

Exhibit to Agenda Item #1

Board Finance & Audit Committee Meeting and Special SMUD Board of Directors' Meeting

Tuesday, July 17, 2018

Immediately following the Energy Resources & Customer Services Committee Meeting scheduled to begin at 5:30 p.m.

Customer Service Center, Rubicon Room

Powering forward. Together.



Action Request

Authorize the Chief Executive Officer and General Manager to **award a contract to Pride Industries to provide custodial services.**

- Contract Term **August 1, 2018 to July 31, 2020** with 2 additional one year options
- Total Contract Amount not-to-exceed **\$5,899,504**

History of SMUD Custodial Services

- Provided by SMUD Employees until 2011
- Outsourced to Contractor Services
 - 2011 to 2012, Pride Industries
 - 2012 to 2014, Able Building Maintenance
 - 2014 to 2018, Spencer Building Maintenance

Scope of work

- Custodial Services for SMUD Facilities:
 - CSC, FRF, Modular Trailers, 59th & EC-OC
 - Day Porter Service
 - Night Crews

Procurement Process

- Solicitation issued 3/27/18
- Mandatory Pre-bid site walks 4/14/18 and 4/27/18
- Proposals were due 5/11/2018

RFP Evaluation Results

Responsive Proposals Received	Pass / Fail	SEED 10 Pts.	Technical 60 Pts.	Price 30 Pts.	Total Score	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Annual Amount	Proposed Award
Pride Industries One, Inc.	P	10	54.57	27.83	92.40	1	\$122,906.33	\$5,448.54	\$117,457.79	\$1,409,493.48	\$5,899,504
Spencer Building Maintenance, Inc.	P	10	54.33	25.82	90.15	2	\$132,077.91	\$5,448.54	\$126,629.37	\$1,519,552.44	
SBM Management Services, LP	P		51.33	30.00	81.33	3	\$108,970.80		\$108,970.80	\$1,307,649.60	
Able Services	P		37.00	29.15	66.15	4	\$112,145.09		\$112,145.09	\$1,345,741.08	

There were a total of 10 proposals, 6 were determined to be non-responsive

Responsible Bidder

- Pride is a signatory to the SEIU Collective Bargaining Agreement for the greater Sacramento area
- Established positive relationship with SEIU 1877
- Pride has contractual obligation with SMUD and SEIU to provide sick, vacation, holidays, and medical coverage
- Pride will offer employment to the incumbent personnel honoring seniority per current contract
- A pathway to employment for people with disabilities

Transition Plan

- 7/23 – Contact from SMUD Facilities to Pride and Spencer about contract award approval
 - Spencer and Pride will work together for a transition plan without SMUD direction. SEIU rules allow retention of Spencer employees.
 - SMUD will obtain cost for closing operations from Spencer by 8/27
- 8/1 – Pride contract award
- 8/6 – Draft Transition Plan from Pride identifying needs to take over
- 8/20 – Employee Notification review by SMUD Facilities from Spencer
- 8/27 – Meeting with Spencer, Pride and SMUD Facilities staff to finalize transition
- 9/1 – Pride begins contract operation

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