



NEW HANOVER COUNTY FINANCE DEPARTMENT

To: All Proposers
 From: Lena Butler, Purchasing Supervisor
 Date: 07/25/2022
 Subject: **PREPOSITIONING CONTRACT FOR MOBILE LAUNDRY UNIT (MLU)**

The County issued an RFP to obtain trailer-mounted laundry stations for use at various locations during hurricane season (June 1 – November 30) and other types of incidents throughout New Hanover County, NC as outlined in the bid document on 06/02/2022, with proposals due on 06/14/2022. This was the second issuance of this type of proposal, preceded by a posting 04/07/2022. In addition to being posted on the County’s web site (<https://finance.nhcgov.com/purchasing-solicitation/open-and-closed-bids/>), the RFP was distributed to 72 vendors via GSA and other outreach efforts. Two bids were returned, and both were considered to be responsible and responsive.

Based on the scoring, the County selected **GardaWorld** for award of contract.

	Vendor/ Consultant	Which projects bid?	Experience, Expertise, and Reliability (30 points)	Costs (weekly) (30 points) (Lowest bid/vendor’s price)x30	Methodology (40 points)	Total
1	GardaWorld	Mobile Laundry Unit	30	30 \$35,820/week \$3,737.50 mob \$3,737.50 demob \$43,295/week \$86,590/bi-week	40	100
2	SLSCO, LTD	Mobile Laundry Unit	30	19 \$49,000/week \$10,000 mobilization \$10,000 demob \$69,000/week \$138,000/bi-week	39	88

The initial term of the contract shall be one (1) year with four (4) one (1) year options to renew, mutually agreeable by both parties. The total contractual period shall not exceed five (5) years.

A copy of the RFP Summary is attached for your information. If there are any questions, please email amcray@nhcgov.com. A special thanks to each of you for your participation in this solicitation.

Attachment: Summary of Proposals

Bid Number:

Bid Title: RFP - Emergency & Hurricane Preparedness – Prepositioning Contract for Mobile Laundry Unit

Department Selection Team: Anna McRay

Notice of Bid Availability Mailed	Bids Received	Alternate Bids	Pre-Bids	No Bids	Bid Closing Date	Bid Closing Time	Purchasing Agent	Bid Tab By
72	2	-	-	70	06/14/2022	5:00pm		Anna McRay

This summary is from the reposting of this RFP request that was issued on 06/02/22. The package was reposted as only one proposal was received from SLSCO. Bids submitted with the April 2022 posting were not required to rebid and are noted in the table below. All bids were reviewed. Bid availability notifications are posted on the County procurement web site and posted through GSA.

Background: The intent of this solicitation and any resultant contract is to obtain trailer-mounted laundry stations for use at various locations during hurricane season (June 1 – November 30) and other types of incidents throughout New Hanover County, NC. The expectation and desired result of this contract is to provide: 1) clean, sanitary, and properly maintained high-capacity commercial-grade washer and dryer laundry stations with sufficient supplies such as detergent, fabric softener(s), bleach for use, 2) sufficient potable hot and cold water needed to maintain recommended laundry procedures as outlined by the CDC (Clean Up Safely After a Disaster fact sheet), and 3) proper management of gray water that meet contract specifications at all times. **This proposal seeks pricing for one trailer mounted eight (8) station mobile laundry trailer (8 appropriate washer/dryer sets with hot/cold water) with countertop space for sorting and folding and one (1) oversized utility sink (for cleaning bulky items) with appropriate service and maintenance to be delivered to locations as directed within New Hanover County.**

Meeting schedule:

- Packet review –06/17/2022
- Vendor interviews – n/a
- Selection to Purchasing – 06/17/2022

Summary

PROPOSER’S EXPERIENCE, EXPERTISE, AND RELIABILITY – 30 POINTS

- Proposers shall submit with their proposals, a brief history of the organization, including accreditation status, if applicable.
- Proposers shall provide an explanation of its experience in providing meals in large quantities under emergency conditions.
- Proposers shall provide a detailed description of the two or three largest events the company has provided the requested service or resource in the past two years. That description should include, at the minimum, a description of the provided service or resource, the number of hours the event lasted, and the number of employees used for that assignment. Please include contact names and telephone numbers of the clients for these events

Bid Number:

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PROPOSER’S METHODOLOGY – 40 POINTS

- Proposers shall thoroughly describe its capability to perform/facilitate the services required, to include methodology, approach, available operational facilities and/or number of locations, etc. (if applicable), and a detailed plan on how it would meet the County’s requirements during a disaster event.
- Proposers shall address in its response the mobilization and staging/set up abilities for delivering resources (if applicable) to multiple locations, or if it would be the County’s responsibility to facilitate delivery of the resource from the proposer’s location.
- Proposers shall address in its response the demobilization and break down/clean up abilities to remove the resources (if applicable) from multiple locations, or if it would be the County’s responsibility to facilitate demobilization of the resource and return to the proposer’s location
- Proposers shall address the number of employee’s it would dedicate to this effort and a list of equipment the company owns to meet the requirements described herein.

PROPOSER’S COST FOR SERVICES – 30 POINTS

- Proposers shall provide a detailed description and cost for the proposed project. Prices quoted shall be firm for the initial contract term and all approved extension periods. Thereafter, any extensions that may be approved by the County shall be subject to the provisions of the accompanying contract document.

The initial term of the contract shall be one (1) year with four (4) one (1) year options to renew, mutually agreeable by both parties. The total contractual period shall not exceed five (5) years

	Vendor/Consultant	Which projects bid?	Experience, Expertise, and Reliability (30 points)	Costs (weekly) (30 points) (Lowest bid/vendor’s price)x30	Methodology (40 points)	Total	Comments
1	SLSCO, LTD	Mobile Laundry Unit	30	19 \$49,000/week \$10,000 mobilization \$10,000 demob \$69,000/week \$138,000/bi-week	39	88	15 years; direct work in past with NCEM; good outline on page 2 of examples; citizen driven to do laundry themselves
2	GardaWorld	Mobile Laundry Unit	30	30 \$35,820/week \$3,737.50 mob \$3,737.50 demob \$43,295/week \$86,590/bi-week	40	100	Provides laundering service all together with a high capacity noted for military

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							applications; staffing seems robust to support the intent of the objective; clear ramp up and demob processes provided
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Recommendation: Award to GardaWorld