

## Appendix 2 - Tallies

Bid Tabulation															
FB-01166 - Janitorial Services for Miami International Airport, Zone 3															
<b>Compliance</b>	<b>Bidder Name and Details</b>			<b>EFCO USA, Inc.</b> 6355 NW 36th Street, Ste. 503 Virginia Gardens, FL 33166  Nicolas H Posselt nicolas@gaservicios.com Phone: 305-876-0026		<b>Globe Facilities Management, Inc.</b> 1700 SW 57th Avenue, Suite 200 Miami, FL 33155  Oscar Ronda, Jr. GlobeFacilitiesManagement@gmail.com Phone: 786-379-1119		<b>Mckenzie's Cleaning Inc.</b> 20533 NE 6th Court Miami, FL 33179  Terriann V. Mckenzie Tmckenzie@mckenziecleaning.com Phone: 305-249-5911		<b>N&amp;K Enterprises, Inc.</b> 147 Alhambra Circle, Suite 220 Coral Gables, FL 33134  Neville Jennings nkenterprises-ruiz@bellsouth.net Phone: 305-569-0575		<b>Able Business Services, Inc.</b> 1234 NW 79th Street Miami, FL 33147  William Berry ablmain1@bellsouth.net Phone: 305-636-5099			
	<b>Registration#</b>			271437558		463980596		810625956		650007169		651156551			
	<b>Bid Submittal Form - Completed</b>			Yes		Yes		Yes		Yes		Yes			
	<b>Contractor Due Diligence Form - Completed</b>			No		Yes		Yes		Yes		Yes			
	<b>Lists Provided in Response to Contractor Due Diligence</b>			No		No		No		No		No			
	<b>Fair Subcontracting Practices - Completed</b>			Yes		Yes		Yes		Yes		Yes			
	<b>Subcontractor/Supplier Listing - Completed</b>			Yes		Yes		Yes		Yes		Yes			
	<b>SBE Set-Aside Compliance - Confirmed</b>			Yes #16433		Yes #15777		yes #12088		Yes #10639		Yes #10997			
	<b>Local Preference Affirmed - Verified</b>			Yes		Yes		Yes		Yes		Yes			
	<b>Locally Headquartered Preference Affirmed</b>			Yes		Yes		Yes		Yes		Yes			
<b>Local Certified Veterans Business Certification Affirmed</b>			No		No		No		No		No				
<b>Bidder Responsible?</b>			N/A		N/A		N/A		Yes		No - Bidder confirmed Bid too low to complete services as requested.				
<b>Bidder Responsive?</b>			N/A		N/A		N/A		Yes		Yes				
<b>Qualifications</b>															
2.4 (A)	<b>Bidder(s) shall employ key personnel that can make decisions and who can communicate with County representatives 24 hours per day, seven (7) days per week. Bidder shall provide representatives' name, email address, telephone number and fax number</b>			None Submitted.		None Submitted.		None Submitted.		Neale Jennings njennings@nkjanitorial.com Phone: 786-683-2995 Fax: 305-869-4851  Jean Denis jdenis@nkjanitorial.com Phone: 786-402-7051 Fax: 305-869-4851		Ted Williams, Jr. Director of Janitorial Services 1234 NW 79th Street, Miami, FL ted3williamsjr@gmail.com Phone: 786-547-9226 Fax: 305-638-8082			
2.4 (B)	<b>Bidder(s) shall provide current references on company letterhead, signed from customers for whom the Bidder has provided janitorial Services.</b>			None Submitted.		C&W Services Milagros Diaz 305-310-5917  Elite Closets and Doors Jose Tony Perez 305-790-7135 Eliteclosetsanddoors@gamil.com		None Submitted.		Miami Dade Aviation Department Ralph Cutie 305-876-0830 rcutie1@miami-airport.com		Miami Dade Water and Sewer Dept Cheryl Thomas Hughes Phone: 305-665-7474			
