

AWARD RECOMMENDATION

Notice of Intent to Award Number: RFP 220000001264 Janitorial Services – Downtown Lansing R7

The Department of Technology Management and Budget Procurement office has completed the evaluation of RFP 220000001264 Janitorial Services and has recommended awards to Peckham, Inc., in the amount of \$24,626.273.11, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

The Non-Responsive Bidder who was not recommended for the award is 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 2, one-year, renewal options.

Bidders:

The RFP was posted on SIGMA VSS on April 29, 2022, and was posted for 54 days. Two Bidders attempted to submit proposals. One Bidder was Responsive and Responsible and submitted a complete proposal by the published due date of June 21, 2022. The second Bidder was determined Non-Responsive, as required proposal documents were not submitted.

Bidder	Address, City, State, Zip Code	SDVOB*	
Peckham, Inc.	3510 Capital City Blvd. Lansing, MI 48906	No	
Don't Miss a Spot	Detroit, MI	Unknown	

*SDVOB: Service-Disabled Veteran Owned Business

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 Site Visit Tour

A mandatory, in-person, site visit tour was required and held May 9, 2022, through May 13, 2022. Instructions and directions were provided within the solicitation instructions. Three vendors attended the entire mandatory site visit tour.

Proposal Instructions: Evaluation Process

Solicitation Instructions, Section 7, Evaluation Process The State will evaluate each proposal based on the following factors:

	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

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
Vicki DeKruiger, Department Analyst MDHHS – Facilities Purchasing Section
Timothy Cole, Buyer DMVA – Joint Forces Readiness Center
Clayton Nurenberg, Buyer EGLE – Purchasing
Larry Franklin, Training Coordinator DTMB – Financial Services
Mark Morrison, Senior Level Buyer MDOT – Contract Services Division
Non-Voting
Victoria Olivarez MSP - Purchasing

III. Evaluation Results for Proposals Submitted with Schedule A, Statement of Work

One bidder, Peckham, Inc., submitted a complete proposal and was evaluated as follows:

A. Peckham, Inc.

The Evaluation Team determined that Peckham, 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; but the following deficiency was noted:

- a. General Requirements, Section A, Bidder accepted requirements and provided Schedule D, Equipment List and but did not provide details on how they would comply with requirements.
- 2. Roles and Responsibilities, Schedule A. Statement of Work, Section 3 (24/25)**

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: 98 /100

IV. Technical Evaluation Summary

Selection Criteria		Peck-ham
1	Service Capabilities	28
2	Roles and Responsibilities	25
3	Project Plan	15
4	Security	5
5	Vendor Questions Worksheet	15
6	Equipment	10

	Total	98
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V. Pricing Summary

Pricing was evaluated for bidder, as they passed technical, see attached pricing summary. See Attached Schedule B, Location and Pricing Summary.

VI. Negotiations

Negotiations were made regarding Additional Services costs for all Agencies and Periodic Services Costs and Monthly Infectious Disease Cleaning (IDC) for DTMB locations. A column for Monthly IDC was added to the Schedule B, Pricing Summary. Periodic and Additional Services are utilized on an as needed basis and not included in reoccurring monthly service costs and must be pre-approved before completion.

VII. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers the best value to the State of Michigan. Best value is based on the proposal meeting the minimum point threshold and offering the best combination of the factors stated in the *Proposal Instructions Evaluation Process* section, and price.

The Awarded Bidder, Peckham, Inc., provided an acceptable value to the State. Bidder attended the mandatory site visit tour and met the minimum point threshold in the technical evaluation. Additionally, awarded Bidder has agreed to the Standard Contract Terms.

