



NEW HANOVER COUNTY FINANCE DEPARTMENT

To: All Proposers
From: Lena Butler, Purchasing Supervisor
Date: 07/25/2022
Subject: **PREPOSITIONING CONTRACT FOR PORTABLE TOILET UNITS**

The County issued an RFP to obtain portable toilet units for use at directed locations as outlined in the bid document on 06/24/2022, with proposals due on 07/08/2022. This was the third issuance of this type of proposal, preceded by a postings in April 2022 and on 06/08/2021 with zero bids being submitted and one bid being submitted respectively. At the recommendation of the Purchasing Department, this RFP was posted a third time. In addition to being posted on the County's web site (<https://finance.nhcgov.com/purchasing-solicitation/open-and-closed-bids/>), this RFP was distributed to 20 vendors via GSA and other outreach efforts. One bid was returned from this third posting, and it was considered to be responsible and responsive. The summary for both bids is outlined below.

Based on the scoring, the County selected **Wall Recycling** 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	Wall Recycling	Portable toilets	30	30 \$175/unit/week \$225/ADA/unit/w eek \$1,600/week for one of each	40	100
2	SLSCO, LTD	Portable toilets	30	24.5 \$875.00/unit/wee k \$1,085/ADA unit/week \$1,960/week for one of each	40	94.5

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: REPOST - PREPOSITIONING CONTRACT FOR PORTABLE TOILET UNITS

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
20	1	-	-	19	07/08/2022	5:00pm		Anna McRay

Background: The intent of this solicitation and any resultant contract is to obtain portable toilet resources (hereinafter “units”) for use at various field 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 units with sufficient supplies such as toilet paper and seat covers for use and 2) proper management and cleaning of the units to include management of waste products and gray water discharge that meet contract specifications at all times. **This proposal seeks pricing for 20 (twenty) units, with five ADA compliant units, and associated cleaning and maintenance to be delivered to locations as directed within New Hanover County.**

Meeting schedule:

- Packet review –07/22/2022 (delayed due to other project priorities)
- Vendor interviews – n/a
- Selection to Purchasing – 07/22/2022

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

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.

Bid Number:

Bid Title: REPOST - PREPOSITIONING CONTRACT FOR PORTABLE TOILET UNITS

- 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	Wall Recycling	Portable toilets	30	30 \$175/unit/week \$225/ADA/unit/week \$1,600/week for one of each	40	100	Familiar with County processes due to previous work with other departments; good references from department heads
2	SLSCO, LTD	Portable toilets	30	25 \$875.00/unit/week \$1,085/ADA unit/week \$1,960/week for one of each	40	95	15 years; direct work in past with NCEM; good outline on page 2 of examples

Due to the lack of responses from the first solicitation, a second solicitation was published. The information above is a consolidation of the two received proposals. The first solicitation was sent to 80 vendors, including those on GSA. The second solicitation was sent to 21 vendors, 20 of

Bid Number:

Bid Title: REPOST - PREPOSITIONING CONTRACT FOR PORTABLE TOILET UNITS

which were found through GSA. Seven responses were received through GSA, all of which noted they do not provide the requested service. One response was hand-delivered to EM.

Recommendation: Award to Wall Recycling