

Ramapo-Indian Hills Regional School District Evaluation Committee Report for the Custodial & Management Services RFP

1. List of Proposers:

- ABM
- Aramark
- Pritchard
- ACB (All clean)

2. List of Evaluation Committee Members:

- Thomas Lambe
- Jeff Boltzer
- Paul Cusack
- Paulinus Egu

Evaluation Committee Report

3. Cost of Proposals (Ranked from lowest to highest based upon the five-year price):

Comparison of Proposal Form A - PRICING									
Description	Details	ABM		Aramark		Pritchard		ACB (Allclean)	
		Pct.	Total Charges	Pct.	Total Charges	Pct.	Total Charges	Pct.	Total Charges
Custodial	Charge for Wages		\$356,512.00		\$358,321.60		\$356,460.00		\$213,907.20
	Charge for Health Care Benefits	41%	\$146,256.00	37%	\$131,773.44	40%	\$143,240.00	31%	\$65,700.00
	Charge for Other Fringe Benefits	1%	\$1,935.41	6%	\$22,360.65	1%	\$3,690.00	9%	\$18,674.00
	Charge for Payroll Taxes	15%	\$51,888.20	9%	\$33,636.30	19%	\$67,727.40	22%	\$46,516.00
Consultant Recom'd FTE's 10.00	No. of FTEs (1 FTE=2080 Hrs. per Year)	10.00		10.00		10.00		6.00	
Consultant Recom'd Wage Rate \$16.65	Avg. Wage Rate Excl. Benefits & Taxes	\$17.14		\$17.23		\$17.14		\$17.14	
Custodial Overtime	Charge for Wages		\$20,568.00		\$20,672.40		\$20,565.00		\$20,568.00
	Charge for Payroll Taxes	14%	\$2,883.77	6%	\$1,293.70	19%	\$3,907.35	20%	\$4,113.60
Required Hours 800.00	Number of Annual Hours	800		800		800		800	
Consultant Recom'd Wage Rate \$24.98	Avg. Wage Rate Excl. Benefits & Taxes	\$25.71		\$25.84		\$25.71		\$25.71	
Custodial - Head/Leads	Charge for Wages		\$81,536.00		\$79,622.40		\$75,452.00		\$150,924.80
	Charge for Health Care Benefits	42%	\$34,052.00	40%	\$31,638.24	38%	\$28,648.00	43%	\$64,800.00
	Charge for Other Fringe Benefits	0%	\$387.08	6%	\$5,036.50	1%	\$738.00	9%	\$12,908.00
	Charge for Payroll Taxes	11%	\$8,961.70	9%	\$7,327.71	19%	\$14,335.88	22%	\$32,508.00
Consultant Recom'd FTE's 2.00	No. of FTEs (1 FTE=2080 Hrs. per Year)	2.00		2.00		2.00		4.00	
Consultant Recom'd Wage Rate \$17.65	Avg. Wage Rate Excl. Benefits & Taxes	\$19.60		\$19.14		\$18.14		\$18.14	
Custodial Heads/Lead Overtime	Charge for Wages		\$5,880.00		\$5,742.00		\$5,441.25		\$5,442.00
	Charge for Payroll Taxes	14%	\$802.32	6%	\$352.29	19%	\$1,033.84	0%	\$0.00
Required Hours 200	Number of Annual Hours	200		200		200		200	
Consultant Recom'd Wage Rate \$26.48	Avg. Wage Rate Excl. Benefits & Taxes	\$29.40		\$28.71		\$27.21		\$27.21	
General Manager	Charge for Wages		\$75,004.80		\$75,000.00		\$75,004.80		\$75,004.80
	Charge for Health Care Benefits	17%	\$12,708.00	30%	\$22,500.00	10%	\$7,800.00	21%	\$15,450.00
	Charge for Other Fringe Benefits	0%	\$375.00	6%	\$4,425.00	0%	\$0.00	8%	\$5,770.00
	Charge for Payroll Taxes	12%	\$8,953.00	8%	\$6,313.00	19%	\$14,250.91	22%	\$16,154.00
Consultant Recom'd FTE's 1.00	No. of FTEs (1 FTE=2080 Hrs. per Year)	1.00		1.00		1.00		1.00	
Consultant Recom'd Wage Rate \$36.06	Avg. Wage Rate Excl. Benefits & Taxes	\$36.06		\$36.06		\$36.06		\$36.06	
Custodial Evening Supervisor/s	Charge for Wages		\$0.00		\$0.00		\$0.00		\$75,462.40
	Charge for Health Care Benefits	0%	\$0.00	0%	\$0.00	0%	\$0.00	43%	\$32,400.00
	Charge for Other Fringe Benefits	0%	\$0.00	0%	\$0.00	0%	\$0.00	9%	\$6,454.00
	Charge for Payroll Taxes	0%	\$0.00	0%	\$0.00	0%	\$0.00	22%	\$16,254.00
Consultant Recom'd FTE's 0.00	No. of FTEs (1 FTE=2080 Hrs. per Year)	0.00		0.00		0.00		2.00	
Consultant Recom'd Wage Rate \$0.00	Avg. Wage Rate Excl. Benefits & Taxes	\$0.00		\$0.00		\$0.00		\$18.14	

