

**Review of Proposals**  
**RFP 7-1723 Janitorial Services**  
Presented to Transit Committee - September 14, 2017  
**7 proposals were received, 3 firms were interviewed, 1 firm is being recommended.**

Overall Ranking	Proposal Score	Firm & Location	Sub-Contractors	Evaluation Committee Comments	Three-Year Initial Term Total Firm-Fixed Price
1	87	Corporate Image Maintenance  Santa Ana, California	Alert Power Washing  Orange County Window Cleaning	Highest-ranked firm overall.  Firm and key staff demonstrated a thorough understanding of the service requirements in the proposal and during the interview.  Work plan includes a comprehensive transition and implementation plan to ensure a successful program transition.  Currently providing janitorial services to Gulfstream Aerospace Corporation, Long Beach, Orange County Sanitation District, and United Parcel Service.  Lowest pricing proposed.	\$3,243,840
2	78	Commercial Cleaning Systems  Costa Mesa, California	None	Second-ranked firm overall.  Firm has experience in providing a wide range of janitorial services to public agencies and cities.  Experienced and well-rounded project team.  Work plan addressed most elements of the scope of work.  Currently providing janitorial services to Orange County Transportation Authority.  Highest pricing proposed	\$3,730,192
3	74	Pride Industries One, Inc.  Roseville, California	None	Third-ranked firm overall.  Firm experienced in providing janitorial services and steam cleaning to large agencies.  Proposed staff are qualified and have experience in providing the services required by the scope of work.  Provided a good work plan and approach, but lacked details on how to provide the requested services for all locations.  Higher pricing proposed	\$3,683,491

**Evaluation Panel:**

Contracts Administration and Materials Management (1)  
Financial Planning and Analysis (1)  
Health Safety and Environmental Compliance (1)  
Facilities Maintenance (1)  
Bus Operations (1)

**Proposal Criteria**

Qualifications of the Firm, Staffing and Project Organization  
Work Plan  
Cost and Price

**Weight Factors**

40%  
20%  
40%