



## Legislation Text

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**File #:** 21-1036, **Version:** 1

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**STRATEGIC PRIORITY:** Government Performance and Financial Management  
**AGENDA DATE:** June 9, 2021  
**COUNCIL DISTRICT(S):** All  
**DEPARTMENT:** Office of Procurement Services  
**EXECUTIVE:** Elizabeth Reich

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### **SUBJECT**

Authorize a five-year service price agreement for citywide janitorial services - Oriental Building Services, Inc. in the estimated amount of \$7,627,697.04, Ambassador Services, LLC in the estimated amount of \$7,285,684.13, LGC Global Energy FM, LLC in the estimated amount of \$7,165,873.71, and Unicare Building Maintenance, Inc. in the estimated amount of \$937,401.24, most advantageous proposers of twenty-one - Total estimated amount of \$23,016,656.12 - Financing: General Fund

### **BACKGROUND**

This action does not encumber funds; the purpose of a service price agreement is to establish firm pricing for services, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement.

This service price agreement will provide for citywide janitorial services. Locations requiring janitorial services through this procurement range from multi-tenant, multi-purpose, training centers, field services, street services and public works, public safety, and City libraries. The facility types include administrative offices, Fire-Rescue Department's training and maintenance, service center garages, all branch libraries, and Police substations.

Providing the City's citizens and staff who frequent these facilities a clean and healthy environment is the major objective of this agreement, as these facilities house hundreds of City staff and citizens regularly frequent many of the locations. The City's cleaning and disinfecting requirements are in accordance with guidelines from the International Sanitary Supply Association, Green Seal, Inc., and the Centers for Disease Control. The use of available environmentally friendly Green Seal certified cleaning products and supplies was a requirement in the specifications.

A seven-member committee from the following departments reviewed and evaluated the qualifications:

- Building Services Department (2)
- Department of Equipment and Fleet Management (1)
- Fire-Rescue Department (1)
- Library (1)
- Office of Economic Development Business Workforce and Inclusion Division (1)\*
- Office of Procurement Services (1)\*

\*The Office of Procurement Services evaluated cost and local preference, if applicable. The Office of Economic Development Business Workforce and Inclusion Division only evaluated the Business Inclusion and Development Policy.

The committee selected the successful respondents on the basis of demonstrated competence and qualifications under the following criteria:

- Cost 35 points
- Management plan 35 points
- Experience and qualifications 25 points
- Local Preference 5 points

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors.

On November 10, 2015, the City Council authorized a living wage policy that requires contractors to pay their employees a “living wage” rate as established annually by the Massachusetts Institute of Technology Living Wage Calculator for Dallas County by Resolution No. 15-2141. The current calculated living wage during the solicitation process of this contract is \$12.38; the selected vendor meets this requirement.

#### **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

This item has no prior action.

#### **FISCAL INFORMATION**

Fund	FY 2021	FY 2022	Future Years
General Fund	\$85,000.00	\$8,458,165.55	\$14,473,490.57

#### **M/WBE INFORMATION**

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Procurement Category	M/WBE Goal	M/WBE %	M/WBE \$
\$23,016,656.12	Other Services	N/A	68.35%	\$15,730,971.99
<ul style="list-style-type: none"> <li>• The Business Inclusion and Development Policy does not apply to Other Service contracts, however three of the four prime contractors are certified M/WBEs.</li> <li>• Oriental Building Services, Inc. - Local; Workforce - 23.50% Local • Ambassador Services, LLC - Non-local; Workforce - 0.00% Local • LGC Global Energy FM, LLC - Non-local; Workforce - 10.75% Local • Unicare Building Maintenance, Inc. - Local; Workforce - 65.88% Local</li> </ul>				

## **PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Request for Competitive Sealed Proposal	<ul style="list-style-type: none"> <li>• Utilized for high technology procurements, insurance procurements, and other goods and services</li> </ul>
	<ul style="list-style-type: none"> <li>• Recommended offeror whose proposal is most advantageous to the City, considering the relative importance of price, and other evaluation factors stated in the specifications</li> </ul>
	<ul style="list-style-type: none"> <li>• Always involves a team evaluation</li> </ul>
	<ul style="list-style-type: none"> <li>• Allows for negotiation on contract terms, including price</li> </ul>

The Office of Procurement Services received the following proposals from solicitation number BJZ21-00014965. We opened them on April 16, 2021. We recommend the City Council award this service price agreement to the most advantageous proposers by group. Information related to this solicitation is available upon request.