Evaluation Committee Report

Comparison of Proposal Form A - PRICING									
Description	Details	ABM		Aramark		Pritchard		ACB (Allclean)	
		Pct.	Total Charges	Pct.	Total Charges	Pct.	Total Charges	Pct.	Total Charges
Clerical	Charge for Wages		\$0.00		\$0.00		\$0.00		\$0.00
	Charge for Health Care Benefits	0%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$0.00
	Charge for Other Fringe Benefits	0%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$0.00
	Charge for Payroll Taxes	0%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$0.00
Consultant Recom'd FTE's	0.00	No. of FTEs (1 FTE=2080 Hrs. per Year)	0.00		0.00		0.00		0.00
Consultant Recom'd Wage Rate	\$0.00	Avg. Wage Rate Excl. Benefits & Taxes	\$0.00		\$0.00		\$0.00		\$0.00
Contractor Start Up Charges –						\$5		\$6,000	
Total amount amortized over 5 years: <i>Annual Charges</i>			\$0.00		\$0.00		\$1.00		\$1,200.00
Contractor Equipment Budget/Pool : All Proposed \$175,000									
Total amount amortized over 5 \$175,000.00 <i>Annual Charges</i>			\$35,000.00		\$35,000.00		\$35,000.00		\$35,000.00
Contractor Charge for Computerized Quality Assurance System			\$0.00		\$144.00		\$350.00		\$1,000.00
Contractor Charge for Office and or Warehouse Rent			\$0.00		\$0.00		\$0.00		\$0.00
Contractor Charge for Required Office Equipment			\$0.00		\$1,800.00		\$520.00		\$1,500.00
Contractor Charge for Supplies and On-Going Operating Costs			\$2,704.39		\$48,395.44		\$21,752.25		\$26,000.00
Contractor Management Fee		7.0%	\$64,343.00	2.8%	\$26,108.98	4.7%	\$43,795.88	5.0%	\$50,000.00
District Charge for Contract Monitoring			\$15,000.00		\$15,000.00		\$15,000.00		\$15,000.00
TOTAL CONTRACT CHARGE YEAR ONE (2022-2023)			\$925,750.67		\$932,463.65		\$934,713.56		\$1,008,710.80
Increase for 2023-2024 - Input Dollar Amount		3.0%	\$27,773.00	2.9%	\$26,851.45	3.2%	\$30,314.18	5.0%	\$50,435.54
TOTAL CONTRACT CHARGE YEAR TWO (2023-2024)			\$953,523.67		\$959,315.10		\$965,027.74		\$1,059,146.34
Increase for 2024-2025 - Input Dollar Amount		3.0%	\$28,606.00	3.8%	\$36,041.24	3.5%	\$33,293.46	6.0%	\$63,548.78
TOTAL CONTRACT CHARGE YEAR THREE (2024-2025)			\$982,129.67		\$995,356.34		\$998,321.20		\$1,122,695.12
Increase for 2025-2026 - Input Dollar Amount		3.0%	\$29,464.00	3.6%	\$35,733.29	3.4%	\$34,442.08	6.0%	\$67,361.71
TOTAL CONTRACT CHARGE YEAR FOUR (2025-2026)			\$1,011,593.67		\$1,031,089.63		\$1,032,763.28		\$1,190,056.83
Increase for 2026-2027 - Input Dollar Amount		3.0%	\$30,348.00	3.4%	\$34,850.83	3.5%	\$36,146.71	6.0%	\$71,403.41
TOTAL CONTRACT CHARGE YEAR FIVE (2026-2027)			\$1,041,941.67		\$1,065,940.46		\$1,068,909.99		\$1,261,460.24
TOTAL CONTRACT CHARGE FOR FIVE YEARS			\$4,914,939.35		\$4,984,165.17		\$4,999,735.79		\$5,642,069.33