Schedule B, Location and Pricing Summary - for Award of SOM RFP 22000001264
 Janitorial Services - Statewide, Downtown Lansing R7

Line	Contract Number TBD	Expiration Date After Options	GRO Set Aside	Location	Program Manager/ Contact	State	Agency	City	Prosperity Region	Monthly Base Rate	IDC Monthly Cleaning Fee for additional daily cleaning (DTMB Locations only)	Pricing Year 1	Pricing Year 2	Pricing Year 3	Three Year Total	Three Year Total plus Monthly IDC Costs	Number of Locations
	Peckham	9/30/2025	ALL	Location Name	See Below	See Below	See Below	Region 7	See Below	See Below	See Below	See Below	See Below	See Below	See Below	See Below	54
1				Richard H. Austin Building	Kyle Peake		DTMB	Lansing		\$16,642.24	\$1,204.50	\$199,706.68	\$205,698.09	\$211,869.03	\$617,274.00	\$660,636.00	
2				Elliott-Larsen (formerly Lewis-Cass) Bldg.	Bob Bierwagen		DTMB	Lansing		\$17,081.83	\$1,122.00	\$204,981.96	\$211,131.42	\$217,465.36	\$633,578.74	\$673,970.74	
3				Constitution Hall	Bob Ruff		DTMB	Lansing		\$50,802.92	\$1,072.50	\$609,635.04	\$627,924.09	\$646,761.81	\$1,884,320.95	\$1,927,930.95	
4				Energy Center & Site Maintenance Equipment Center	Heath Miller		DTMB	Dimondale		\$2,081.21	\$339.00	\$24,974.52	\$25,723.76	\$26,495.47	\$77,193.74	\$89,397.74	
5				Grand Tower	Neal Droste		DTMB	Lansing		\$35,562.63	\$1,171.50	\$426,751.56	\$439,554.11	\$452,740.73	\$1,319,046.40	\$1,361,220.40	
6				Grand Tower - South	Neal Droste		DTMB	Lansing		\$13,294.37	\$528.00	\$159,532.44	\$164,318.41	\$169,247.97	\$493,098.82	\$512,106.82	
7				General Services Building (GSB)	Heath Miller		DTMB	Dimondale		\$14,295.95	\$643.50	\$171,551.40	\$176,697.94	\$181,998.88	\$530,248.22	\$553,414.22	
8				John A. Hannah Building	Gerald Keeder		DTMB	Lansing		\$21,649.98	\$1,072.50	\$289,799.76	\$267,593.75	\$275,621.57	\$803,015.08	\$841,625.08	
9				Michigan Hall of Justice	Gerald Keeder		DTMB	Lansing		\$44,558.47	\$1,435.50	\$534,701.64	\$550,742.69	\$567,264.97	\$1,652,709.30	\$1,704,387.30	
10				Joint Operations Center	Kyle Peake		DTMB	Lansing		\$1,947.14	\$280.50	\$23,365.68	\$24,066.65	\$24,788.65	\$72,220.98	\$82,318.98	
11				Lottery Bldg.	Bob Bierwagen		DTMB	Lansing		\$10,641.04	\$297.00	\$127,692.48	\$131,523.25	\$135,468.95	\$394,684.69	\$405,376.69	
12				Stevens T. Mason Bldg.	Kyle Peake		DTMB	Lansing		\$29,271.49	\$874.50	\$351,257.88	\$361,795.62	\$372,649.48	\$1,085,702.98	\$1,117,184.98	
13				Michigan Library & Historical Center	Kyle Peake		DTMB	Lansing		\$51,466.94	\$1,039.50	\$617,603.28	\$636,131.38	\$655,215.32	\$1,908,949.98	\$1,946,371.98	
14				Operations Center	Heath Miller		DTMB	Lansing		\$42,611.52	\$825.00	\$511,338.24	\$526,678.39	\$542,478.74	\$1,580,495.37	\$1,610,195.37	
15				Ottawa Bldg.	Gerald Keeder		DTMB	Lansing		\$21,737.90	\$1,072.50	\$260,854.80	\$268,680.44	\$276,740.86	\$806,276.10	\$844,886.10	
