

AWARD RECOMMENDATION

Notice of Intent to Award Number: 250000000970

Notice of Intent to Award Date: 8/26/2025

The Department of Technology, Management, & Budget's Procurement office has completed the evaluation of RFP 250000001775, Janitorial and has recommended a multi award to Lansing Sanitary Supply Inc in the amount of \$3,250,000.00 and Staples Contract & Commercial Inc. in the amount of \$3,250,000.00 pending State Administrative Board approval, if applicable.

The Trash Can Liner category was evaluated based on legislation PA 372 of 2010 to amend the Management and Budget Act 431 of 1984, which states, the Community Rehabilitation Organization Committee has determined that if a CRO can provide equal goods or services (in comparison to other bid offerings and at a fair market price as determined by the CRO Committee), then polyethylene trash can liners shall be set aside for exclusive provision by CRO's for the Contract period. One qualifying CRO participated in this bid. Grand Traverse Industries was the qualifying CRO and offered a quality product and a fair market price. The Department of Technology, Management, & Budget's Procurement office has recommended an award to Grand Traverse Industries for Trash Can Liners in the amount of \$3,500,000.00, pending State Administrative Board approval.

More information on the State Administrative Board can be found at: [State Administrative Board](#).

Bidders who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the bidder with the State's rationale on why the bidder was not recommended for the award. The Solicitation Manager may be contacted as follows:

Melissa Beck, Solicitation Manager.

BeckM3@michigan.gov

517-897-1502

Public copies of all bidder proposals can be found here: [DTMB - Bid Proposals \(michigan.gov\)](#)

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Janitorial Supplies to include Equipment, Chemical. The term of this contract is 3 years, with up to 3 one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on May 29, 2025, for 40 days. The following bidders submitted proposals by the published due date of July 7, 2025.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Armorex	7109 Dan McGuire Drive Brighton, MI 48116	No	No
Grand Traverse Industries Inc.	2170 Traversefield Drive Traverse City, MI 49686	No	No
Kalamazoo Sanitary Supply LLC	5053 Sports Drive Kalamazoo, MI 48910	No	No
Lansing Sanitary Supply Inc.	1445 Washington Ave Lansing, MI 48910	No	No
Performance Food Group Inc.	1260 County Rd B Shawano, WI 54166	No	No
Staples Contract & Commercial Inc.	500 Staples Drive Framingham, MA 01702	No	No
Veritiv Operating Co.	1000 Abernathy Road, NE Building 400 Atlanta, GA 30328	No	No

*SDVOB: Service-Disabled Veteran Owned Business

**GDBE: Geographically Disadvantaged Business Enterprise

EVALUATION SYNOPSIS

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

Proposal Instructions: Evaluation Process

Event	Time	Date
RFP issue date	N/A	Thursday, May 29, 2025
Deadline for bidders to submit questions about this RFP	11:50 a.m. Eastern	Thursday, June 5, 2025
Anticipated date the State will post answers to bidder questions on www.michigan.gov/SIGMAVSS	5:00p.m. Eastern	Thursday, June 12, 2025
Proposal deadline*	11:50 a.m. Eastern	Monday, July 7, 2025
Anticipated contract begin date	N/A	Wednesday, October 1, 2025

The full evaluation process is stated in the RFP Proposal Instructions.

II. Evaluation Method

Responses to this solicitation were reviewed by Joint Evaluation Committee, which consisted of the following individuals:

Voting	Advisory
David Zaleski, Procurement Technician DHHS	Lauri Bonnell, Contract Monitor DHHS
Aaron Supianoski, Contract Monitor Procurement MDOC	Melisa Potts, WOC Procurement Liaison DNR
Todd Perry, Analyst DTMB	Joshua Buckner, Property Analyst DHHS
Melissa Beck, Category Analyst DTMB	Eames Groenleer, Southern Region Business Manager MDOC
	George Sevarns MDOC

Voting	Advisory
	Tammy Walderzak, Purchasing & PCard Manager MDOT

III. Evaluation Results

A. Armorex

The Evaluation Team determined that Armorex based on a score of 95, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, Sections 1-4 25/30

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.4 the Bidder failed to explain their Quality Assurance Program.

2. Schedule A, State of Work, Sections 5-7, 20/20

The Evaluation Team determined the responses were satisfactory.

3. Schedule A, Statement of Work, Sections 8-10 20/20

The Evaluation Team determined the responses were satisfactory.

4. Vendor Questions Worksheet. 30/30

The Evaluation Team determined the responses were satisfactory.

Total Score:95/100

Note from bid evaluation:

Janitorial Equipment – No Bid

Janitorial – Chemical – No Bid

B. Grand Traverse Industries Inc. (GTI)

The Evaluation Team determined that Grand Traverse Industries Inc., based on a score of 100, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, Sections 1-4. 30/30

The Evaluation Team determined the responses were satisfactory.

2. Schedule A, Statement of Work, Sections 5-7. 20/20

The Evaluation Team determined the responses were satisfactory.

3. Schedule A, Statement of Work, Sections 8-10. 20/20

The Evaluation Team determined the responses were satisfactory.

4. Vendor Question Worksheet. 30/30

The Evaluation Team determined the responses were satisfactory.