2.4 (C)	<b>Letter of Intent from Surety Equal to 25% of Bidder's Annual Price</b>			None Submitted.		Alter Surety Group 5979 N.W. 151 Street Suite 202 Miami Lakes, FL 33014		Alter Surety Group 5979 N.W. 151 Street Suite 202 Miami Lakes, FL 33014		Capitol Insurance Companies 500 Northridge Road Suite 375 Atlanta Ga, 30350		FCCI Insurance Company 6300 University Parkway Sarasota, FL 34240			
<b>Price</b>	<b>Item No.</b>	<b>Quantity</b>	<b>Unit</b>	<b>Description</b>	<b>Unit Price</b>	<b>Extended Price</b>	<b>Unit Price</b>	<b>Extended Price</b>	<b>Unit Price</b>	<b>Extended Price</b>	<b>Unit Price</b>	<b>Extended Price</b>	<b>Unit Price</b>	<b>Extended Price</b>	
	1	1	Per Month	Zone 3 Common Areas: 5,030,657 square feet	\$ 223,361.17	\$ 223,361.17	\$ 2,771,671.00	\$ 2,771,671.00	\$ 230,963.18	\$ 230,963.18	\$ 218,664.93	\$ 218,664.93	\$ 81,798.48	\$ 81,798.48	
	2	1	Per Month	Zone 3 Restrooms: 14,447 square feet	\$ 46,826.82	\$ 46,826.82	\$ 923,890.00	\$ 923,890.00	\$ 113,616.03	\$ 113,616.03	\$ 24,296.10	\$ 24,296.10	\$ 234.91	\$ 234.91	
	Year 1 Monthly Fee						\$ 270,187.99		\$ 3,695,561.00		\$ 344,579.21		\$ 242,961.03		\$ 82,033.39
	Year 1 Total						\$ 3,242,255.88		\$ 44,346,732.00		\$ 4,134,950.52		\$ 2,915,532.36		\$ 984,400.68
	1	1	Per Month	Zone 3 Common Areas: 5,030,657 square feet	\$ 223,663.01	\$ 223,663.01	\$ 2,821,989.00	\$ 2,821,989.00	\$ 239,046.89	\$ 239,046.89	\$ 220,707.66	\$ 220,707.66	\$ 81,798.48	\$ 81,798.48	
	2	1	Per Month	Zone 3 Restrooms: 14,447 square feet	\$ 46,861.23	\$ 46,861.23	\$ 940,663.00	\$ 940,663.00	\$ 117,592.60	\$ 117,592.60	\$ 24,523.07	\$ 24,523.07	\$ 234.91	\$ 234.91	
	Year 2 Monthly Fee						\$ 270,524.24		\$ 3,762,652.00		\$ 356,639.49		\$ 245,230.73		\$ 82,033.39
	Year 2 Total						\$ 3,246,290.88		\$ 45,151,824.00		\$ 4,279,673.88		\$ 2,942,768.76		\$ 984,400.68
	1	1	Per Month	Zone 3 Common Areas: 5,030,657 square feet	\$ 224,769.75	\$ 224,769.75	\$ 2,888,010.00	\$ 2,888,010.00	\$ 248,011.15	\$ 248,011.15	\$ 223,035.34	\$ 223,035.34	\$ 81,798.48	\$ 81,798.48	
	2	1	Per Month	Zone 3 Restrooms: 14,447 square feet	\$ 47,132.21	\$ 47,132.21	\$ 962,670.00	\$ 962,670.00	\$ 122,002.32	\$ 122,002.32	\$ 24,781.70	\$ 24,781.70	\$ 234.91	\$ 234.91	
	Year 3 Monthly Fee						\$ 271,901.96		\$ 3,850,680.00		\$ 370,013.47		\$ 247,817.04		\$ 82,033.39
	Year 3 Total						\$ 3,262,823.52		\$ 46,208,160.00		\$ 4,440,161.64		\$ 2,973,804.48		\$ 984,400.68
	1	1	Per Month	Zone 3 Common Areas: 5,030,657 square feet	\$ 225,765.82	\$ 225,765.82	\$ 2,965,723.00	\$ 2,965,723.00	\$ 257,931.60	\$ 257,931.60	\$ 236,680.44	\$ 236,680.44	\$ 81,798.48	\$ 81,798.48	
	2	1	Per Month	Zone 3 Restrooms: 14,447 square feet	\$ 47,170.61	\$ 47,170.61	\$ 988,574.00	\$ 988,574.00	\$ 126,882.41	\$ 126,882.41	\$ 26,297.83	\$ 26,297.83	\$ 234.91	\$ 234.91	
	Year 4 Monthly Fee						\$ 272,936.43		\$ 3,954,297.00		\$ 384,814.01		\$ 262,978.27		\$ 82,033.39
	Year 4 Total						\$ 3,275,237.16		\$ 47,451,564.00		\$ 4,617,768.12		\$ 3,155,739.24		\$ 984,400.68
	<b>TOTAL</b>						\$ 13,026,607.44	\$ 183,158,280.00	\$ 17,472,554.16	\$ 11,987,844.84	\$ 3,937,602.72				
	<b>AWARD RECOMMENDATION</b>					<b>Not Recommended</b>		<b>Not Recommended</b>		<b>Not Recommended</b>		<b>Recommended</b>		<b>Non-Responsible</b>	

