



**Massachusetts Bay  
Transportation Authority**

# MBTA Bus Operations Vehicle & Subway Vehicle Cleaning Contracts

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February 24, 2022

# RFP Overview: Bus and Subway Cleaning

- Currently two vendors provide Bus and Subway Cleaning with two separate Agreements
  - SJ Services bus cleaning since 2013 – Provided a BID on both services
  - Empire Cleaning subway since 2015 – Decided not to BID due to wanting to downsize the company operations
  - Agreements were extended through March 31, 2022
- The Authority released two best value competitive BID RFP's:
  - Bus cleaning services for vehicle count of 935
  - Subway cleaning services for vehicle count 526
- The Scope of Work for each of these base cleaning contracts also includes a two-step cleaning process incorporated with onset of the Covid-19 pandemic which includes:
  - 1) Clean the interior surface with a soap/degreaser and water solution nightly.
  - 2) Apply EPA approved disinfectant as the final step each night.
- A +/- 15% tolerance for the vehicle count was incorporated to minimize variability and additional monthly costs as service levels resume.
- Requested a Unionized (SEIU 32BJ) full-time represented labor workforce of 65% or greater.

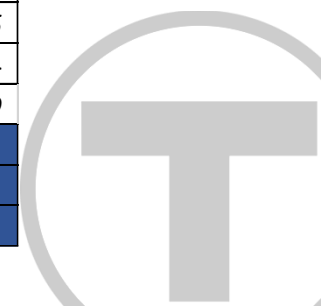


# RFP Technical and Pricing Response

- The Authority received, overall, responses from 9 vendors (across both RFP's).
  - Five (5) vendors responding to both RFP's
  - Selection Committee shortlisted to three (3) and four (4) vendors respectively after Technical Evaluation Stage (before pricing)
  - Selection Committee's Technical evaluation centered on: Bidder Experience, Management and Operational Plan, Technology & Innovation, Transition Plan and Diverse Business Plan

• Note: The RFP financial responses represented five year term commencing January 1, 2022. The current agreements were extended through March 31, 2021, in order to thoroughly review the BID responses and transition these critical services. The three (3) month contract start change created minor difference from the financial RFP BID and final contract price reflected on the Staff Summary. The total increase over the five years is \$287,500

<b>RFP 30-21 MBTA Bus Operation Vehicle Cleaning</b>			
<b>Vendor</b>	<b>Original Proposal</b>	<b>BAFO</b>	<b>BAFO #2</b>
<i>SJ Services</i>	\$ 27,706,297	\$ 27,676,296	\$ 26,841,223
ABM	\$ 29,788,130	\$ 30,876,484	
Innovative Facility Services	\$ 26,096,077	\$ 25,574,156	
LGC Global Energy	\$ 61,116,120		
DetailXperts	\$ 33,833,457		
Servpro	\$ 26,157,084		
Vistabution	\$ 13,709,250		
<b>RFP 29-21 MBTA Subway Vehicle Cleaning</b>			
<b>Vendor</b>	<b>Original Proposal</b>	<b>BAFO</b>	<b>BAFO #2</b>
ABM	\$ 28,961,386	\$ 31,598,710	\$ 40,258,810
<i>SJ Services</i>	\$ 19,327,491	\$ 19,297,489	\$ 18,572,475
Innovative Facility Services	\$ 26,207,718	\$ 25,683,564	\$ 27,851,124
DryBoston	\$ 20,411,673	\$ 23,239,448	WITHDREW FROM BID
LGC Global Energy	\$ 42,550,499		
Klenspace	\$ 44,306,271		
ServPro	\$ 32,618,994		



# RFP Outcome

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- **Best Value Decision:** Resulted in recommending one vendor overall for both RFP's "S.J. Services" as they received the highest technical score for bus vehicle cleaning and the second highest for subway vehicle cleaning; and then had the second lowest cost for bus vehicle and lowest for subway vehicle cleaning.
- S.J. Services articulated a strong management and operational plan. Partnering with a certified DBE Company (All Time Services, Co.) and will achieve 15% of contract value participation Diversity spend and will include the DBE partner in supervisory positions as well as participate in internal S.J. team meetings.
- S.J. Services has the knowledge and experience in partnering with the Authority.
  - SJ Service additional Contracts:
    - Labor for disinfectant spraying for Bus and Subway
    - Facilities and Station snow removal



# Staff Summary Recommends Award to: S.J Services

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- The request is for the MBTA Board of Directors, to approve and authorize the General Manager, to execute two (2) vehicle cleaning contracts:
  - Five Year Bus Vehicle Cleaning Contract with S.J. Services with two (2), one-year renewal options; and
  - Five Year Subway Vehicle Cleaning Contract with S.J. Services with two (2), one-year renewal options, subject to pricing in effect at the time of delivery.
- Each respective contract includes the base overnight cleaning services plus and nightly two-step disinfecting
- Approval is requested for the award of RFP 29-32 Subway Vehicle Cleaning Services to not exceed \$18,684,975 to S.J. Services.
- Approval is requested for the award of RFP 30-21 Bus Operation Vehicle Cleaning Services to S.J. Services to not exceed \$27,016,223 to S.J. Services



# Proposed Board Votes

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## **VOTED:**

To authorize the General Manager, or his designee, to award and execute a contract and all necessary ancillary documents between the MBTA and S.J. Services for Subway Vehicle Cleaning Services, in a form approved by the General Counsel, in an amount not to exceed \$18,684,975.00.

## **VOTED:**

To authorize the General Manager, or his designee, to award and execute a contract and all necessary ancillary documents between the MBTA and S.J. Services for Bus Vehicle Cleaning Services, in a form approved by the General Counsel, in an amount not to exceed \$27,016,223.00.

