

OHIO TURNPIKE COMMISSION

682 Prospect Street

Berea, Ohio 44017

**REQUESTS FOR PROPOSALS FOR
JANITORIAL SERVICES**

**AT THE INDIAN MEADOW AND TIFFIN RIVER SERVICE PLAZAS
AGREEMENT TRM-10F**

**AT THE BLUE HERON AND WYANDOT SERVICE PLAZAS
AGREEMENT TRM-10E**

**AT THE MIDDLE RIDGE AND VERMILION VALLEY SERVICE PLAZAS
AGREEMENT TRM-10D**

ISSUE DATE:

FEBRUARY 14, 2013

INQUIRY END DATE:

5:00 p.m. (E.S.T.), MARCH 7, 2013

OPENING DATE:

2:00 p.m. (E.D.T.), MARCH 15, 2013

ATTENTION OF RESPONDING CONTRACTORS IS DIRECTED TO:

**ANSWERS TO QUESTIONS RECEIVED THROUGH THE END OF THE INQUIRY
PERIOD, 5:00 P.M. (E.S.T.), MARCH 7, 2013**

**ANSWERS TO QUESTIONS RECEIVED THROUGH THE END OF THE INQUIRY
PERIOD, 5:00 P.M. (E.S.T.), MARCH 7, 2013:**

Q#1 What are the current spends for the 3 RFP packets that are out for bid?

A#1 Be advised that the requirements under these RFPs are different than those contained in the current and previous Contracts for Janitorial Services, and they provide the Selected Contractor(s) with more flexibility in managing operating expenses. Keeping the incomparability in mind, the rates under the current Contracts for the Janitorial Services at the Service Plazas are as follows.

Indian Meadow and Tiffin River Service Plazas, commencing June 20, 2011: \$22,911.74 per plaza, per month, and \$9.92 per hour for approved additional labor;

Blue Heron and Wyandot Service Plazas, commencing May 1, 2011: \$20,956.77 per plaza, per month and \$9.86 per hour for approved additional labor; and

Middle Ridge and Vermillion Valley Service Plaza, commencing August 1, 2008: \$23,575 per plaza, per month and \$9.70 per hour for approved additional labor.

Q#2 If my organization is bidding all 3, would it be acceptable to provide a discount percentage if awarded multiple facilities? If so, how would you like that presented?

A#2 Yes, the Commission encourages Responding Contractors to utilize economies of scale to submit discounted Price Proposals for multiple facilities. Each RFP provides Responding Operators with an opportunity to submit Optional Combined Proposal for multiple Service Plaza Pairs under PART III, Section C. The Optional Combined Price Proposal contemplates that Responding Firms will submit a total lump sum monthly fee to perform the Janitorial Services for various Service Plazas combinations. However, the Commission will entertain alternative percent discounts or other Price Proposal incentives to award a Responding Firm a Contract for multiple facilities.

Q#3 If I'm reading things correctly, there are no set supervisory hours requested by the Commission. Are the amount of these hours left up to the contractor to decide, or is there a minimum amount of supervisor hours per shift that the Commission would like to see.

A#3 There are no minimum mandatory supervisory hours specified. However, the Selected Contractor is required to furnish sufficient "on-site supervisory staff to assure that the

Standards of the Agreement are consistently met throughout the term” and to “effectively manage and successfully accomplish the scope of services required set forth in the RFP, with special attention given during Peak Travel Periods and Peak Holiday Periods (i e., summer, holidays, and weekends) ” See, PART II, Section C of the RFP The sufficiency and adequacy of the supervisory personnel will be determined by performance, not hours worked

Q#4 I am requesting the past bids for the Commission's Middle Ridge and Vermilion Valley Service Plazas Located in Lorain County At Milepost 139.5 and the Commission's Blue Heron and Wyandot Service Plazas Located in Sandusky County At Milepost76.9.

