



JANITORIAL SERVICES
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 21-09

RFP Issued: March 4, 2021

Pre-Proposal Date: April 1, 2021

Response Due Date: April 27, 2021

Proposals Received: #4

Awarded to: Kellermeyer Bergenson Services LLC

Region 4 Education Service Center Department of Procurement issued RFP 21-09 on March 4, 2021, to establish a national cooperative contract for Janitorial Services.

The solicitation included cooperative purchasing language on page 2, under Section I. Scope of Work:

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. Region 4 ESC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on Appendix D, or as otherwise agreed to. Appendix D contains additional information about OMNIA Partners and the cooperative purchasing program.

The solicitation included federal contract provisions on page 3, under Section I. Scope of Work and on page 63 through page 75, under FEMA Special Conditions. 2 C.F.R. § 200.326 and 2 C.F.R. Part 200, Appendix II, Required Contract Clauses begin on page 64.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 Education Service Center website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ

- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses, Texas Historically Underutilized Businesses were notified of the Request for Proposal.

On April 27, 2021 proposals were received from the following offerors:

- Champion Cleaning Solutions
- Kellermeyer Bergensons Services, LLC
- Precision Human Resource Solutions, Inc.
- Pristine Systems LLC

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Kellermeyer Bergensons Services, LLC and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

Region 4 Education Service Center, OMNIA Partners, and Kellermeyer Bergensons Services, LLC (KBS) successfully negotiated a contract, and Region 4 Education Service Center executed the agreement with a contract effective date of August 1, 2021.

Diversity: KBS seeks diversity in all of its business. Some efforts to be a diverse and inclusive company include:

- Meet or exceed all applicable laws, regulations, and other requirements for a diverse workforce
- Have a culture of inclusion
- Tier 2 Spend: Actively seeks diverse-certified vendors as part of their process of recruiting qualified vendors partners.

Contract includes:

- Contract Cleaning & Janitorial
- Supplemental Staffing

- General Maintenance
- Trade Services
- Exterior Services
- COVID-19 Response
- Fully Integrated Programs

Areas KBS can service include but are not limited to:

- Classrooms, offices, and libraries
- Lobbies, entrances, hallways, and other high-traffic areas
- Restrooms and locker rooms
- Cafeterias, eating areas, and kitchens
- Gym floors
- Minor maintenance
- Snow removal, landscaping, and parking lot maintenance

Additional items:

KBS has a long-term commitment to the environment, health, and sustainable practices. Their sustainable, green cleaning accomplishments include:

- Support a zero-waster environment
- Achieve LEED certification
- Zero-waste building initiatives and objectives accomplished
- Quantified sustainability improvements through KBSForce™
- One of only 12 organizations in industry to be CIMSGB-certified
- Member of U.S. Green Building Council (USGBC)
- Converted 18,000 facilities to green at no additional cost to the customer
- Helped customers achieve points toward LEED-EB certification
- Built 80,000 ft² LEED Platinum Museum of Clean
- Our equipment meets GS-42 requirements
- Vacuums with four-stage HEPA filtration and <69 dBA sound levels
- Received the Ashkin Group Green Cleaning Champion Award

Term:

Initial three-year agreement from August 1, 2021 through July 31, 2024 with the option to renew for two (2) additional one-year periods through 2026.

Pricing/Discount:

To be provided upon request.