



# WINDOW CLEANING CONTRACTS

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# WINDOW CLEANING CONTRACT OVERVIEW



- DEN window cleaning work was separated into three smaller contracts to provide greater opportunities, particularly for small, women and minority-owned firms
  1. Concourses and airfield outlying buildings
    - Minority/Women-Owned Business Enterprises (MWBE) goal of 20%
  2. Jeppesen Terminal
    - Small Business Enterprise (SBE) defined pool opportunity with goal of 30%
  3. Airport Office Building, Hotel and Transit Center and landside outlying buildings
    - SBE designated pool opportunity with goal of 30%

# PROCUREMENT OVERVIEW



- Outreach for all three contracts included:
  - Community outreach events
  - Mandatory pre-proposal meeting and tailored outreach
- All three proposals were evaluated on the following:
  - Minimum qualifications
  - Understanding the scope of work
  - Statement of work
  - Customer service plan
  - Training program
  - Operations and transition plan
  - Cost effectiveness and pricing
- The three proposals were reviewed by three separate independent panels

# SUMMARY OF RECOMMENDATIONS



## 1. Concourses and outlying airside buildings

- Number of bidders: Two
- Recommended contractor: Total Access Solutions LLC\*
- 20% MWBE

## 2. Jeppesen Terminal

- Number of bidders: Two
- Recommended SBE contractor: Total Access Solutions LLC\*
- 30% SBE
- Airport Office Building, Hotel and Transit Center and outlying landside buildings
  - Number of bidders: One
  - Recommended SBE contractor: All Star Staffing LLC
  - 30% SBE

*\* Due to recommendation of Total Access Solutions for two opportunities, the two contracts have been combined into one*

- Total Access Solutions LLC
  - Recommended for:
    - Concourses and airfield outlying buildings
    - Jeppesen Terminal
  - Privately-owned window cleaning and building services contractor established in 1988
  - Local SBE and MWBE certified firm
  - Over 20 years of experience cleaning glass surfaces at DEN (sub-contractor) and the Colorado Convention Center

# TOTAL ACCESS SOLUTIONS CONTRACT



- \$6,844,080 for two-year term with two one-year options
- 20% MWBE goal for concourses and airfield outlying buildings
  - Metropolitan Services Inc. is the proposed MWBE sub-contractor
- 30% SBE goal for Jeppesen Terminal
  - Total Access Solutions LLC will self-perform the SBE participation

# TOTAL ACCESS SOLUTIONS BUDGET

<b>Window Cleaning Expenses</b>	
Main Terminal and Concourses Airside Outlying Buildings	\$5,282,400
Capacity to Clean The Concourse Expansion Projects	\$1,303,280
<b>Other Expenses</b>	
Health Care Reimbursement	\$158,400
Capacity for Additional Work and Equipment Rental (no related to Concourse Expansion)	\$100,000
<b>Maximum Contract Amount</b>	<b>\$6,844,080</b>

# BENEFITS OF TOTAL ACCESS SOLUTIONS



- Extensive experience providing window cleaning services at large airports
- Sub-contractor to current DEN window cleaning contract with ISS Facility Services
- Employee retention program
- Opportunity for MWBE responsibility and growth
- Commitment to employee education and safety
- Total Access Solutions' management plan includes:
  - Communicating daily and meeting weekly with their sub-contractor
  - Maintaining and reviewing performance metrics
  - Performing Quality Assurance inspections



- **All Star Staffing LLC**

- Recommended for:
  - Airport Office Building, Hotel and Transit Center and landside outlying buildings SBE
- 100% minority-owned business
- Local SBE and MWBE certified firm
- Previous experience at DEN cleaning glass surfaces (sub-contractor)
- Responsible for the construction clean up at the Westin Denver International Airport in 2015

# ALL STAR STAFFING CONTRACT



- \$1,544,318 for two-year term with one-year option
- 30% SBE goal (defined pool)
  - All Star Staffing will self-perform the SBE participation

# ALL STAR STAFFING BUDGET

<b>Window Cleaning Expenses</b>	
AOB, HTC and Landside Outlying Buildings	\$1,455,000
<b>Other Expenses</b>	
Health Care Reimbursement	\$73,318
Capacity for Additional Work and Equipment Rental (no related to Concourse Expansion)	\$15,000
<b>Maximum Contract Amount</b>	<b>\$1,543,318</b>

# BENEFITS OF ALL STAR STAFFING



- Extensive experience in providing window cleaning services at large facilities including the Gaylord of the Rockies Resort and the Westin Denver International Airport
- Employee retention program
- Opportunity for SBE responsibility and growth
- Commitment to employee education and safety
- All Star Staffing's management plan includes:
  - Maintaining and reviewing performance metrics
  - Performing Quality Assurance inspections

# DENVER INTERNATIONAL AIRPORT