A#4 See the response to Q#1

Q#5 Do you have a copy of the Cost Performance Index (“CPI”) that was done for Middle Ridge and Vermilion Valley Service Plazas and Blue Heron and Wyandot Service Plazas? Please advise if you have copies of these CPI’s.

A#5 See the attached Cost Performance Index calculations used to evaluate the Proposals for Janitorial Services at the Blue Heron, Wyandot, Middle Ridge and Vermillion Valley Service Plazas. Please note the cost basis used for evaluating the different Service Plaza pairs were established differently

JANITORIAL SERVICES AT THE MIDDLE RIDGE AND VERMILION VALLEY
SERVICE PLAZAS

COST PERFORMANCE INDEX

BIDDER	TECHNICAL SCORE	MONTHLY PER PLAZA PRICING	HOURLY RATE	PLAZA		HOURLY RATE TOTAL COST
				TOTAL COST	PERFORMANCE INDEX (x100)	
Any Domestic Work, Inc. (ADW)	350	\$23,575.00	\$9.70	1.4846	36.0825	
York Building Maintenance, Inc.	310	\$24,000.00	\$10.00	1.2917	31.0000	
ServiceMaster by Horton	280	\$24,000.00	\$13.00	1.1667	21.5385	
ISS Facility Services, Inc.	292.5	\$26,731.21	\$9.71	1.0942	30.1236	
<u>Diversco Integrated Services</u>	See below	-	-	-	-	-
* Middle Ridge Service Plaza	340	\$34,632.00	\$13.59	0.981750982	25.0184	
Vermilion Valley Service Plaza	340	\$31,147.00	\$12.00	1.091597907	28.3333	

The highest Monthly Cost Performance Index and Hourly Rate Cost Performance Index is for the proposal submitted by Any Domestic Work, Inc.

* All Bidders (other than Diversco Integrated Services) bid the same pricing for both Middle Ridge and Vermilion Valley Service Plazas.

c: Director of Service Plaza Operations
Eastern Division Service Plaza Manager
Western Division Service Plaza Manager

**RFP FOR JANITORIAL SERVICES AT THE BLUE HERON AND WYANDOT SERVICE PLAZAS
AND AT THE PORTAGE AND BRADY'S LEAP SERVICE PLAZAS**

COST PERFORMANCE INDEX

BLUE HERON AND WYANDOT SERVICE PLAZAS:

<u>BIDDER</u>	<u>AVERAGE TECHNICAL SCORE OUT OF POSSIBLE 400 POINTS</u>	<u>Monthly Fee for: BLUE HERON AND WYANDOT</u>	<u>COST PERFORMANCE INDEX "CPI" (Technical Score / Cost Proposal x 100= CPI)</u>	<u>Hourly Rate</u>
Diversco Integrated Svcs.	330	\$48,420.90	0.6815	\$10.13
ISS Facility Services	310	\$41,913.54	0.7396	\$9.86
Your Building Maint. Svcs.	310	\$47,927.00	0.6468	\$11.50

PORTAGE AND BRADY'S LEAP SERVICE PLAZAS:

<u>BIDDER</u>	<u>AVERAGE TECHNICAL SCORE OUT OF POSSIBLE 400 POINTS</u>	<u>Monthly Fee for: PORTAGE AND BRADY'S LEAP</u>	<u>COST PERFORMANCE INDEX "CPI" (Technical Score / Cost Proposal x 100= CPI)</u>	<u>Hourly Rate</u>
Diversco Integrated Svcs.	330	\$48,420.90	0.6815	\$10.13
ISS Facility Services	310	\$41,381.64	0.7491	\$9.86
Your Building Maint. Svcs.	310	\$45,500.00	0.6813	\$11.25

NOTE: Two Proposals (Any Domestic Work Inc. dba ADW, Inc. and JV Janitorial Services, Inc.) were received without the required Proposal Bonds and were not considered.

The highest Cost Performance Index (for both sets of Service Plazas) is for the proposal submitted by ISS Facility Services
The lowest hourly rate was also submitted from ISS Facility Services.