

AWARD RECOMMENDATION

Notice of Intent to Award Number: 23000000977

The Department of Technology Management and Budget Procurement office has completed the evaluation of RFP 230000002369 Janitorial Services and has recommended an award to Services to Enhance Potential in the amount of \$1,370,000.00 pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

Bidders who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the bidder with the State’s rationale on why the bidder was not recommended for the award. The Solicitation Manager may be contacted as follows:

Lisa Spitzley, Solicitation Manager.
 SpitzleyL4@Michigan.gov
 517-249-0440

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Janitorial Services. The term of this contract is 3 years with up to 2 renewal options.

Bidders:

The RFP was posted on SIGMA VSS on May 26, 2023, and was posted for 36 days. The following bidders submitted proposals by the published due date of June 30, 2023. Six Bidders submitted proposals; two Bidder were determined non-Responsive as required responses to Statement of Work were not submitted.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Detail XPerts Franchise Systems, LLC	625 E. Grand Blvd. Detroit, MI 48207	No	
LucasHag Janitorial Disqualified, considered non-responsive	28611 Franklin Dr. Southfield, MI 48034	No	
Purity Logistics	20501 Rogge Detroit, MI 48234	No	
RNA of Ann Arbor/RNA Facilities Management	4130 Varsity Dr., Ste. A Ann Arbor, MI 48108	No	

Disqualified, considered non-responsive			
Road Runr	4516 Pontiac Lake Rd Waterford, MI 48328-2055	No	
Services to Enhance Potential (STEP) *Community Rehabilitation Organization (CRO)	2941 S. Gulley Rd. Dearborn, MI 48124	No	Yes

*SDVOB: Service-Disabled Veteran Owned Business
 **GDBE: Geographically Disadvantaged Business Enterprise

EVALUATION SYNOPSIS

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

Proposal Instructions: Mandatory Minimum Requirements

MANDATORY SITE VISIT

A Mandatory site visit tour is scheduled onsite at 1060 W. Fort St, Detroit, MI. for Wednesday, June 7, 2023, please contact the Program Manager (PM) by Friday, June 2, 2023, to register for site visit, (see LSS sheet for contact information) to sign up. Bidders can enter at the 5th Street entrance, parking is available around back, meet in lobby 10 minutes prior to scheduled time to sign in at desk. PM will have a sign in sheet at the start of the site visit that vendors will be required to sign. Tour should take 30 min to an hour. Incumbent is not required to attend.

Attendance at the site visit is limited to [2] person per bidder. A bidder may be disqualified by being late. Accessibility requests for reasonable accommodations at the pre-proposal meeting should be made with the Solicitation Manager at least 3 business days before the date of the meeting. Accommodation requests received outside this time period cannot be guaranteed.

Statements made by the Program Manager or designee at a site visit are not considered modifications to the RFP. If, however, the Solicitation Manager determines modifications to the RFP are warranted after the site visit, modifications will be posted in writing on www.michigan.gov/SIGMAVSS as explained in the Modifications section of this document.

Proposal Instructions: Evaluation Process

Solicitation Instructions, Section 7, Evaluation Process

	Technical Evaluation Criteria for all locations contained in this RFP	Weight
1.	Service Capabilities – Schedule A – Statement of Work, All Sections, excluding Sections 3, 4, and 8	30
2.	Roles and Responsibilities Exhibit A – Section 3, Roles and Responsibilities	25
3.	Project Plan Management Exhibit A – Section 4, Project Work Plan	15
4.	Security - Exhibit A – Section 8	5
5.	Vendor Questions Worksheet	15
6.	Equipment – Schedule D	10
	Total	100

Proposals receiving 80 or more technical evaluation points will have pricing evaluated and considered for award.

The full evaluation process is stated in the RFP Proposal Instructions.

II. Evaluation Method

Responses to this solicitation were reviewed by a Joint Evaluation Committee, which consisted of the following individuals:

Voting
Lisa Spitzley, Category Analyst DTMB – Central Procurement Services
Mark Morrison, Senior Level Buyer MDOT – Contract Services Division

III. Evaluation Results

A. Detail XPerts (98/100)

The Evaluation Team determined that Alpine based on a score of **98/100**, did meet the requirements of this RFP This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Service Capabilities, Schedule A, Statement of Work, All Sections, excluding Sections 3, 4, and 8. (28/30)
 The Evaluation Team determined that overall, the responses were satisfactory; the following deficiencies were noted.
 - a. Section 2.1., Health Safety and Environmental Protection, Bidder did not provide a response as to how they would comply with requirements as requested.
2. Roles and Responsibilities, Schedule A. Statement of Work, Section 3
 The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted. (25/25)
3. Project Plan, Schedule A, Statement of Work, Section 4 (5/5)
 The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.
4. Security, Schedule A, Statement of Work, Section 8 (5/5)
 The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.
5. Vendor Questions Worksheet (15/15)
 The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.
6. Equipment, Schedule D (10/10)
 The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

Total Score:98/100

B. Lucas Hag Janitorial – No Score

This bidder was considered non-responsive as information was not provided to questions in Statement of Work (SOW) bidder response boxes as requested.

