



Interoffice Memorandum

May 2, 2018

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM: Carrie Woodell, Manager, Procurement Division

CONTACT: Terry Devitt, Acting Deputy Director, Orange County Convention Center
(407) 685-9867

SUBJECT: Award of Invitation for Bids Y18-144-KB, Janitorial Services for Orange County Convention Center

ACTION REQUESTED:

Approval to award Invitation for Bids Y18-144-KB, Janitorial Services for Orange County Convention Center, to the low responsive and responsible bidder, A.C.A. Industries, Inc. d/b/a American Maintenance, in the estimated contract award amount of \$4,946,151 for a 3-year term. Further, request authorization for the Procurement Division to renew the contract for two additional 1-year terms.

PROCUREMENT:

To provide janitorial services for common areas of the Orange County Convention Center. Services covered by this contract include daily cleanings of customer areas, as well as semiannual and annual cleaning of windows and high areas both inside and outside of each building.

FUNDING:

Funding is available in account 4430-035-0927-3170.

APPROVALS:

The Convention Center and Business Development Division concur with this recommendation.

REMARKS:

Fifteen bids were received in response to this Invitation for Bids, and were evaluated for responsiveness, responsibility and price reasonableness. UBM Enterprises, Inc., ACP Facility Services, Inc., and APDC Cleaning Services, Inc. were deemed non-responsive because they failed to meet the Qualification of Bidders requirements. Elite Enterprises of Gainesville, Inc. was deemed non-responsive because the bid response form was incomplete. The lowest responsive and responsible bidder, A.C.A. Industries, Inc. d/b/a American Maintenance, meets all of the requirements of this solicitation. Therefore, recommendation for award is made to A.C.A. Industries, Inc. d/b/a American Maintenance.

Page 2
Y18-144, Janitorial Services for
Orange County Convention Center

Bid Tabulation is as follows:

A.C.A. Industries, Inc. d/b/a American Maintenance	\$4,946,151.00
Sunshine Cleaning Systems, Inc.	\$4,990,347.54
Trusted Hands Service	\$5,516,155.80
Environmental Service Systems, LLC	\$5,691,282.03
3 H Service System, Inc.	\$5,756,760.00
Grosvenor Building Services	\$5,934,012.00
ABM Industries Groups, LLC	\$6,023,052.51
Owens, Renz, & Lee Co., Inc.	\$6,040,985.19
D & A Building Services, Inc.	\$6,415,974.30
United Maintenance Company, Inc.	\$6,601,122.30
General Building Maintenance, Inc.	\$7,358,805.03
UBM Enterprises, Inc.	Non-responsible
ACP Facility Services, Inc.	Non-responsible
APDC Cleaning Services, Inc.	Non-responsible
Elite Enterprises of Gainesville, Inc.	Non-responsive




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

May 10, 2018

TO: Kathy Bozeman, Senior Purchasing Agent
Procurement Division

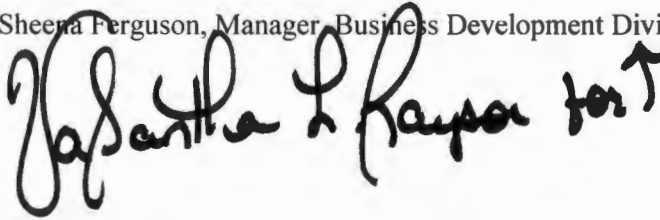
FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y18-144-KB, Janitorial Services for Orange County Convention Center

The Business Development Division evaluated the **11 bids** submitted for this project and found that the **one (1)** Orange County certified Minority Women Business Enterprise bidder **was not within 4%** of the low bid for bid awards greater than \$2,000,000 to \$5,000,000. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division



Y18-144-KB, Janitorial Services for Orange County Convention Center

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (4%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	A.C.A. Industries, Inc. d/b/a American Maintenance	\$4,946,151.00				
2nd Low	Sunshine Cleaning Systems, Inc.	\$4,990,347.54	\$44,197	0.89%		
3rd Low	Trusted Hands Service	\$5,516,155.80	\$570,005	11.52%	\$525,808	10.54%
4th Low	Environmental Service Systems, LLC	\$5,691,282.03	\$745,131	15.06%	\$700,934	14.05%
5th Low	3 H Service System, Inc.	\$5,756,760.00	\$810,609	16.39%	\$766,412	15.36%
6th Low	Grosvenor Building Services	\$5,934,012.00	\$987,861	19.97%	\$943,664	18.91%
7th Low	ABM Industries Groups, LLC	\$6,023,052.51	\$1,076,902	21.77%	\$1,032,705	20.69%
8th Low	Owens, Renz & Lee Co., Inc.	\$6,040,985.19	\$1,094,834	22.14%	\$1,050,638	21.05%
9th Low	D & A Building Services (HM)	\$6,415,974.30	\$1,469,823	29.72%	\$1,425,627	28.57%
10th Low	United Mainenance Company, Inc.	\$6,601,122.30	\$1,654,971	33.46%	\$1,610,775	32.28%
11th Low	General Building Maintenance, Inc.	\$7,358,805.03	\$2,412,654	48.78%	\$2,368,457	47.46%