Evaluation Committee Report

4. Evaluation Criteria - The following was the criteria used by the committee in evaluating the proposals:

The Criteria Used in Evaluating Proposals <i>The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest</i>	Weighting Factor	Points
1. Program Price: What is the price of the program proposed and its impact upon the District's operating budgets? Are the charges detailed in the proposal form realistic; i.e., Health care costs, payroll taxes, management fee, etc.	15%	1 to 5
2. Contractor's financial viability, strength, capability and record of performance: Considers the Contractor's capability and experience as measured by financial statements, performance record, litigation, years in the industry, number of public school districts served and references.	12%	1 to 5
3. On-Site Management: Considers the references; proposal resumes, face to face interviews and any other method to discover the capabilities and skill level of the on-site management. At a minimum the proposed candidate must demonstrate the following: On- site Manager(s): <ul style="list-style-type: none"> • Should have at least two years' experience in managing a comparable sized public school district. • Should have four years' experience in the custodial management industry. • Must have a high school diploma or GED equivalent diploma. • Must be in the process of obtaining or have a Black Seal License by 7-1-2022. • Must be fluent in English. On- site Supervisor(s): <ul style="list-style-type: none"> • Should have at least one year experience in managing a comparable sized educational institution. • Should have a high school diploma or GED equivalent diploma. • Must be in the process of obtaining or have a Black Seal License by 7-1-2022. • Must be fluent in English. 	25%	1 to 5
4. Staffing Viability: Considers whether proposed wages and staffing levels are sufficient to recruit and maintain a stable workforce by the proposed wage rates to the following: <ul style="list-style-type: none"> • The current outsourced average wage rates and wages as detailed in Exhibit 6 wage rates. • The Consultant's Recommended Staffing, Wage Rates and Salaries as detailed in Exhibit 7. • Are benefits and paid time off provided/offered and employee contribution to insurance premiums and copays/deductibles sufficient to recruit and maintain a stable workforce? • Is the number of proposed custodial, management and clerical staff sufficient to meet the Scope of Work in this RFP? 	24%	1 to 5
5. Contractor's Proposed Program: Are the Proposer's program, systems, training, and procedures for custodial and management services thorough and comprehensive to meet the scope of work?	10%	1 to 5
6. Contractor's Start Up/Transition Plan: Is the Proposer's start-up plan customized to the needs of the District? Is the plan detailed from pre- planning (30 days prior to the start of the contract) through the start of the contract and the first three months to September 30, 2022? Did it detail the additional management and resources they shall be providing as well as the startup task, any requirements for the District, implementation date, estimated completion date, and who is responsible (name and title)? Did the plan have 100 or more different (not repetitive) tasks listed covering the startup activities in implementation, management, HR, custodial and training? Was it submitted in Excel format or a Gantt chart?	14%	1 to 5

Evaluation Committee Report

5. Scoring: The following are the actual and weighted points for each proposer:

TOTALS									
CRITERIA	Weighing Percent	Points Awarded (1 to 5)				Weighted Points			
		ABM	Aramark	Pritchard	ACB	ABM	Aramark	Pritchard	ACB
Program Price:	15%	20.00	16.00	12.00	8.00	3.00	2.40	1.80	1.20
Contractor's capability and record of performance:	12%	11.00	16.00	15.50	8.50	1.32	1.92	1.86	1.02
On-Site Management:	25%	10.00	16.00	11.50	7.00	2.50	4.00	2.88	1.75
Staffing Viability	24%	11.00	17.00	16.00	11.00	2.64	4.08	3.84	2.64
Contractor's Proposed Program:	10%	12.00	16.00	14.50	9.50	1.20	1.60	1.45	0.95
Contractor's Start Up/Transition Plan:	14%	10.00	16.00	15.50	11.00	1.40	2.24	2.17	1.54
TOTALS	100%	74.00	97.00	85.00	55.00	12.06	16.24	14.00	9.10

6. Scoring Summary

- a. **Aramark: 16.24 Points** – Aramark ranked number two for Program Price because they had the second lowest five-year price. The criteria of Contractor's Capability and Record of Performance was based on the references provided as well as financial stability and was worthy of first place. For On-Site Management, Aramark's proposed candidate stood out as being the strongest, therefore ranked in first place. The proposed staffing, wages and benefits provided caused their proposal to be the most advantageous to the District in terms of Staffing Viability and thus they scored in first place. Aramark also ranked first in the Contractor's Proposed Program and the Contractor's Startup/Transition Plan because they demonstrated that they had the systems, procedures and corporate support to achieve success in the start-up. Overall, Aramark had the highest score.
- b. **Pritchard: 14.00 Points** - Pritchard had the third lowest price and ranked in third place for price. The school districts served and references had them score slightly less than Aramark placing them in second place. Pritchard ranked in second place for Contractor's Capability and Record of Performance. Pritchard's proposed candidate ranked second amongst the companies for On-Site Management. Pritchard also ranked second in Staffing Viability. They had the second highest score for the Contractors Proposed Program and for their Start-Up/Transition Plan. Overall, Pritchard had the second highest score.
- c. **ABM: 12.06 Points** - ABM had the lowest five-year contract price and therefore ranked first in price. Their list of school districts served and references had them rank third regarding Contractor's Capability and Record of Performance. In reviewing ABM's proposed candidate's resume, they ranked third for On-Site Management. ABM also ranked third in Staffing Viability. ABM scored in third place for their Proposed Program of the four contractors. They received the lowest scoring for Contractor's Startup/Transition Plan. Overall, ABM had the third highest score.
- d. **ACB (Allclean): 9.10 Points** - ACB (Allclean) had the highest price which earned them the lowest ranking for Program Price. Their references earned them fourth place for the Contractor's Capability and Record of Performance. In reviewing the resume of ACB (Allclean)'s proposed candidate, they were given the lowest score for On-Site Management. ACB (Allclean) also received the lowest score for Staffing Viability. They received the third lowest score for Contractor's Proposed Program. Their Startup Plan/Transition Plan ranked them in third place. Overall, ACB had the fourth highest score.

7. Recommendation of the Ramapo-Indian Hills Regional School District's Custodial RFP Evaluation Committee:

- Upon review of the proposals submitted and the RFP evaluation criteria, the committee concludes that the Aramark proposal is most advantageous for the Ramapo-Indian Hills Regional School District.