Solicitation Number: FB-01166  
Solicitation Title: Janitorial Services for Miami International Airport, Zone 3  
Solicitation Opening Date: August 26, 2019  
Prepared By: *Dede Chaney*  
Verified By: *Haminta Williams-Smith*

**Bid Tabulation**

**FB-01167 - Janitorial Services for Miami International Airport, Zone 4**

Compliance	Bidder Name and Details	Triangle Services of Florida, Inc. 550 West Sunrise Blvd Ft. Lauderdale, FL 33311  Brian Westphal bwestphal@triangleservices.com Phone: 612-749-0820	Clean Space Inc. 3764 NW 124TH Avenue Coral Springs, FL 33065  Matt Giunco mg@cleanspaceonline.com Phone: 954-880-5188	Mckenzie's Cleaning Inc. 20533 NE 6th Court Miami, FL 33179  Terriann V. Mckenzie Tmckenzie@mckenziecleaning.com Phone: 305-249-5911	C&W Facility Services, Inc. 275 Grove street, Suite 3-200 Auburndale, MA 02466  Milagros Diaz milagros.diaz@cwservice.com Phone: 305-310-5917	SFM Services, Inc. 9700 NW 79TH Avenue Hialeah Gardens, FL 33016  Christian Infante cinfante@sfmtservices.com Phone: 305-818-2424	Able Business Services, Inc. 1234 NW 79th Street Miami, FL 33147  William Berry ablmain1@bellsouth.net Phone: 305-636-5099
	Registration#	11-2371379	32-0338631	81-0625956	77-0698582	59-2766887	65-1156551
	Section 4 Price Form - Completed	YES	YES	NO	Vendor Created Price Form	YES	YES
	Bid Submittal Form - Completed	YES	YES	YES	YES	YES	YES
	Contractor Due Diligence Form - Completed	NO	NO	YES	YES	YES	YES
	Lists Provided in Response to Contractor Due Diligence	NO	NO	NO	NO	NO	NO
	Subcontractor/Supplier Listing - Completed	YES	YES	No Subcontractors Listed	YES	No Subcontractors Listed	YES
	Certificate of Assurance Completed	NO	NO	YES	YES	YES	YES
	SBE Compliance - Confirmed	NO	Non-Compliant	NO	Non-Compliant	YES	Compliant
	Local Preference Affirmed - Verified	YES - No Local Address	YES - No Local Address	YES	Compliant	YES	Compliant
	Locally Headquartered Preference Affirmed	NO	NO	YES	YES	YES	YES
	Local Certified Veterans Business Certification Affirmed	NO	NO	NO	NO	NO	NO
	Bidder Responsible?	N/A	N/A	N/A	N/A	N/A	N/A
Bidder Responsive?	N/A	N/A	N/A	N/A	N/A	N/A	

**Qualifications**

2.4 (A)	Bidder(s) shall employ key personnel that can make decisions and who can communicate with County representatives 24 hours per day, seven (7) days per week. Bidder shall provide representatives' name, email address, telephone number and fax number.	NO	NO	NO	Milly Diaz, Director of Operations Email: milagros.diaz@cwservice.com Phone: 305-310-5917 Fax: 305-876-0924	Orlando Reyes Office: 305.818.2424 Fax: 305.818.2428 Direct: 305.308.7793 Email: OReyes@sfmtservices.com	William Berry, President/CEO Email: ablemaint1@bellsouth.net Phone: 786-291-6686
2.4 (B)	Bidder(s) shall provide current references on company letterhead, signed from customers for whom the Bidder has provided janitorial Services.	NO	NO	NO	Patrick J. Minihane Massachusetts Port Authority Phone: 617-568-5000 Email: pminihane@massport.com  Farlis Lewis Port of Seattle Phone: 206-787-6523 Email: lewis.f@portseattle.org	Adrian Morales City of Miami Beach Phone: 305-673-7631 Email: adrianmorales@miamibeachfl.gov	NO
2.4 (C)	Letter of Intent from Surety Equal to 25% of Bidder's Annual Price	YES	YES	YES	Westchester Fire Insurance Company ACE American Insurance Company Phone: 908-903-3493 Fax: 908-903-3656 surety@chubb.com	Matson-Charlton Surety Group The Guarantee Company of North America Phone: 305-662-3852 Fax: 305-661-9948	YES

