

**To:** Jonathan Hawley

**From:** David Alpaugh

**Date:** 7/8//2025

**Subject:** Justification for BMS CAT to provide Services at the County Detention Center

BMS CAT has been chosen to provide duct cleaning and duct restoration services at the County Detention Center. The choice was made by utilizing the following process. RFP 25-027 was sent out for bid on February 6, 2025, bids were received on March 6, 2025. The responsive bidders were Executive Service Contractors (\$225,750.00), First Call Cleaning and Restoration, Inc. (\$299,550.00), Carolina Quality Air, (\$274,500.00), Hughes Environmental, Inc. (\$727,297.50) and BMS CAT (\$448,250.00). For all options listed in the RFP. General Services project facilitator set up review and interview committees, the committee reviewed the contractor's proposals and provided the following average scores, Executive Service Contractors, (110.33), First Call Cleaning and Restoration, (17), Carolina Quality Air, (9.6), Hughes Environmental, (123.33) and BMS CAT, (125.33).

Carolina Quality Air and First Call Cleaning and Restoration, although lower in cost, were not considered due to scoring. Also, both contractors failed to provide the proper documentation for the RFP. Hughes Environmental had the highest proposed cost, at \$727,297.50, although being 2<sup>nd</sup> in scoring, were not consider due to cost.

BMS CAT and Executive Service Contractors were interviewed, the scoring was as follows, BMS CAT average score 149.00, Executive Services Contractors average score 119.00. BMS CAT will self-perform the services with in-house staff. Executive Service Contractors will be partnering with Coit Cleaning, see attached email provided in packet, sent on 6/6/2025. BMS CAT is a national company with 37 locations. The company has multiple locations to pull resources from and is not a franchise company. Coit Cleaning is a franchise company. BMS CAT has been in business since 1948 and have been performing HVAC cleaning since the 1960's. Executive Service Contractors have been in business since 2017, and in the last two years have been doing government contracts. The franchisee owner of Coit has been in business for twenty-three years, the owner has been in the business for forty-three years. During the interview process, the committee did not get the perception that Coit truly understood the scope of the project or how the work would need to proceed at the facility. BMS CAT has the resources and knowledge to perform the services that the County requires.

Respectfully,  
David Alpaugh, Project Facilitator