16				Records Center	Neal Droste		DTMB	Lansing		\$1,709.78	\$214.50	\$20,517.36	\$21,132.88	\$21,766.87	\$63,417.11	\$71,139.11	
17				George W. Romney Bldg.	Bob Bierwagen		DTMB	Lansing		\$34,147.36	\$1,221.00	\$409,768.32	\$422,061.37	\$434,723.21	\$1,266,552.90	\$1,310,508.90	
18				Roosevelt Parking Ramp	Bob Bierwagen		DTMB	Lansing		\$272.47	\$148.50	\$3,269.64	\$3,367.73	\$3,468.76	\$10,106.13	\$15,452.13	
19				State Emergency Operations Center - (MSP SEOC)	Kirk Brennan		DTMB	Dimondale		\$5,183.58	\$280.50	\$62,202.96	\$64,069.05	\$65,991.12	\$192,263.13	\$202,361.13	
20				State of Michigan (SOM) Warehouse Complex	Gerald Keeder		DTMB	Lansing		\$9,817.70	\$858.00	\$117,812.40	\$121,346.77	\$124,987.18	\$364,146.35	\$395,034.35	
21				Secretary of State (SOS) Building	Kirk Brennan		DTMB	Dimondale		\$22,797.08	\$643.50	\$273,564.96	\$281,771.91	\$290,225.07	\$845,561.93	\$868,727.93	
22				State Combined Laboratory	Neal Droste		DTMB	Lansing		\$16,371.05	\$627.00	\$196,452.60	\$202,346.18	\$208,416.56	\$607,215.34	\$629,787.34	
23				Murray D. VanWagoner Bldg.	Bob Ruff		DTMB	Lansing		\$21,433.91	\$1,056.00	\$257,206.92	\$264,923.13	\$272,870.82	\$795,000.87	\$833,016.87	
24				Vehicle & Travel Services (VTS)	Heath Miller		DTMB	Lansing		\$1,960.33	\$280.50	\$23,523.96	\$24,229.68	\$24,956.57	\$72,710.21	\$82,808.21	
25				G. Mennen Williams Bldg.	Bob Ruff		DTMB	Lansing		\$17,465.58	\$891.00	\$209,586.96	\$215,674.57	\$222,350.81	\$647,612.33	\$679,888.33	
26				MSP 1st District Headquarters & Post	Kirk Brennan		DTMB	Dimondale		\$1,333.26	\$148.50	\$15,999.12	\$16,479.09	\$16,973.47	\$49,451.68	\$54,797.68	
27				MSP Annex	Kirk Brennan		DTMB	Dimondale		\$2,684.10	\$148.50	\$32,209.20	\$33,175.48	\$34,170.74	\$99,555.42	\$104,901.42	
28				Emergency Management & Homeland Security (EMHS) Training Center	Kirk Brennan		DTMB	Dimondale		\$654.32	\$148.50	\$7,851.84	\$8,087.40	\$8,330.02	\$24,269.25	\$29,615.25	
29				MSP Forensics Lab	Kirk Brennan		DTMB	Dimondale		\$13,149.31	\$313.50	\$157,791.72	\$162,525.47	\$167,401.24	\$487,718.43	\$499,004.43	
30				Michigan State Police Headquarters	Kirk Brennan		DTMB	Dimondale		\$26,914.03	\$940.50	\$322,968.36	\$332,657.41	\$342,637.13	\$998,262.90	\$1,032,120.90	
31				Training Academy/Drive Track	Kirk Brennan		DTMB	Dimondale		\$25,035.69	\$874.50	\$300,428.28	\$309,441.13	\$318,724.36	\$928,593.77	\$960,075.77	
32				SEOC Covid Response Warehouse	Tim Bolles		DTMB	Lansing		\$300.87	\$0.00	\$3,610.44	\$3,718.75	\$3,830.32	\$11,159.51	\$11,159.51	
33				Construction & Technology Facility (CT)	Kirk Brennan		DTMB	Dimondale		\$10,982.57	\$610.50	\$131,790.84	\$135,744.57	\$139,816.90	\$407,352.31	\$429,330.31	
34				MDOT Warehouse	Heath Miller		DTMB	Dimondale		\$10,904.79	\$313.50	\$130,857.48	\$134,783.20	\$138,826.70	\$404,467.38	\$415,753.38	
