



October 7, 2022

To: Detra Dillon, Purchasing Agent, General Services Agency
From: Yulia Margolin, Procurement & Contracts Specialist
Subject: **AWARD A CONTRACT TO WAXIE'S ENTERPRISES, LLC DBA WAXIE SANITARY SUPPLY FOR JANITORIAL CLEANING PRODUCTS; MASTER CONTRACT NO. 902129; PROCUREMENT CONTRACT NO. 24457; AMOUNT: \$1,124,372**

RECOMMENDATION:

Award and execute a contract (Master Contract No. 902129 Procurement No. 24457) with Waxie's Enterprises, LLC dba WAXIE Sanitary Supply (Principal: Christopher Saylor; Location: Livermore) to provide janitorial cleaning products services to the Alameda County General Services Agency-Building Maintenance Department and Probation Department, for the term of 11/7/2022 – 11/6/2025, in the amount of \$1,124,372 (award amount + 11% estimated sales tax).

DISCUSSION/SUMMARY:

General Services Agency-Building Maintenance Department (GSA-BMD) provides maintenance services for over 135 County owned and leased facilities. These buildings include offices, detention facilities, veterans' buildings, firing ranges, parking structures, and training facilities. Some of the detention facilities are cleaned by the inmates or wards of the Probation Department (ACPD), as well. GSA-BMD and ACPD provide maintenance services to assure clean, safe, and functionally operative facilities.

This contract will provide environmentally preferable janitorial cleaning products along with onsite training and training materials on the proper dilution and use of the products, as well as the proper disposal of unused products.

SELECTION CRITERIA/PROCESS:

The ACPD and GSA-BMD have determined that Alameda County does not currently have the resources to provide janitorial cleaning products.

The ACPD and GSA-BMD worked with General Services Agency (GSA)–Procurement to develop a Request for Quotation (RFQ), which was issued on May 19, 2022, posted on the website for 47 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 May 24, 2022, and the Oakland Post on May 25, 2022. A vendor outreach was

conducted on May 25, 2022, followed by one networking/bidders conference on May 26, 2022, and was attended by one vendor.

On July 5, 2022, four bidders submitted responses to the RFQ. Three responses were disqualified for not submitting a complete Bid Response Packet or meeting the Small Local Emerging Business (SLEB) requirement as required. The remaining response was evaluated by GSA-Procurement, ACPD, and GSA-BMD based on the price for certain janitorial cleaning products.

Waxie's Enterprises, LLC dba WAXIE Sanitary Supply was the qualified vendor and is being recommended for award.

Waxie's Enterprises, LLC dba WAXIE Sanitary Supply is not a certified SLEB and is subcontracting 20% of the contract with TriValley Janitorial Service & Supply, Inc. (Principal: Amy Giamona; Location: Livermore; Certified Small: 22-00048; Expiration: 6/30/2024) to provide janitorial supplies.

The following is the evaluation summary:

EVALUATION SUMMARY

Vendor	Location	Local	SLEB	Bid Price	Evaluation Price
Waxie's Enterprises, LLC dba WAXIE Sanitary Supply	Livermore, CA	Y	N	\$1,066,260. 80	\$1,012,947.76

FINANCING:

Appropriations for this contract are included in the ACPD and GSA-BMD Fiscal Year 2022-23 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.

Recommended By:

Procurement & Contracts Specialist

DocuSigned by:
Yulia Margolin
Signature

10/7/2022

Date

Approved By:

Contract Compliance Officer

DocuSigned by:
Ratha Chon
Signature

10/7/2022

Date

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MC No. 902129
Janitorial Cleaning Products

Procurement & Contracts Supervisor	<p>DocuSigned by: <i>Paul Biondi</i></p> <hr/> <p>Signature</p>	10/10/2022
Purchasing Agent	<p>DocuSigned by: <i>Detra Dillon</i></p> <hr/> <p>Signature</p>	10/10/2022