



INTEROFFICE MEMORANDUM

TO: Felicia Strong-Whitaker, Chief Purchasing Agent,
Purchasing and Contract Compliance
JD

FROM: Joseph Davis, Director, DREAM

DATE: March 20, 2026 (Revised April 14, 2026)

SUBJECT: Recommendation Award – ITB #25ITB1393653C-MH,
Medical and Clinical General Cleaning Services-
FY2026

Recommendation: We are recommending approval of the lowest responsible bidder for, ITB #25ITB1393653C-MH, Medical and Clinical General Cleaning Services in the amount of \$288,684.13 with a to provide the highest quality medical and clinical general cleaning services for selected Fulton County Health facilities: Adamsville Regional Health Center, Center for Rehabilitation, Fulton County Public Health at 10 Park Place, Oakhill Child, Adolescent and Family Center and College Park Regional Health Center. Effective dates: May 15, 2026 through December 31, 2026, with two renewal options.

DISCUSSION: The recommendation for the awards was based on the bidders' ability to calculate the cost per cleanable square foot for each facility along with monthly and annual day porter services. These three (3) were then totaled to develop a total Base Bid Amount to determine the lowest responsible and responsive bidder.

We also considered the experience with previous cleaning contracts and consultations with other organizations within the cleaning industry. The goal of this process is to award County cleaning contracts to a reliable and responsible company that is financially sound, with sufficient management expertise and medical cleaning experience to provide excellent quality service in return for the County funds expended.

Recommendation:

The County received and evaluated fourteen (14) bid responses to the solicitation.

1. A-Action Janitorial Service, Inc. - \$338,364.00
2. American Facility Services, Inc.- \$460,746.40
3. Cert Group Inc. - \$1,486,481.12
4. Dreamy Enterprise - \$112,804.00
5. Florida Cleaning Systems, Inc. dba FCS Facility Services - \$591,582.28
6. Gray International, LLC - \$3,867,792.00
7. Harvey Properties and Lawn Care - \$1,050,499.20
8. Intercontinental Commercial Services, Inc.(ICS, Inc.) - \$433,026.20
9. KleanPro Facility Services, LLC - \$572,163.92

- 10. LC Management Solutions, LLC - \$780,415.60
- 11. Pristine Mobile Clean, LLC - \$322,260.16
- 12. ProGroup Enterprises, LLC - \$862,084.00
- 13. Victoria's Cleaners, LLC - \$326,837.92
- 14. 4SYT Industries, LLC - \$563,288.08

Rank	Lowest Bidders	Amount of Bid
1	Dreamy Enterprise	\$112,804.00
2	Pristine Mobile Clean, LLC	\$322,260.16
3	Victoria's Cleaners, LLC	\$326,837.92
4	A-Action Janitorial Service, Inc.	\$338,364.00
5	Intercontinental Commercial Services, Inc. (ICS)	\$433,026.20

After evaluation of all submitted proposals, including a review of each bidder's ability to accurately calculate costs per cleanable square foot for each facility and the total costs for all five (5) Fulton County Health facilities, it has been determined that the proposed pricing by the 4 lowest bidders, (Dreamy Enterprise, Pristine Mobile Clean, Victoria's Cleaners, LLC and A-Action Janitorial Service, Inc.) falls below the medical-grade cleaning cost range typically required for these types of facilities. Currently, industry standards for medical-grade cleaning services average between \$0.20 and \$0.30 per square foot, which would place the estimated annual total costs for these facilities between \$421,912 and \$550,000. In past years awarded vendors outside of the industry bid range struggled to perform at an acceptable level for specialized medical facility cleaning services.

Intercontinental Commercial Services, Inc. (ICS) submitted a responsive and responsible proposal in the amount of \$433,026.20 within a reasonable range of industry standards. Intercontinental Commercial Services, Inc. (ICS) does have a current contract with Fulton County and has performed very well and has proven to be competent.

Based on these findings, we recommend the award to Intercontinental Commercial Services, Inc. (ICS), the 5th lowest of the bidders to provide medical and clinical general cleaning services for selected Fulton County Health facilities for FY2026.

Recommended Bidder	Base Bid Amount	Award Authority
Intercontinental Commercial Services, Inc. (ICS)	\$433,026.20 (Annual)	\$288,684.13 (for 8 months FY2026)

This is a time and material contract. The total requested spending authority in the amount of \$288,684.13 covers the cost for materials, cleaning supplies and labor hours to maintain the required cleaning services for FY2026.

Attachments:

Bid Tabulation Sheet

Recommendation Memo for Deemed Non-Responsive:

1. Dreamy Enterprise – Section 1 Instruction to Bidders,15.
Disqualification of Bidders
2. Pristine Mobile Clean, LLC - Section 1 Instruction to Bidders,15.
Disqualification of Bidders
3. Victoria’s Cleaners, LLC - Section 1 Instruction to Bidders,15.
Disqualification of Bidders
4. A-Action Janitorial Service, Inc. -Section 1 Instruction to Bidders,15.
Disqualification of Bidders

Authorized Signature: Joseph Davis
Joseph N. Davis Date: 4-14-26
(By Director/Deputy Director)

If you require additional information, contact Khandi Flowers at (404) 612-7944.

Cc. Timothy Dimond, Deputy Director, DREAM
John W. Adams, Administrator, DREAM
Richie Carter, Building Services Manager, DREAM
Precious Davis, Building Services Supervisor, DREAM
Mark Hawks, CAPA, Team C, Purchasing & Contract Compliance
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