing purposes. This procurement supports the County's sustainability and environmental initiatives by participating in and adhering to the WaterSavers® program, a recognition program of the International Carwash Association®, which prevents water pollution by routing wash water to treatment facilities or leech/septic field prior to its return to the environment. Sweetwater Car Wash D.P. LLC manages water usage, collects and treats wastewater, routes remaining effluent to treatment facilities, and utilizes water-recycling technologies to keep cars and the environment clean at the same time. Forty gallons or less of potable/fresh water per car wash is used, which is less than a home washing machine. A backflow prevention device is installed on the potable water supply and all spray nozzles are inspected annually to ensure maximum water used. All water-saving devices are maintained to original or improved specifications for the conservation of water. Additionally, Spot-free reverse osmosis concentrate is reused in the wash process.

Bid tabulation is as follows:

<b>Bidder</b>	<b>Bid Total</b>	<b>Negotiated Bid Total</b>
Sweetwater Car Wash D.P. LLC	\$556,200	\$372,600




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

September 23, 2019

TO: Sherry Wooten, Senior Purchasing Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y19-1120-SW, Car Washing Services

The Business Development Division evaluated the **one bid** submitted for this project. **The bidder is not an** Orange County Certified Minority/Women Business Enterprise (M/WBE) firm. At the time of bid opening, there was no M/WBE availability in the scope of service. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division

