

Request for Quote No. 24-022-075

Georgia Procurement Registry Event No. PE-65615-NONST-2024-000000014

**Wax and Stripper for Fayette County Public Schools -
Addendum 1
(Issued: Thursday, February 1, 2024)**

- 1) Will this RFP include laying finish to test?
 - a) Demonstrations of products, if requested, will be required. You will be notified of required demonstrations dates and times.
- 2) Can we submit more than one option and test them both?
 - a) Yes, you are able to submit more than one option. BUT the option provided that meets the minimum specifications required, will be the products used to tabulate your score.
- 3) Can you confirm that, if awarded, the delivery to the individual schools will be all at once and not multiple releases? Unless a school adds to their initial needs, that exceeds the quantity listed in the bid.
 - a) The initial order placed is anticipated to be the quantities provided within the solicitation, this order will be placed at the same time BUT product must be delivered to each individual school. Additional orders requested by the school will be handled individually.
- 4) Can you clarify on page 12 of the bid, the cost proposal, section 3. Is section 3 asking if additional product is needed after the bid by an individual school, what would the unit cost, minimum order and shipping cost would be?
 - a) Respondent must clarify that the product cost stays the same if a school were to place an additional order. If there will be additional shipping cost associated with such a request, respondent must specify.
- 5) Will the deliveries go to individual schools or a warehouse?
 - a) Deliveries will go to individual schools.

6) Can you supply a copy of your current custodial supply contract for wax and stripper?

a) We do not currently have a contract for wax and stripper but I have included the most recent bid tabulations.



Fayette County Public Schools Purchasing Department

205 LaFayette Avenue, LaFayette Educational Center,
Building A, Fayetteville, GA 30214
(770) 460-3535 ext. 1043 or purchasing@mail.fcboe.org

Notice of Intent to Award

Floor Care for Fayette County Public Schools (RFP 22-026-075)

June 30, 2022

The Fayette County Public Schools Purchasing Department would like to thank all respondents who participated in this solicitation.

The intent of this notice is to communicate the preliminary results of the selection process performed by the Purchasing Department and end-users. This is not an acceptance of your response, nor is it a confirmation of a contract or order. Based on the dollar value of this solicitation, final approval may be required from the Superintendent or the Board of Education as required by policy.

Selected Respondent:

Associated Paper Inc
1202 Royal Drive
Conyers, Georgia 30094

Award Term:

July 1, 2022 - December 31, 2026

The following staff may be contacted for more information:

For project coordination including ordering and delivery:

Harold Sullivan, Custodial Lead
770-460-3522 and sullivan.harold@fcboe.org

For contract/solicitation questions:

Jamie Marrero, Purchasing Associate
770-460-3522 or marrero.jamie@fcboe.org

For accounts payable or billing information:

Finance Department, Accounts Payable
770-460-3535 or invoices.finance@fcboe.org

Attachments:

Tabulations

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Respondent Name	Score	Hi-Shine 25% Acrylic Polymer Floor Finish (Alternative)	Magic Premium Wax Stripper (Alternative)	Red Hot 55 High Performance Floor Stripper (Alternative)
Associated Paper Inc	91.1	\$73.69	\$69.53	\$54.69
People's Supplies S&C	80.8	\$71.50	\$45.50	\$72.20
Janilink Corp	88.4	\$69.90	\$55.40	\$68.40

Reference	Specification	Points Possible	Points Awarded	
<i>General Specifications Scoring</i>				
	Respondent provided a Letter of Interest, as required.	2	2	
	Respondent provided a Technical Proposal and Qualifications/Experience, as required.	3	3	
	Respondent has provided completed Response Submission Form, as required.	2	2	
	Respondent has provided completed Business Capability Form, as required.	5	5	
	Respondent has provided three (3) Letters of Recommendation/References, as required.	3	1	
	Respondent has provided completed solicitation Pricing Sheet(s), as required.	2	3	
	Respondent has provided a signed Delivery Locations sheet, as required.	2	2	
	Respondent has provided the Product Data, as required.	3	3	
	Respondent has provided a Certificate of Insurance, meeting the minimum requirements.	3	3	
SECTION TOTAL		25	24	
<i>Technical Specifications Scoring</i>				
	Respondent provided products that meet or exceed the minimum specifications, as required.	10	10	
	Respondent provided samples with bid submission, as required. (If applicable)	5	5	
SECTION TOTAL		15	15	
<i>Pricing Analysis</i>				
	Betco Finish 101 (Case: 1 - 5 Gallon Bucket)	Cost Per Case	\$73.69	57
	Betco Ax-it Plus Stripper (Case: 1 - 5 Gallon Bucket)	Cost Per Case	\$69.53	39.3
	Betco Extreme Stripper (Case: 1 - 5 Gallon Bucket)	Cost Per Case	\$54.69	60
	<i>This section was scored based on the average of the three products individual score combined</i>			
SECTION TOTAL		60	52.1	
TOTAL TABULATED SCORE		100	91.1	
Notes:	Respondent provided three (3) references instead but did not include the three (3) Letters of Recommendation, as required.	-2 Points		

