



# City of Newark

City Hall  
920 Broad Street  
Newark, New Jersey 07102

## Legislation Text

File #: 18-1399, Version: 2

**Dept/ Agency:** Administration/Division of Central Purchasing

**Action:** ( ) Ratifying (X) Authorizing ( ) Amending

**Type of Service:** Bid Contract(s)

**Purpose:** To provide Janitorial Services for Various City of Newark Facilities

**Entity Name/Address:**

- 1) B&B Diversified Services, LLC., 13 Broadway, Suite 2, Freehold, New Jersey 07728
- 2) Andrews & Company, LLC., 30 Sparta Avenue, Unit B, Sparta, New Jersey 07871
- 3) Industrial Commercial Cleaning Group, Inc., 14 South Burnt Mill Road, Voorhees, New Jersey 08043
- 4) Pritchard Industries, Inc., 147 Columbia Turnpike, Suite 207, Florham Park, New Jersey 07932
- 5) United Services, Inc., 462 Forest Street, Kearny, New Jersey 07032
- 6) Optimal Cleaning Solutions, LLC., 604 Roselle Street, Unit 1, Linden, New Jersey 07036

**Contract Amount:** Various contract amounts - see below

**Funding Source:** 2018 Budget/Department of Public Works

**Account Code:** NW011-060-0604-71620-B2018

**Contract Period:** Two (2) years with the option to renew for one (1) year

**Contract Basis:** ( ) Bid ( ) State Vendor ( ) Prof. Ser. ( ) EUS

(X) Fair & Open ( ) No Reportable Contributions (X) RFP ( ) RFQ

( ) Private Sale ( ) Grant ( ) Sub-recipient ( ) N/A

**Additional Information:**

1st Advertisement Date: May 8, 2018

2nd Advertisement Date: May 10, 2018 (Correction to 1st Advertisement)

Addendum No. 1 Date: May 29, 2018

Addendum No. 2 Date: June 1, 2018

Number of Proposals Solicited: Twenty (20)

Number of Proposals Received: Sixteen (16)

Vendors selected through competitive contracting process authorized by Resolution 7R1-n (as) adopted on August 3, 2016.

**Location Group/Bidder/Total Years 1 and 2**

1.1.1/B&B Diversified Services, LLC./\$1,157,207.20

1.1.2/Andrews & Company, LLC./\$1,088,705.00

1.1.3/B&B Diversified Services, LLC./\$854,284.41

1.1.4/Industrial Commercial Cleaning Group/\$227,435.52

1.1.5/Pritchard Industries/\$513,582.75

1.1.6/United Services, Inc./\$373,920.00

1.1.7/Pritchard Industries/\$287,606.34

1.1.8/Optimal Cleaning Solutions, LLC. /\$192,372.00

**Deferred 7R1-h 110818**

**Deferred 7R1-a 120518**

**Deferred 7R1-a 121918**

**WHEREAS**, the Department of Public Works is in need of Janitorial Services for Various City of Newark Facilities; and

**WHEREAS**, pursuant to N.J.S.A. 40A:11-4.1(l), competitive contracting may be used by local

contracting units in lieu of public bidding for the procurement of specialized goods and services the price of which exceeds the bid threshold for maintenance, custodial and grounds keeping services; and

**WHEREAS**, on August 3, 2016, the Newark Municipal Council adopted Resolution 7R1-n(AS) authorizing the use of competitive contracting by the Qualified Purchasing Agent (QPA) to procure Janitorial Services for Various City of Newark Facilities, pursuant to N.J.S.A. 40A:11-4.3(a); and

**WHEREAS**, on August 3, 2016, the Newark Municipal Council also adopted Resolution 7R1-o (AS) eliminating bid and performance guarantee requirements, pursuant to Revised General Ordinances of the City of Newark 2:4-14; and

**WHEREAS**, on May 8, 2018, the QPA advertised the Request for Proposal (RFP) for Janitorial Services for Various City of Newark Facilities; and