Price	Item No.	Quantity	Unit	Description	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Negotiated Unit Price	Negotiated Extended Price	Unit Price	Extended Price
	1	12	Per Month	Zone 4 Common Areas: 1,192,354 square feet	\$ 252,530.00	\$ 3,030,360.00	\$ 174,529.80	\$ 2,094,357.60	\$ 167,240.58	\$ 2,006,886.96	\$ 114,438.00	\$ 1,373,256.00	\$ 131,208.00	\$ 1,574,496.00			\$ 263,510.23	\$ 3,162,122.76
	2	12	Per Month	Zone 4 Restrooms: 35,435 square feet	\$ 10,318.00	\$ 123,816.00	\$ 45,582.16	\$ 546,985.92	\$ 101,942.86	\$ 1,223,314.32	\$ 90,308.00	\$ 1,083,696.00	\$ 131,208.00	\$ 1,574,496.00	\$ 256,990.90	\$ 3,083,890.80	\$ 9,393.64	\$ 112,723.68
	<b>Year 1 Monthly Fee</b>					<b>\$ 262,848.00</b>		<b>\$ 220,111.96</b>		<b>\$ 269,183.44</b>		<b>\$ 204,746.00</b>		<b>\$ 262,416.00</b>	<b>\$ 256,990.90</b>		<b>\$ 272,903.87</b>	
	<b>Year 1 Total</b>						<b>\$ 3,154,176.00</b>		<b>\$ 2,641,343.52</b>		<b>\$ 3,230,201.28</b>		<b>\$ 2,456,952.00</b>		<b>\$ 3,148,992.00</b>	<b>\$ 3,083,890.80</b>		<b>\$ 3,274,846.44</b>
	1	12	Per Month	Zone 4 Common Areas: 1,192,354 square feet	\$ 258,843.00	\$ 3,106,116.00	\$ 174,529.80	\$ 2,094,357.60	\$ 172,257.80	\$ 2,067,093.60	\$ 117,871.00	\$ 1,414,452.00	\$ 134,529.00	\$ 1,614,348.00			\$ 274,841.17	\$ 3,298,094.04
	2	12	Per Month	Zone 4 Restrooms: 35,435 square feet	\$ 10,746.00	\$ 128,952.00	\$ 45,582.16	\$ 546,985.92	\$ 105,001.15	\$ 1,260,013.80	\$ 93,017.00	\$ 1,116,204.00	\$ 134,529.00	\$ 1,614,348.00	\$ 263,492.77	\$ 3,161,913.24	\$ 11,360.06	\$ 136,320.72
	<b>Year 2 Monthly Fee</b>					<b>\$ 269,589.00</b>		<b>\$ 220,111.96</b>		<b>\$ 277,258.95</b>		<b>\$ 210,888.00</b>		<b>\$ 269,058.00</b>	<b>\$ 263,492.77</b>		<b>\$ 286,201.23</b>	
	<b>Year 2 Total</b>						<b>\$ 3,235,068.00</b>		<b>\$ 2,641,343.52</b>		<b>\$ 3,327,107.40</b>		<b>\$ 2,530,656.00</b>		<b>\$ 3,228,696.00</b>	<b>\$ 3,161,913.24</b>		<b>\$ 3,434,414.76</b>

