



# OUTLYING JANITORIAL SERVICE CONTRACT

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PHIL WASHINGTON  
CHIEF EXECUTIVE OFFICER

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SENIOR VICE PRESIDENT, AIRPORT OPERATIONS

# OUTLYING JANITORIAL CONTRACT OVERVIEW

- This request approves a contract with Kleen-Tech Services LLC (Kleen-Tech) for janitorial services at DEN-owned and operated landside outlying facilities.
  - Services provided by Kleen-Tech will include general janitorial services, restroom cleaning, carpet cleaning, and floor care/cleaning.
  - Service areas include the Ground Transportation Holding Lot Building, Satellite Badging Office, Worldport DEN Offices, TSA/DPD Dog Kennel Building, DEN Carpenter Shop, South Data Center, Airside Employee Parking Buildings, Maintenance Center, South Campus Trailers, Operations Trailers, Electrical Shop Trailer, and the Commercial Driver's License (CDL) Training Trailer.

# OUTLYING JANITORIAL CONTRACT, CONT.



- Maximum Contract Liability is \$5,186,577.00
- Two-year term with two one-year options to extend
- Worker retention is protected by DRMC Chapter 58, Article III – Worker Retention
- Wages are subject to the prevailing wage

# WHO IS KLEEN-TECH



- Kleen-Tech has 27+ years of experience providing janitorial services.
- Kleen-Tech was founded and headquartered in Denver Colorado.
- Kleen-Tech has over 1,000 employees throughout the United States servicing over 20 million square feet of commercial and government facilities.

# PROCUREMENT OVERVIEW



- Outreach included:
  - Community outreach events
  - Mandatory pre-proposal meeting
- Proposals were evaluated on the following:
  - Understanding the Scope of Work
  - Management and Staffing Plan
  - Statement of Work
  - Customer Service Plan and Training Program
  - Operations and Transition Plan
  - Cost Effectiveness
  - MWBE Utilization Plan
  - Pricing

# PROCUREMENT OVERVIEW



- This opportunity was posted for advertisement on October 1, 2020.
- The Mandatory Pre-Proposal conference was held on October 29, 2020.
- Vendor questions about this solicitation were due on December 3, 2020. All questions were answered and published on BidNet.
- Proposals were due by January 15, 2021.
- DEN received nine proposals.
- One proposal was found non-responsive to the minimum requirements of the RFP, during the initial evaluation process.
- Vendor interviews were held on March 31 and April 1, 2021.
- A selection review tollgate was conducted on May 25, 2021.

# BENEFITS OF THIS PROPOSAL



- Mission Control is Kleen-Tech's 24 hours a day, 7 days a week, 365 days a year communications center that is staffed by Kleen-Tech employees located in the Denver Headquarters.
- Mission Control is readily available to address any issues such as staffing, billing, quality assurance, safety and other concerns in a timely and efficient manner.
- Kleen-Tech will utilize the "SHARP" work order system to track work orders, quality inspections and periodic and daily tasks.
- Kleen-Tech has experience developing MWBE subcontractors and supporting them in achieving the highest level of success.

# MWBE PARTICIPATION



- DSBO Established Goal for the RFP: 30%
- MWBE Commitment from Kleen-Tech: 30%
  - Clearly Clean Janitorial Service is the proposed MWBE partner



**Kleen-Tech Services, LLC has committed to the 30% MWBE goal established for the DEN Janitorial Services for Outlying Areas.**

- Kleen-Tech has committed to providing technical assistance and supportive services to MWBEs
  - MWBE partners are trained in the RFP and proposal process for improvement
  - Kleen-Tech has identified scopes of work for MWBEs on this project
    - Delivery of janitorial services
    - Assist in planning and development programs
  - Clearly Clean Janitorial Services, LLC has been identified as a MWBE participant

## **Kleen-Tech Services, LLC has committed to the 30% MWBE goal established for the DEN Janitorial Services for Outlying Areas.**

- Kleen-Tech will offer unsuccessful bidders/proposers debriefing
- Kleen-Tech has committed to the small business initiative focusing on mentoring programs
  - Presently exploring the steps to initiate a mentor-protégé with sub, Clearly Clean Janitorial
- Kleen-Tech Services has committed to prompt resolution to performance and payment issues

*“Kleen-Tech values the importance of inclusiveness and community building”*

# BUDGET

<b>Outlying Janitorial Expenses</b>	
Landside Outlying Buildings	\$4,739,856.00
<b>Other Expenses</b>	
Health Care Reimbursement	\$446,701.00
<b>Maximum Contract Amount</b>	<b>\$5,186,577.00</b>

# DENVER INTERNATIONAL AIRPORT