Total Score:100/100

Notes from bid evaluation:

Janitorial Equipment – No Bid

Janitorial – Chemical - No Bid

Disposable Paper Products – No Bid

C. Kalamazoo Sanitary Supply LLC (KSS)

The Evaluation Team determined that Kalamazoo Sanitary Supply LLC based on a score of 100, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, Section 1-4. 30/30
The Evaluation Team determined the responses were satisfactory.
2. Schedule A, Statement of Work, Sections 5-7. 20/20
The Evaluation Team determined the responses were satisfactory.
3. Schedule A, Statement of Work, Sections 8-10. 20/20
The Evaluation Team determined the responses were satisfactory.
4. Vendor Questions Worksheet. 30/30
The Evaluation Team determined the responses were satisfactory.

Total Score:100/100

D. Lansing Sanitary Supply Inc. (LSS)

The Evaluation Team determined the Lansing Sanitary Supply Inc., based on a score of 100, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, Sections 1-4. 20/20
The Evaluation Team determined the responses were satisfactory.
2. Schedule A, Statement of Work, Sections 5-7. 20/20
The Evaluation Team determined the responses were satisfactory.
3. Schedule A, Statement of Work, Sections 8-10. 20/20
The Evaluation Team determined the responses were satisfactory.
4. Vendor Questions Worksheet. 30/30
The Evaluation Team determined the responses were satisfactory.

Total Score: 100/100

E. Performance Food Group Inc. (PFG)

The Evaluation Team determined the Performance Food Group Inc., based on a score of 100, did meet the requirement of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, Sections 1-4. 20/20
The Evaluation Team determined the responses were satisfactory.
2. Schedule A, Statement of Work, Sections 5-7. 20/20
The Evaluation Team determined the responses were satisfactory.
3. Schedule A, Statement of Work, Sections 8-10. 20/20
The Evaluation Team determined the responses were satisfactory.
4. Vendor Questions Worksheet. 30/30
The Evaluation Team determined the responses were satisfactory.

Total Score: 100/100

F. Staples Contract & Commercial Inc.

The Evaluation Team determined the Staples Contract & Commercial Inc., based on a score of 100, did meet the requirement of this RFP. The determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, Sections 1-4. 20/20
The Evaluation Team determined the responses were satisfactory.
2. Schedule A, Statement of Work, Sections 5-7. 20/20
The Evaluation Team determined the responses were satisfactory.
3. Schedule A, Statement of Work, Sections 8-10. 20/20
The Evaluation Team determined the responses were satisfactory.
4. Vendor Questions Worksheet. 30/30
The Evaluation Team determined the responses were satisfactory.

Total Score: 100/100

G. Veritiv Operating Co.

The Evaluation Team determined that Veritiv Operating Co., based on a score of 100, did meet the requirement of this RFP. The determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, Sections 1-4. 20/20
The Evaluation Team determined the responses were satisfactory.
2. Schedule A, Statement of Work, Sections 5-7. 20/20
The Evaluation Team determined the responses were satisfactory.
3. Schedule A, Statement of Work, Sections 8-10. 20/20
The Evaluation Team determined the responses were satisfactory.
4. Vendor Questions Worksheet. 30/30
The Evaluation Team determined the responses were satisfactory.

Total Score: 100/100

IV. Technical Evaluation Summary

	Selection Criteria	Armorex	GTI	KSS	LSS	Perform	Staples	Veritiv
1	Schedule A, SOW Sections 1-4	25	30	30	30	30	30	30
2	Schedule A, SOW, Sections 5-7	20	20	20	20	20	20	20
3	Schedule A, SOW, Sections 8-10	20	20	20	20	20	20	20
4	Vendor Questions Worksheet	30	30	30	30	30	30	30
	Total	95	100	100	100	100	100	100

V. Demonstrations/Testing

Toilet paper samples were tested for breakdown due to issues with clogs. Trash bag liner samples were tested for strength while stretching, puncturing and tearing.

VI. Pricing Summary

Pricing was evaluated for the bidders who passed technical. The following is a summary of their price proposals. Pricing varies depending on items that were bid on:

	Deliverable	Armorex	GTI	KSS	LSS	PFG	Staples	Veritiv
1	Janitorial Equipment	No Bid	No Bid	\$195,694	\$387,928	\$142,044*	\$502,683	\$44,997
2	Janitorial Chemical	No Bid	No Bid	\$533,909	\$617,830	\$176,247*	\$684,882	\$750,964
3	Disposable Paper Products	\$3,539,615	No Bid	\$3,320,020	\$3,163,725	\$3,054,862*	\$3,770,355	\$3,829,155
4	Trash Can Liners	\$1,048,671	\$1,312,427	\$770,933*	\$924,376*	\$1,241,000*	\$1,209,170*	\$883,204*
	Total Price	\$4,588,286	\$1,312,427	\$4,820,556	\$5,093,859	\$4,614,153	\$6,167,090	\$5,508,320

*Bidder did not bid on all items

V. Award Recommendation

Award recommendations are made to the responsive and responsible Bidder who offers the best value to the State of Michigan. Best value is based on the proposal meeting the minimum point threshold and offering the best combination of the factors stated in the *Proposal Instructions* **Evaluation Process** section, and price.

Lansing Sanitary Supplies Inc. and Staples Contract & Commercial Inc. provided the best value to the State. Best value factors for Award Recommendation include the Bidder's ability to ship product over the entire State at no additional cost.

For Trash Can Liners, Grand Traverse Industries was the qualifying CRO and offered a fair market price for the quality of bags offered.