Bidder Name and Details				Triangle Services of Florida, Inc. 550 West Sunrise Blvd Ft. Lauderdale, FL 33311  Brian Westphal bwestphal@triangleservices.com Phone: 612-749-0820	Clean Space Inc. 3764 NW 124TH Avenue Coral Springs, FL 33065  Matt Giunco mg@cleanspaceonline.com Phone: 954-880-5188	Mckenzie's Cleaning Inc. 20533 NE 6th Court Miami, FL 33179  Terriann V. Mckenzie Tmckenzie@mckenziecleaning.com Phone: 305-249-5911	C&W Facility Services, Inc. 275 Grove street, Suite 3-200 Auburndale, MA 02466  Milagros Diaz milagros.diaz@cwservice.com Phone: 305-310-5917	SFM Services, Inc. 9700 NW 79TH Avenue Hialeah Gardens, FL 33016  Christian Infante cinfante@sfmtservices.com Phone: 305-818-2424				Able Business Services, Inc. 1234 NW 79th Street Miami, FL 33147  William Berry ablmaint1@bellsouth.net Phone: 305-636-5099					
1	12	Per Month	Zone 4 Common Areas: 1,192,354 square feet	\$ 265,314.00	\$ 3,183,768.00	\$ 178,020.39	\$ 2,136,244.68	\$ 177,425.53	\$ 2,129,106.36	\$ 121,407.00	\$ 1,456,884.00	\$ 137,898.00	\$ 1,654,776.00			\$ 286,659.34	\$ 3,439,912.08
2	12	Per Month	Zone 4 Restrooms: 35,435 square feet	\$ 11,606.00	\$ 139,272.00	\$ 46,493.80	\$ 557,925.60	\$ 108,151.18	\$ 1,297,814.16	\$ 95,808.00	\$ 1,149,696.00	\$ 137,898.00	\$ 1,654,776.00	\$ 270,159.14	\$ 3,241,909.68	\$ 13,411.04	\$ 160,932.48
<b>Year 3 Monthly Fee</b>				<b>\$ 276,920.00</b>		<b>\$ 224,514.19</b>		<b>\$ 285,576.71</b>		<b>\$ 217,215.00</b>		<b>\$ 275,796.00</b>	<b>\$ 270,159.14</b>		<b>\$ 300,070.38</b>		
<b>Year 3 Total</b>					<b>\$ 3,323,040.00</b>		<b>\$ 2,694,170.28</b>		<b>\$ 3,426,920.52</b>		<b>\$ 2,606,580.00</b>		<b>\$ 3,309,552.00</b>		<b>\$ 3,241,909.68</b>		<b>\$ 3,600,844.56</b>
1	12	Per Month	Zone 4 Common Areas: 1,192,354 square feet	\$ 271,947.00	\$ 3,263,364.00	\$ 178,020.39	\$ 2,136,244.68	\$ 182,748.30	\$ 2,192,979.60	\$ 125,049.00	\$ 1,500,588.00	\$ 141,412.00	\$ 1,696,944.00			\$ 298,985.70	\$ 3,587,828.40
2	12	Per Month	Zone 4 Restrooms: 35,435 square feet	\$ 12,036.00	\$ 144,432.00	\$ 46,493.80	\$ 557,925.60	\$ 111,395.00	\$ 1,336,740.00	\$ 98,682.00	\$ 1,184,184.00	\$ 141,412.00	\$ 1,696,944.00	\$ 276,994.16	\$ 3,323,929.92	\$ 15,550.22	\$ 186,602.64
<b>Year 4 Monthly Fee</b>				<b>\$ 283,983.00</b>		<b>\$ 224,514.19</b>		<b>\$ 294,143.30</b>		<b>\$ 223,731.00</b>		<b>\$ 282,824.00</b>	<b>\$ 276,994.16</b>		<b>\$ 314,535.92</b>		
<b>Year 4 Total</b>					<b>\$ 3,407,796.00</b>		<b>\$ 2,694,170.28</b>		<b>\$ 3,529,719.60</b>		<b>\$ 2,684,772.00</b>		<b>\$ 3,393,888.00</b>		<b>\$ 3,323,929.92</b>		<b>\$ 3,774,431.04</b>
<b>TOTAL</b>				<b>\$ 13,120,080.00</b>	<b>\$ 10,671,027.60</b>	<b>\$ 13,513,948.80</b>	<b>\$ 10,278,960.00</b>	<b>\$ 13,081,128.00</b>	<b>\$ 12,811,643.64</b>	<b>\$ 14,084,536.80</b>							
<b>RANK</b>				<b>4</b>	<b>2</b>	<b>5</b>	<b>1</b>	<b>3</b>	<b>6</b>								
<b>AWARD RECOMMENDATION</b>				<b>N/A</b>	<b>Not Recommended Non-Compliant to SBE Measure</b>	<b>N/A</b>	<b>Not Recommended Rejected Terms &amp; Conditions</b>	<b>Recommended</b>	<b>N/A</b>								

Note: No bid received from Jesus Martinez Dba Professional Cleaning Solutions .

Solicitation Number: FB-01167  
Solicitation Title: Janitorial Services for Miami International Airport, Zone 4  
Solicitation Opening Date: December 17, 2019  
Prepared By: *Clado Chaney*  
Verified By: *Phillip Rincon*