KIMBERLY GASAWAY, Director

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February 13, 2024

Honorable Board of Supervisors
County of Alameda
1221 Oak Street, Suite 536
Oakland, California 94612-4305

SUBJECT: AWARD A CONTRACT TO AIM TO PLEASE JANITORIAL SERVICES, INC., FOR HARDSCAPE CLEANING SERVICES; MASTER CONTRACT NO. 902394; PROCUREMENT CONTRACT NO. 26598; AMOUNT: $350,000

Dear Board Members:

RECOMMENDATION:

Authorize the Purchasing Agent, or her designee, to execute a contract (Master Contract No. 902394; Procurement Contract No. 26598) with Aim to Please Janitorial Services, Inc. (Principal: Jackie Brown; Location: Union City) to provide hardscape cleaning services to the General Services Agency–Building Maintenance Department, for the term of 6/1/24 – 5/31/27, in the amount of $350,000.

DISCUSSION/SUMMARY:

General Services Agency (GSA)–Building Maintenance Department (BMD) provides the maintenance and operation for over 100 County-owned and leased facilities, with approximately 6.7 million square feet of building space. These buildings include offices, courts, detention facilities, veteran's memorial buildings, clinic buildings, firing ranges, parking structures, and training facilities.

GSA–BMD requires exterior hardscape cleaning services around various County facilities. The Contractor will ensure that Alameda County facilities and its perimeters are maintained and kept clean.

SELECTION CRITERIA/PROCESS:

GSA–BMD has determined that Alameda County does not currently have the resources to provide hardscape cleaning services.

GSA–BMD worked with GSA–Procurement to develop a Request for Quotation (RFQ), which was issued on December 8, 2023, posted on the County and GSA LinkedIn websites for 33 days, emailed to the Chambers of Commerce e-mail group, and sent to the E-Gov Goods and Services – Current Contract Opportunities mailing service. The RFQ was also advertised in The Inter-City Express on December 12, 2023, and the San Francisco Daily Journal on December 13, 2023. A vendor outreach and a networking/bidders' conference was conducted on December 13, 2023, which was attended by six vendors.

On January 10, 2024, 11 bidders submitted responses to the RFQ. Four bidders were disqualified for not meeting the RFQ requirements. GSA–Procurement and GSA–BMD evaluated the remaining seven responses based on the lowest pricing and meeting the County's requirements for hardscape cleaning services.

Aim to Please Janitorial Services, Inc., was the lowest responsive responsible vendor and is being recommended for award. Aim to Please Janitorial Services, Inc., is a certified Small Local Emerging Business (Certified Small: 23-00136; Expiration: November 30, 2025).

The following is the evaluation summary:

EVALUATION SUMMARY

Vendor	*Location*	*Local*	*SLEB*	*Evaluation Price*
Aim to Please Janitorial Services, Inc.	*Union City*	*Y*	*Y*	*$243,810*
American Janitorial Services	*Hayward*	*Y*	*Y*	*$319,457*
Ogreena	*Oakland*	*Y*	*Y*	*$802,687*
Pathway Humanity Personnel, SPC	*Concord*	*N*	*N*	*$891,875*
Steri-Clean Oakland	*Brentwood*	*N*	*N*	*$909,034*
Union Service Company, Inc.	*San Francisco*	*N*	*N*	*$2,207,684*
Los Loza Inc.	*Hayward*	*Y*	*Y*	*$3,263,805*

FINANCING:

Appropriations for this contract are included in GSA Building Maintenance Internal Services Fund Fiscal Year 2023-24 Approved Budget and will be requested in future budget years. No additional appropriations are required, and there will be no increase in net County cost.

VISION 2026 GOAL:

The hardscape cleaning services meet the 10X goal pathway of an **Accessible Infrastructure** in support of our shared visions of a **Healthy Environment** and **Safe & Livable Communities**.

Respectfully submitted,

DocuSigned by:
Kimberly Gasaway
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Kimberly Gasaway
Director, General Services Agency

Attachment

KG\TT\lh\I:\Board Letters\Purchasing\FY 2022-23\902394 Hardscape Cleaning Services

cc: County Administrator
Auditor-Controller
County Counsel