

Evaluation of Janitorial Proposals – Letter of Award

October 10, 2023

I am writing to you in regards to Bid #24-600-RFP-01 for Janitorial services for the Human Services Building at 318 Turnersburg Hwy, Statesville, 28625. The seven bids that were submitted were reviewed and scored by the review committee. The committee members were Jane Hinson, Health Director, Jessica Ridgway, Director of Finance and Operations, Shannon Thompson, Director of Nursing and Clinical Services and myself, Colleen Eggleston, Executive Officer and Building Manager. The score cards were given to Antonia Stines and then the bid amounts were shared with the review committee.

The review committee analyzed the overall rankings, looking at who scored the highest points as well as the submitted bid amounts. We narrowed our focus to vendors that received the top three scores. The vendor that ranked the highest in score was The Budd Group with a score of 89 and they also had the highest bid amount of \$14,508.83 per month. While their proposal was very thorough and impressive their bid amount is far too high for our budget and therefore no longer of consideration. The second highest score of 70 was from Rainbow Janitorial and their bid was \$9,000 per month. While our current budget is \$8,000 per month this is at least in reach. Rainbow Janitorial is well known within Iredell County and we received many positive letters of reference from other County agencies supporting Rainbow Janitorial. The third highest score of 58 points was from Boller and they submitted a bid of \$7,541.48 per month which is just below our current budget amount of \$8,000 per month. While the bid amount is favorable there were several key elements missing from their proposal. At this point we reached out to Kelly Starnes with Iredell County Facility Services to see if he could offer any insight into Boller. Kelly works closely with many janitorial vendors and his input is highly valued. Kelly has not heard anything about Boller.

In reviewing our choices of going with a vendor that is well known and well-liked by many Iredell County agencies or going with an unknown vendor, we feel the clear choice is to go with Rainbow Janitorial. Rainbow Janitorial holds the current contract for janitorial services for the Human Services Building and is therefore already familiar with the level of service that is expected.

It is the decision of Jane Hinson, Health Director and Colleen Eggleston, Executive Officer to award the Janitorial Services bid to Rainbow Janitorial.



Colleen Eggleston
Executive Officer / Building Manager

PROPOSAL SUBMISSION - QUALIFICATION PORTION, SCORING
 REQUEST FOR PROPOSAL # 24-600-RFP-01
 DEADLINE 3:00 PM, WEDNESDAY, SEPTEMBER 27, 2023

Vendor	Jane Hinson	Colleen Eggleston	Jessica Ridgway	Shannon Thomps	Total	Average	Order (Highest)	Monthly	Annually
Budd Group	91	87	83	93	354	89	1	\$ 14,508.83	\$ 174,105.96
Rainbow Janitorial	74	69	64	71	278	70	2	\$ 9,000.00	\$ 108,000.00
Boller	69	59	46	59	233	58	3	\$ 7,541.48	\$ 90,497.76
CleanNet USA	67	51	53	45	216	54	4	\$ 11,246.56	\$ 134,958.72
Green's Commercial	48	29	19	50	146	37	5	\$ 8,500.00	\$ 102,000.00
JaniKing	41	28	27	33	129	32	6	\$ 10,615.00	\$ 127,380.00
BK Cleaning	11	3	6	5	25	6	7	\$ 10,800.00	\$ 129,600.00