**WHEREAS**, the RFP for Janitorial Services for Various City of Newark Facilities availability date was incorrectly published in the newspaper as May 8, 2018; and

**WHEREAS**, on May 10, 2018, the QPA advertised the RFP Correction to Janitorial Services for Various City of Newark Facilities (a copy of which is attached hereto and made a part hereof); and

**WHEREAS**, it was determined that sealed proposals scheduled to be received on May 31, 2018 for Janitorial Services for Various City of Newark Facilities should be postponed to amend the specifications as it relates to prevailing wages and to answer bidder submitted questions; and

**WHEREAS**, on May 29, 2018, the QPA advertised Addendum No. 1 to RFP for Janitorial Services for Various City of Newark Facilities (Addendum No. 1), pursuant to N.J.S.A. 40A:11-23(c) (1), extending deadline to receive bids to June 7, 2018 (a copy of which is attached hereto and made a part hereof); and

**WHEREAS**, the QPA determined that Addendum No. 1 should be revised for additional vendor challenges and/or requests for clarification prior to issuance of addendum; and

**WHEREAS**, on June 1, 2018, the QPA advertised Addendum No. 2 to RFP for Janitorial Services for Various City of Newark Facilities (Addendum No. 2), pursuant to N.J.S.A. 40A:11-23(c) (1), to amend and revise the conditions governing the proposal, the bonding, the specifications as it relates to prevailing wages and also answer bidder submitted questions; and

**WHEREAS**, the issuance of Addendum No. 2, referred to as Addendum No. 1 Revised in all other bid proposal documents distributed to prospective vendors, further postponed the deadline to receive bids to June 19, 2018; and

**WHEREAS**, the Division of Central Purchasing also distributed twenty (20) bid proposal packages to prospective vendors; and

**WHEREAS**, on June 19, 2018, the QPA received proposals from sixteen (16) vendors and publicly read aloud the names and addresses of the vendors who submitted a bid proposal package on the advertised due date; and

**WHEREAS**, a three-member evaluation committee was formed to review the bid proposals submitted by the sixteen (16) vendors and recommend an award, as outlined in the bid proposal package, to the Director of the Department of Public Works; and

**WHEREAS**, the QPA obtained signed no conflicts letters from the members of the evaluation committee before delivering the bid proposal packages of the sixteen (16) vendors for review, evaluation, scoring and award recommendation; and

**WHEREAS**, on August 27, 2018, the evaluation committee conducted clarification interviews with the top ranked vendors, limited to clarifying specifics of vendor's bid proposal; and

**WHEREAS**, the evaluation committee recommended to the Director of the Department of Public Works that awards be made to: (1) B&B Diversified Services, LLC; (2) Andrews & Company, LLC; (3) Industrial Commercial Cleaning Group Inc.; (4) Pritchard Industries Inc.; (5) United Services, Inc.; and (6) Optimal Cleaning Solutions, LLC, for specific locations and specific contract amounts to provide Janitorial Services for Various City of Newark Facilities; and

**WHEREAS**, the QPA accepts the recommendations of the evaluation committee and the Director of the Department of Public Works that awards be made to the following six (6) vendors for specific locations and specific contract amounts to provide Janitorial Services for Various City of Newark Facilities; and

Location Group	Bidder	Total Years 1 and 2	Year 3	Total Year 1 thru Year 3
1.1.1	B&B Diversified Services, LLC	\$1,157,207.20	\$529,258.27	\$1,686,465.47
1.1.2	Andrews & Company, LLC	\$1,088,705.00	\$544,353.00	\$1,633,058.00
1.1.3	B&B Diversified Services, LLC	\$854,284.41	\$386,970.38	\$1,241,154.79
1.1.4	Industrial Commercial Cleaning Group, Inc.	\$227,435.52	\$115,196.09	\$342,361.61
1.1.5	Pritchard Industries	\$513,582.75	\$256,791.38	\$770,374.13
1.1.6	United Services, Inc.	\$373,920.00	\$190,699.20	\$564,619.20
1.1.7	Pritchard Industries	\$287,606.34	\$143,803.17	\$431,409.51
1.1.8	Optimal Cleaning Solutions, LLC	\$192,372.00	\$100,368.00	\$292,740.00