Reference	Specification	Points Possible	Points Awarded	
<i>General Specifications Scoring</i>				
	Respondent provided a Letter of Interest, as required.	2	0	
	Respondent provided a Technical Proposal and Qualifications/Experience, as required.	3	1.5	
	Respondent has provided completed Response Submission Form, as required.	2	2	
	Respondent has provided completed Business Capability Form, as required.	5	4.5	
	Respondent has provided three (3) Letters of Recommendation/References, as required.	3	3	
	Respondent has provided completed solicitation Pricing Sheet(s), as required.	2	2	
	Respondent has provided a signed Delivery Locations sheet, as required.	2	2	
	Respondent has provided the Product Data, as required.	3	3	
	Respondent has provided a Certificate of Insurance, meeting the minimum requirements.	3	3	
SECTION TOTAL		25	21	
<i>Technical Specifications Scoring</i>				
	Respondent provided products that meet or exceed the minimum specifications, as required.	10	10	
	Respondent provided samples with bid submission, as required. (If applicable)	5	5	
SECTION TOTAL		15	5	
<i>Pricing Analysis</i>				
	Hi-Shine 25% Acrylic Polymer Floor Finish (Case: 1 - 5 Gallon Bucket)	<i>Cost Per Case</i>	<i>\$71.50</i>	<i>59</i>
	Magic Premium Wax Stripper (Case: 1 - 5 Gallon Bucket)	<i>Cost Per Case</i>	<i>\$45.50</i>	<i>60</i>
	Red Hot 55 High Performance Floor Stripper (Case: 1 - 5 Gallon Bucket)	<i>Cost Per Case</i>	<i>\$72.20</i>	<i>45.4</i>
	<i>This section was scored based on the average of the three products individual score combined</i>			
SECTION TOTAL		60	54.8	
TOTAL TABULATED SCORE		100	80.8	
Notes:	Respondent did not provide a letter of Interest, as required.	-2 Points		
	Respondent did not provide a Technical Proposal and Qualifications/Experience, as required. Respondent did provide a Scope of Service Requirements.	-1.5 Points		
	Business Capability Form (Item 2); Respondent answered N/A, response required.	-.5 Points		
	<i>Respondent pricing submitted is only good through September 31, 2022. Respondent noted that their will be shipping cost for orders under \$250.00.</i>			

Reference	Specification	Points Possible	Points Awarded	
<i>General Specifications Scoring</i>				
	Respondent provided a Letter of Interest, as required.	2	2	
	Respondent provided a Technical Proposal and Qualifications/Experience, as required.	3	3	
	Respondent has provided completed Response Submission Form, as required.	2	2	
	Respondent has provided completed Business Capability Form, as required.	5	5	
	Respondent has provided three (3) Letters of Recommendation/References, as required.	3	0	
	Respondent has provided completed solicitation Pricing Sheet(s), as required.	2	2	
	Respondent has provided a signed Delivery Locations sheet, as required.	2	2	
	Respondent has provided the Product Data, as required.	3	3	
	Respondent has provided a Certificate of Insurance, meeting the minimum requirements.	3	2	
SECTION TOTAL		25	21	
<i>Technical Specifications Scoring</i>				
	Respondent provided products that meet or exceed the minimum specifications, as required.	10	10	
	Respondent provided samples with bid submission, as required. (If applicable)	5	5	
SECTION TOTAL		15	15	
<i>Pricing Analysis</i>				
	One Coat 25	Cost Per Case	\$69.90	60
	ASAP	Cost Per Case	\$55.40	49.2
	Bare Bones	Cost Per Case	\$68.40	48
	<i>This section was scored based on the average of the three products individual score combined</i>			
SECTION TOTAL		60	52.4	
TOTAL TABULATED SCORE		100	88.4	
Notes:	<i>Respondent has no projects similar in scope and no references which would be applicable to this project (Point reduction for no letters of recommendation, as required). In the reference portion of their bid submission it states that they have worked with school systems in the past and large scale local companies. Why did the respondent not submit recommendation letters from any of these past vendors? How would these references no be applicable to this project?</i>	-3 Points		
	Respondent provided a current Certificate of Insurance but did not list Fayette County Public Schools as the Certificate Holder.	-1 Point		