



ADMINISTRATIVE SERVICES
Purchasing

1551 ROCK QUARRY ROAD
BUILDING F
RALEIGH, NORTH CAROLINA 27610
PHONE: 919.588.3444

WAKE COUNTY PUBLIC SCHOOLS

BID ADDENDUM UPDATE

BID Number: 251-25-10

COMMODITY/SERVICE:

CUSTODIAL SERVICES-EAST WAKE REGION

ADDENDUM NAME:

ADDENDUM NUMBER: **QA-1**

QUESTION-ANSWER

BUYER: Jim Jaeger

RFP DUE DATE/TIME:
APRIL 10, 2024 1:00 pm ET

INSTRUCTIONS: **ADDENDUM INCLUDES WCPSS RESPONSES TO ANY
VENDOR RFP QUESTIONS AND PRE-BID MEETING NOTES**

IMPORTANT NOTE: **WITH THE POSTING OF THIS ADDENDUM, THIS RFP
WILL BEGIN A "QUIET PERIOD" UNTIL IT IS OPENED**

NO NEW QUESTIONS CAN BE ANSWERED

VENDOR QUESTIONS	WCPSS ANSWERS
<p><i>Would it be possible for us to receive copies of previous awards for custodial services for Wake County Schools?</i></p> <p><i>I would like to request a copy of the current pricing for custodial services being provided to WCPSS by current vendors</i></p>	<p>Bid Tab 251-23-106 included with this addendum.</p>
<p><i>Is the square footage of the trailers included in the net cleanable square footage of the school?</i></p>	<p>Yes</p>
<p><i>Could you please furnish the most recent monthly invoice, encompassing the preceding three months (December 2023, January 2024, and February 2024) for the ongoing contract for the following Region?</i></p>	<p>\$51,099.78 Monthly</p>
<p><i>Who are the incumbents for each cluster of schools?</i></p>	<p>CMG and JBM Building Contractors are the two Companies in place now.</p>
<p><i>What is the annual spend for each cluster of schools?</i></p>	<p>Bid Tab 251-23-106 included with this addendum.</p>
<p><i>Is the day porter situation resemble a co-employment type setup, or are the day porters 100% employees of the contracted supplier?</i></p>	<p>All Contractor Day Porter <u>belong 100% to the Contractor.</u></p>
<p><i>Can you please confirm that day porter wages are established by the county school system or not?</i></p>	<p>Day Porter wages are set by the Contractor, <u>Not WCPSS.</u></p>
<p><i>If wages for day porters are set by the county school system, does the county provide insurance, benefits, etc.?</i></p>	<p>Day Porter wages are set by the Contractor, <u>Not WCPSS.</u></p> <p><u>Contract Day Porter receive no WCPSS benefits.</u></p>
<p><i>What is the current headcount for night time cleaners and leads for each cluster?</i></p>	<p>Night Staff Cleaners vary from school to school and day to day. Contractors do not have a set limit of night staff custodians. Here is an example of most but NOT all school Night Staff Cleaners, <u>(This is only an average)</u></p> <p>Elementary school: 2-3 night staff custodians</p> <p>Middle School: 3-4 night staff custodians</p> <p>High School: 3-5 night staff custodians</p>
<p><i>Does the county school system plan to convert to a fully 100% contracted cleaning model at some point?</i></p>	<p>No</p>

251-23-106 Bid Tabulation

	omnico	CMG	AK Bldg.	A+	Kreative Concepts Inc	Jay's Building Maint.
Apex	\$1,003,000.00	\$1,136,901.92		\$2,212,811.32		\$1,036,061.21
Cary	\$834,000.00	\$935,366.88	\$823,741.00	\$1,520,868.74		\$854,947.83
DWN East	\$723,000.00	\$871,889.34	\$739,222.00	\$1,466,909.68		\$784,007.17
DWN West	\$795,000.00	\$833,763.42		\$1,215,977.53		\$739,552.19
East Wake	\$614,400.00	\$670,297.46	\$646,981.00	\$1,175,223.26	\$623,540.00	\$613,199.70
Fuquay	\$702,000.00	\$694,444.66		\$1,339,221.10		\$672,357.14
Holly Springs	\$885,000.00	\$959,341.60		\$1,750,978.56		\$848,666.47
Knightdale	\$797,000.00	\$797,775.86	\$737,801.00	\$1,434,448.86	\$1,353,319.00	\$721,142.80
Leesville	\$630,000.00	\$720,716.50		\$1,247,001.09	\$2,874,048.00	\$693,201.64
Millbrook	\$996,000.00	\$982,941.96		\$1,771,809.66		\$983,863.95
Morrisville	\$1,208,000.00	\$1,256,319.82		\$2,664,096.55		\$1,248,370.67
SE Raleigh	\$968,000.00	\$1,040,603.20		\$2,012,526.37		\$961,521.95
Wake Forest	\$1,073,000.00	\$1,112,453.86	\$1,114,362.00	\$2,496,816.71		\$1,033,228.48