C. Purity Logistics (100/100)

The Evaluation Team determined that Alpine based on a score of **100/100**, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Service Capabilities, Schedule A, Statement of Work, All Sections, excluding Sections 3, 4, and 8. (30/30)
The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.
2. Roles and Responsibilities, Schedule A. Statement of Work, Section 3 (25/25)
The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.
3. Project Plan, Schedule A, Statement of Work, Section 4 (15/15)
The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.
4. Security, Schedule A, Statement of Work, Section 8 (5/5)
The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.
5. Vendor Questions Worksheet (15/15)
The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.
6. Equipment, Schedule D (10/10)
The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

Total Score:100/100

D. RNA – No Score

This bidder was considered non-responsive as information was not provided to questions in Statement of Work (SOW) bidder response boxes as requested.

E. Road Runr (100/100)

The Evaluation Team determined that Alpine based on a score of **100/100**, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Service Capabilities, Schedule A, Statement of Work, All Sections, excluding Sections 3, 4, and 8. (30/30)
The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.
2. Roles and Responsibilities, Schedule A. Statement of Work, Section 3 (25/25)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

3. Project Plan, Schedule A, Statement of Work, Section 4 (15/15)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

4. Security, Schedule A, Statement of Work, Section 8 (5/5)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

5. Vendor Questions Worksheet (15/15)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

6. Equipment, Schedule D (10/10)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

Total Score:100/100

F. Services to Enhance Potential (STEP) (100/100)

The Evaluation Team determined that Alpine based on a score of **100/100**, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Service Capabilities, Schedule A, Statement of Work, All Sections, excluding Sections 3, 4, and 8. (30/30)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

2. Roles and Responsibilities, Schedule A. Statement of Work, Section 3 (25/25)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

3. Project Plan, Schedule A, Statement of Work, Section 4 (15/15)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

4. Security, Schedule A, Statement of Work, Section 8 (5/5)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

5. Vendor Questions Worksheet (15/15)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

6. Equipment, Schedule D (10/10)

The Evaluation Team determined that overall, the responses were satisfactory; no deficiencies were noted.

Total Score:100/100

IV. Technical Evaluation Summary

Selection Criteria		DetailXPerts	Purity Logistics	Road Runr	STEP
1	Service Capabilities, Schedule A, Statement of Work, All Sections, excluding Sections 3, 4, and 8	28	30	30	30
2	Roles and Responsibilities, Schedule A, Statement of Work, Section 3	25	25	25	25
3	Project Plan, Schedule A, Statement of Work, Section 4	15	15	15	15
4	Security, Schedule A, Statement of Work, Section 8	5	5	5	5
5.	Vendor Questions Worksheet	15	15	15	15
6.	Equipment, Schedule D	10	10	10	10
	Total	98	100	100	100

V. Pricing Summary

Pricing was evaluated for the bidders who passed technical. The following is a summary of their price proposals:

Bidder: Detail XPerts	
1-Yr.	\$74,342.29
3 Yr.	\$223,026.87

Monthly Base Rate:
\$5,206.86

(3) Nighttime Cleaners and
 (1) Working Supervisor @ 3
 hours each.
 12 hours total per day

Bidder: Purity Logistics	
1-Yr.	\$145,205.70
3 Yr.	\$435,617.10

Monthly Base Rate:
\$9,215.08

(4) Nighttime Cleaners and
 (1) Working Supervisor @ 3
 hours each.
 15 hours total per day

Bidder: Road Runr	
1-Yr.	\$67,547.64
3 Yr.	\$202,642.92

Monthly Base Rate:
\$5,287.30

(1) Nighttime Cleaners and
 (1) Working Supervisor @ 4
 hours each.
 8 hours total per day

Bidder: STEP	
1-Yr.	\$76,075.12
3 Yr.	\$228,225.36

Monthly Base Rate:
\$5,110.43

(4) Nighttime Cleaners and
 (1) Working Supervisor @ 3
 hours each.
 15 hours total per day

Additional Services Costs	
Emergency Services	
	\$25 per hour
Infectious Disease Control	
	\$25 Per Hour
Additional Carpet Cleaning	
	\$0.16 per sq. ft.
Requested Chair Cleaning	
	\$7 per chair
Misc. Facility Maintenance	
	\$25

Additional Services Costs	
Emergency Services	
	\$75 per hour
Infectious Disease Control	
	\$80 Per Hour
Additional Carpet Cleaning	
	\$0.32 per sq. ft.
Requested Chair Cleaning	
	\$13.95 per chair
Misc. Facility Maintenance	
	\$45

Additional Services Costs	
Emergency Services	
	\$75 per hour
Infectious Disease Control	
	\$75 Per Hour
Additional Carpet Cleaning	
	\$0.25 per sq. ft.
Requested Chair Cleaning	
	\$35 per chair
Misc. Facility Maintenance	
	\$75

Additional Services Costs	
Emergency Services	
	\$30 per hour
Infectious Disease Control	
	\$30 Per Hour
Additional Carpet Cleaning	
	\$0.30 per sq. ft.
Requested Chair Cleaning	
	\$5 per chair
Misc. Facility Maintenance	
	N/A

VI. Negotiations

Negotiations were made regarding Additional Services Items and bid was updated, but this does not affect Award pricing amounts as Additional Services are utilized on an as needed basis and not included in annual costs.

VII. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder in accordance with MCL 18.1293-18.1297. The Community Rehabilitation Organization (CRO) bid was found to be within fair market value for the location and was therefore awarded to Services to Enhance Potential, (STEP), a Community Rehabilitation Organization (CRO) in the amount of \$1,370,000.00 which includes the costs for the three base years, 2 option years and additional 20% for estimated Additional Services costs.