35				Aeronautics Building	Paul Bruder		MDOT	Lansing		\$4,699.45	\$0.00	\$56,393.40	\$58,085.20	\$59,827.76	\$174,306.36	\$174,306.36	
36				TSMO Fleet Operations and Administration	Scott Poyer		MDOT	Lansing		\$1,691.49	\$0.00	\$20,297.88	\$20,906.82	\$21,534.02	\$62,738.72	\$62,738.72	
37				MSP Canine Bldg. - Special Operation Division	Amy Lowery lowerya@michigan.gov 517-335-9000		MSP	Lansing		\$353.80	\$0.00	\$4,245.60	\$4,372.97	\$4,504.16	\$13,122.73	\$13,122.73	
38				MSP Field Support and Aviation	Amy Lowery lowerya@michigan.gov 517-335-9000		MSP	Lansing		\$217.87	\$0.00	\$2,614.44	\$2,692.87	\$2,773.66	\$8,080.97	\$8,080.97	
39				Marigold Building A & Building C	Melissa Guenther guentherm@michigan.gov 517-284-3155		MSP	East Lansing		\$216.99	\$0.00	\$2,603.88	\$2,682.00	\$2,762.46	\$8,048.33	\$8,048.33	
40				MSP Special Operation Division	Elyse Babcock babcock@michigan.gov 517-5995434		MSP	Lansing		\$283.46	\$0.00	\$3,401.52	\$3,503.57	\$3,608.67	\$10,513.76	\$10,513.76	
41				Filley Street Shop	Mike Baldock		EGLE	Lansing		\$450.42	\$0.00	\$5,405.04	\$5,567.19	\$5,734.21	\$16,706.44	\$16,706.44	
42				Spadafore #4 Building	Aaron Berndt		EGLE	Lansing		\$593.30	\$0.00	\$7,119.60	\$7,333.19	\$7,553.18	\$22,005.97	\$22,005.97	
43				Central Support Maintenance Shop-Building 10	Ron Souza		DMVA	Lansing		\$3,850.32	\$0.00	\$46,203.84	\$47,589.96	\$49,017.65	\$142,811.45	\$142,811.45	
44				MURC-Building 20/Formerly JFHQ	Ron Souza		DMVA	Lansing		\$11,893.83	\$0.00	\$142,725.96	\$147,007.74	\$151,417.97	\$441,151.67	\$441,151.67	
45				Reserve Forces Support Center-Building 30	Ron Souza		DMVA	Lansing		\$13,295.07	\$0.00	\$159,540.84	\$164,327.07	\$169,256.88	\$493,124.78	\$493,124.78	
46				Reserve Forces Support Center N & N Annex-Bldg. 31	Ron Souza		DMVA	Lansing		\$165.78	\$0.00	\$1,989.36	\$2,049.04	\$2,110.51	\$6,148.91	\$6,148.91	
47				Reserve Forces Support Center South Annex-Bldg. 32	Ron Souza		DMVA	Lansing		\$1,133.19	\$0.00	\$13,598.28	\$14,006.23	\$14,426.42	\$42,030.92	\$42,030.92	
48				USPFO Warehouse-Bldg. 40	Ron Souza		DMVA	Lansing		\$1,929.55	\$0.00	\$23,154.60	\$23,849.24	\$24,564.72	\$71,568.55	\$71,568.55	
49				Grand Ledge Army Aviation Support Facility #1	Ron Souza		DMVA	Grand Ledge		\$3,380.31	\$0.00	\$40,563.72	\$41,780.63	\$43,034.05	\$125,378.40	\$125,378.40	
50				Grand Ledge Army Aviation Support Annex	Ron Souza		DMVA	Grand Ledge		\$322.76	\$0.00	\$3,873.12	\$3,989.31	\$4,108.99	\$11,971.43	\$11,971.43	
51				C12 Hangar	Ron Souza		DMVA	Lansing		\$215.21	\$0.00	\$2,582.52	\$2,660.00	\$2,739.80	\$7,982.31	\$7,982.31	
52				Enterprise Warehouse- Auto Scrub	Susan Moyer		DHHS	Lansing		\$460.36	\$0.00	\$5,524.32	\$5,690.05	\$5,860.75	\$17,075.12	\$17,075.12	
Totals										\$641,916.57	\$22,696.50	\$7,702,998.84	\$7,934,088.81	\$8,172,111.47	\$23,809,199.11	\$24,626,273.11	