	40	30	20	50
Amt. of sq.ft possible				
3 area regions	90 schools/20msq.ft	30/3 million sqft	15/2.5m	900k sq. ft
80 schools/10m sq.ft				
Technical Scores	27	36	25	24
				20
Total cost and tech	67			44
				70
Responsiveness	5	5	3	3
				5
Total	72	71		47
				75

Index
low

	2nd low	3rd low	4th	5th low
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Non routine services

Hrly Rate for full time, day-shift custodian to replace WCPSS custodian	\$15.00/hr	\$17.50	\$17.50	\$19.63	\$17.00
Hrly Rate for substitute custodian to cover for a WCPSS custodian absence	\$15.00/hr	\$17.50	\$17.50	\$21.24	\$19.95

Floor Work

Carpet cleaning: extraction method	\$0.12	\$0.18	\$0.11	\$0.12	\$0.12
Resilient tile floor strip and finish	\$0.15	\$0.22	\$0.15	\$0.16	\$0.15
Resilient tile floor top scrub and re-coat	\$0.10	\$0.15	\$0.11	\$0.14	\$0.13
Linoleum floor strip and finish	\$0.10	\$0.15	\$0.11	\$0.16	\$0.15
Linoleum floor scrub and re-coat	\$0.08	\$0.15	\$0.09	\$0.14	\$0.13
LVT scrub and finish	\$0.10	\$0.15	N/A	\$0.14	\$0.15
Terrazzo/polished concrete floor strip to remove old finish	\$0.10	\$0.40	Site specific	\$0.28	\$0.85
Terrazzo polished concrete floor burnish with diamond pads	\$0.03	\$0.15	Site specific	\$0.32	\$0.85

March 20, 2024 9:00 am

Pre-Bid Meeting for Custodial, Environmental & Grounds, Regional Maintenance (RFP's: 251-25-05 to 251-25-11, 251-25-13 to 251-25-27 and 251-25-70)

Jim Jaeger

- **Introduction**
- **This pre-bid meeting is for service contracts that will start July 1, 2024 for the 2024-2025 school year**
- **Welders – note that there are 3 welding bids this year**
- **Some changes/revisions to custodial bids have been done – they have been attached as an addendum**

Debra Wallace

- **Introduction of herself and Nate Slavik**
- **There are rules and regulations – don't hesitate to ask questions**
- **This is a fair and competitive market**
- **Disclosure – very important – all questions and any discussion needs to go through Jim Jaeger**
- **This meeting will be posted on website with question and answers**
- **Registration with the Secretary of State – if you are not registered please provide a letter from your attorney as to why – if you are not active, you will need to clear up**

Jim Jaeger

- **We have two separate dates for pre-bid meetings and the bid openings – Check your bids**
- **Make sure you look on the second and third pages for those important dates and times**
- **You can submit multiple bids together – make sure you mark the outside of your envelope with Bid #'s**
- **Change in submission - We are asking for one original copy and one electronic copy such as a thumb drive – we “Prefer” a wet signature on original copy**
- **All proposals are to be sealed – write all Bid #'s on outside envelope**
- **No email or fax submissions will be accepted**
- **Drop off in person to Purchasing Bldg F – front entrance**
- **Purchasing staff will date stamp your submission package**
- **No receipts will be given – you can bring your own receipt form to be date stamped or you can take a cell phone picture with the date stamp on your submission package**
- **Last minute phone and email inquires about “received bids” risk going unanswered**
- **Give enough time for delivery if using a courier service, as we still see courier service delays**
- **Make sure you review the bid document completely**
- **You will have 9-10 days to ask your final questions – email all questions to Jim Jaeger “The sooner, the better). If you wait until last minute, remember the required time frame**
- **We will not respond to individual emails, just post all questions/answers as an addendum to WCPSS, eVP**
- **Responses to questions will be posted as an addendum on our website & EVP by April 2nd at 5:00pm**
- **The only time we will make any changes after that date will be due to a technical error in RFP**
- **Terms & Conditions cannot be altered or negotiated by vendor – make sure you agree before you sign**
- **All communication must go through Jim Jaeger via email**
- **Current vendors are able to communicate with Departments regarding current 23-24 contracts but “Purchasing only” for upcoming 24-25 bids**
- **Make sure to return pages 2, 13, 14, 15, 16 and the Departmental documents i.e. Form of Proposal, Exhibit A thru G**
- **Other informational only RFP sheets need to be reviewed but do not need to be returned in your submission**
- **Any documents asking for completion, your signature or initials need to be completed & returned**
- **Do not wait until the last minute to send by courier, as delivery delays still are common**