\*Denotes successful proposers

<b><u>Proposers</u></b>	<b><u>Address</u></b>	<b><u>Score</u></b>
*Oriental Building Services, Inc.	2526 Manana Dr. Suite 208 Dallas, TX 75220	Multiple Groups
*Ambassador Services, LLC	11710 North Freeway Suite 200 Houston, TX 77060	Multiple Groups
*LGC Global Energy FM, LLC	7558 Dillion St. Houston, TX 77601	Multiple Groups
*Unicare Building Maintenance, Inc.	11148 Morrison Ln. Dallas, TX 75229	Multiple Groups

1 Stone Solutions, LLC	1334 Brittmoore Rd. Suite 2701 Houston, TX 77043	Multiple Groups
American Facility Services, Inc.	1325 Union Hill Industrial Ct. Suite A Alpharetta, GA 30004	Multiple Groups
Concierge Building Services, LLC dba Kleen-Tech Services, LLC	7100 Broadway St. Suite 6L Denver, CO 80221	Multiple Groups
Member's Building Maintenance, LLC	2035 Royal Ln. Suite 285 Dallas, TX 75229	Multiple Groups
Premiere Building Maintenance Corp.	1416 McCalla Ave. Knoxville, TN 37915	Multiple Groups
ServiceMaster Quality Cleaning Services	2695 Villa Creek Dr. Suite 275 Dallas, TX 75234	Multiple Groups
UBM Enterprise, Inc.	11102 Ables Ln. Dallas, TX 75229	Multiple Groups
KG Clean, Inc. dba KG Facility Solutions	11005 Dover St Suite 200 Westminster, CO 80021	Multiple Groups
Appro, Inc.	5134 South 94th East Ave. Tulsa, OK	Multiple Groups
Kellermeyer Bergensons Services	3605 Ocean Ranch Blvd. Suite 200 Oceanside, CA 92056	Multiple Groups
Global Building Maintenance, Inc.	2001 Northwest Hwy. Suite 130 Dallas, TX 75220	Multiple Groups
Eagle Maintenance Co Inc. dba ServiceMaster Clean	9671 Wendell Rd. Dallas, TX 75243	Multiple Groups
Campbell's Professional Services	7522 Campbell Rd. Suite 113 Dallas, TX	Non-responsive

Americas Corporate Building Maintenance	222 West Las Colinas Blvd. Suite 1650E Irving, TX 75039	Non-responsive
Astera International LLC	25027 Northampton Forest Dr. Spring, TX 77389	Non-responsive
Fast, Co.	1012 West Eldorado Pkwy. Little Elm, TX 75068	Non-responsive
Spirit of Excellence Janitorial Services, Inc.	5796 Shelby Oaks Dr. Suite 17 Memphis, TN 38134	Non-responsive

## **OWNERS**

### **Oriental Building Services, Inc.**

Steve Gye, President

### **Ambassador Services, LLC**

Alex Melgar, Chief Executive Officer  
Carlos Telles, Director of Operations  
Artemio Garcia, Director of Finance  
John Kissamis, Business Development Manager

### **LGC Global Energy FM, LLC**

Avinash Rachmale, Chief Executive Officer  
Tushar Patel, Chief Operations Officer

### **Unicare Building Maintenance, Inc.**

Frank Gortot, Jr., Vice President of Operations  
Will Howell, Director