**WHEREAS**, usage of this contract provides Janitorial Services for Various City of Newark Facilities for the Department of Public Works at an overall total amount not to exceed four million, six hundred ninety-five thousand, one hundred thirteen dollars and twenty-two cents (\$4,695,113.22); and

**WHEREAS**, pursuant to N.J.S.A. 19:11-24, the vendors consented to holding prices bid for consideration until such time as an award is made, as the law permits; and

**WHEREAS**, pursuant to N.J.S.A. 19:44A-20.5, solicitations through competitive contracting in accordance with N.J.S.A. 40A:11-4.1 et seq. meets the requirements of the fair and open process.

**NOW, THEREFORE, BE IT RESOLVED BY THE MUNICIPAL COUNCIL OF THE CITY OF NEWARK, NEW JERSEY, THAT:**

1. The Mayor and/or his designee, Qualified Purchasing Agent (QPA), are hereby authorized to enter into contracts to provide Janitorial Services for Various City of Newark Facilities for specific locations and specific contract amounts with following six (6) vendors:

Location Group	Bidder	Total Years 1 and 2	Year 3	Total Year 1 thru Year 3
1.1.1	B&B Diversified Services, LLC	\$1,157,207.20	\$529,258.27	\$1,686,465.47
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The contract term will be established for a period of two (2) year with an option to renew for one (1) year at an overall total amount not to exceed four million, six hundred ninety-five thousand, one hundred thirteen dollars and twenty-two cents (\$4,695,113.22).

2. There shall be no amendment or change of this contract without the approval of the Municipal Council by resolution.

3. There shall be no advance payment on this contract in accordance with N.J.S.A. 40A:5-16. Funds for 2018 and subsequent years are contingent upon appropriations, pursuant to N.J.A.C. 5:30-5.5(d).

4. This is an open-ended contract to be used as needed during the term of the contract. Thus, for any and all expenditures against this contract a certification of the availability of sufficient funds, as required by N.J.A.C. 5:30-5.5(b)(2), shall be executed before a contractual liability is incurred each time an order is placed from Account Code Line: NW011-060-0604-71620-B2018 covering the amount of the service and shall be filed with the Office of the City Clerk. This contract shall not exceed to exceed four million, six hundred ninety-five thousand, one hundred thirteen dollars and twenty-two cents (\$4,695,113.22) for two (2) years with an option to renew for one (1) year.

5. The QPA shall file a duly executed copy of the contract in the Office of the City Clerk.

6. If required by State law, the City Clerk shall provide the appropriate notice of the award of this contract to the State Comptroller no later than twenty (20) business days following such award, in accordance with N.J.S.A. 52:15C-10 and the Notice of the Office of the State Comptroller dated May 7, 2008.

**STATEMENT**

This resolution authorizes the Mayor and/or his designee, the Qualified Purchasing Agent, to enter into and execute contracts with the following six (6) vendors: (1) B&B Diversified Services, LLC; (2) Andrews & Company, LLC; (3) Industrial Commercial Cleaning Group, Inc.; (4) Pritchard Industries; (5) United Services, Inc.; and (6) Optimal Cleaning Solutions for specific locations and specific contract amounts to provide Janitorial Services for Various City of Newark Facilities for a period of two (2) year with an option to renew for one (1) year at an overall total amount not to exceed four million, six hundred ninety-five thousand, one hundred thirteen dollars and twenty-two cents (\$4,695,113.22).

Location Group	Bidder	Total Years 1 and 2	Year 3	Total Year 1 thru Year 3
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