Debra Wallace

- **Our US Mail does not arrive until 3:00-5:00, mail early if you use the postal service**
- **Fed ex is not consistent**
- **Bids are due by 1:00pm on the specified date on the bid- See RFP Pages 2 and 3**
- **Bringing your Bid in person is your best option if you can**

Jim Jaeger

- **Public opening will be here in same location as this meeting, Purchasing Bldg. F**
- **Award process – after bids are open and read Purchasing will review, then Departments will review – they may ask for clarification – will come back to Purchasing for recommendation – Bid tabs will go to Departments to issue contracts**
- **Bid tabs will not be sent until after July 1st – you can request opening day results bid info immediately via email to Jim**
- **We encourage to only watch either of the 2 websites (WCPSS, NC eVP) for updates**
- **No “Electronic” Custodial Service Proposal sheets will be available**

Environmental & Grounds

- **No questions**

Regional Maintenance

Jerri Preddy

- **All information is in the Bid documents**

Q: For General Contractor Bids – will there be one vendor or multiple?

A: You are bidding on region for district – contract based on hourly rate – the goal is to have two General Contractors per region

Q: Can we list breakdown of price?

A: One hourly rate for General Contractors – can not charge for gas, etc – may require documentation such as receipts and time sheets

Q: How do you activate once selected?

A: Once we select a contractor, you will be notified – can not work until PO received – will have meeting prior to starting – we work off a work order repair system – will send documentation as things arise – we can not predict what the needs will be

Q: Bid 25 – PM service on lift inspection?

A: Going to bid PM rate – all exclusive – and then bid for hourly rate for repairs – there is a list of equipment in Bid – Standard Genie lifts- several makes and models

Q: Frequency of PM?

A: Annually

Q: PM service on lifts – do you need separate inspection report?

A: Yes, we require an ANSI inspection

Q: Fire Extinguishers – cost of just inspections?

A: Monthly cost includes repair and PM – contracted by cluster – list will be provided

Q: Fire Extinguishers – will they be delivered to one site for the vendor?

A: We currently have one location – will work out efficiency location/drop off

Q: Maintenance Fire Extinguishers – exchange of extinguisher or do you want yours back?

A: You can include exchange rate – must be same make/model

Q: Where is the graffiti removal?

A: That is custodial – it is not due to be bid at this time

Jim Jaeger

- Some bids are on a cycle

Debra Wallace

- When you sign in – write in comment section – we will use this to build resource list

Custodial

Robert Duarte

- Dust mop service – include everything in price for dust mop – no additional fees during the year

Q: What is the frequency of service?

A: Will be weekly right now

Q: Will you provide contact list and locations?

A: Drop off locations for each school and Manager list will be provided to coordinate

Drapery Cleaning & Fire Proofing

- No questions

High Dusting & Window Cleaning

Robert Duarte

- Hourly rate, lift fees and such need to all be included in price
- Make sure contractor has all tools and ladders when they arrive on site

Regional Cleaning

Robert Duarte

- Locations are on Bid documents
- Breakdown of schools – contractor versus inhouse schools – asks for total
- Prices on contract list – also has section on it for inhouse rate
- For full time day – we use your full time person year round
- Must speak English and able to communicate with staff and sign documents
- There is an addendum posted on this – F & F1 instructions page

Q: Millbrook – 100% contract column

A: If you see no 100% contract – usually WCPSS staff there as well – 100% contract includes your staff day and night

Robert Duarte

- Goes out every 3 years unless you drop your performance in that area

Q: Do you use out of state contracting?

A: Anyone can bid – no restrictions

Q: Is it bidding by region?

A: Yes – each region

Robert Duarte

- Bid every 3 years

Q: What is the contract term?

A: 1 year contract – potential renewal

Debra Wallace

- Cannot guarantee contracts over one year at a time – we always give notice if contract cancels

Q: Will there be four locations?

A: Custodial Service site visits are optional immediately after this pre-bid meeting. No other bids.

Q: Can we see current pricing?

A: Request through website and Communications – will send out from there – will be posted as an addendum

Robert Duarte

- Going to visit schools after this meeting
- Read all documents and scope of work – requirements listed – need scope of work completed by end of year
- Lisa Smith is my contract administrator

Q: Explain in house versus contractor

A: In house – employees belong to WCPSS – contractor belongs to you

Q: Will there be a schedule app for service?

A: Maximo will keep up with on our end – feel free to use your own program

Q: When onboarding new employees – does WCPSS do their own background check?

A: All have to have a background check – on every contract employee

Q: Is there a cost to the vendor for the background check?

A: No additional cost

Q: What do you need for the background check?

A: I just need their full legal name and email address – send to Lisa Smith – you can do your own check but WCPSS will as well

Q: Substitutes day porter – is there pricing separate for this?

A: There is a section in the bid

Debra Wallace

- If you are having difficulty with documents, we will help – ask Jim through email

Jim Jaeger

- Ask questions – don't delay – March 29th 10am is question submission deadline