

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS  
OF THE COUNTY OF SAN BERNARDINO  
AND RECORD OF ACTION**

April 7, 2020

**FROM**

**LAURIE ROZKO, Director, Purchasing Department**

**SUBJECT**

**Uniform Rental and Laundry Services**

**RECOMMENDATION(S)**

1. Approve agreements with the following vendors to provide Uniform Rental and Laundry Services from April 1, 2020 through March 31, 2025, at fixed rates in Exhibit A:
  - a. Aramark Uniform Services. **Agreement No. 20-177**
  - b. Prudential Overall Supply. **Agreement No. 20-178**
2. Authorize participation in Omnia Partners Public Sector Contract No. R-BB-19002 between Cintas Corporation and Prince William County School Board in Virginia for Uniform Rental and Laundry Services from April 1, 2020 through October 31, 2023, with options to extend for two additional two-year terms. **(County Contract No. 20-179)**
3. Authorize the Purchasing Agent to execute any documents necessary to participate in Omnia Partners Public Sector Contract No. R-BB-19002, subject to County Counsel review.
4. Authorize the Purchasing Agent to exercise options to extend the Omnia Partners Public Sector Contract No. R-BB-19002, contingent upon extension of the Contract by Prince William County School Board, subject to County Counsel review.

(Presenter: Laurie Rozko, Director, 387-2074)

**COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES**

**Operate in a Fiscally-Responsible and Business-Like Manner.**

**Improve County Government Operations.**

**Pursue County Goals and Objectives by Working with Other Agencies.**

**FINANCIAL IMPACT**

Approval of this item will not result in the use of additional discretionary general funding (Net County Cost). Departments that require uniform rental and laundry services are responsible for ensuring there is adequate funding in their respective adopted budgets. The impact on each departmental budget is dependent upon the needs for uniform rental and laundry services. The County's annual expenditure for these services is approximately \$528,000.

**BACKGROUND INFORMATION**

Approval of this item will provide departments with three vendors for uniform rental and laundry services. Departments will be furnished with new uniforms as needed and receive weekly service of freshly laundered uniforms. County staff will be measured for proper fit and appearance, and if uniforms do not meet this standard, they will be replaced at no cost to the County. Other items provided for rental and laundry services include mats, dust mops, towels, smocks, and jackets.

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On February 26, 2013 (Item No. 41), the Board of Supervisors (Board) approved fixed-rate agreements with Aramark Uniform Services (Aramark) and Prudential Overall Supply (Prudential) to provide uniform rental and laundry services from March 1, 2013 to February 29, 2016, plus two one-year options to extend the contract term. After the options were extended, the Board amended the contracts twice on February 13, 2018 (Item No. 48) and April 2, 2019 (Item No. 19), extending the terms through March 31, 2020.

On May 7, 2013 (Item No. 63), the Board authorized participation in U.S. Communities Contract No. 12-JLH-011C between Hartford County Public Schools in Maryland and Cintas Corporation for uniform rental and laundry services, at fixed rates, from May 7, 2013 through March 31, 2015, with two options to extend the term, both of which were exercised. Purchasing staff determined that utilization of the U.S. Communities cooperative contract would provide savings as compared to pricing offered to the County for services provided by Cintas Corporation.

Due to negotiations taking longer than expected this item is being submitted with a contract start date of April 1, 2020 in order for departments to continue uninterrupted uniform rental and laundry services. This item is being presented to the Board at this time as this is the first date available for presentation following the required operational, fiscal, and legal reviews. Approval of the contract by the Board on this date will not impact user departments' services or activities.

The agreement with Cintas contains non-standard contract language.

1. It contains no provision to terminate for convenience without penalty unless it is terminated with cause.
  - Potential Impact: If the County terminates the agreement prior to the expiration date, the County would be obligated to pay 50 weeks of rental service if terminated within the first 12 months; 36 weeks of rental service if terminated in months 13 through 18; 23 weeks of rental service if terminated in months 19 through 24; and 10 weeks of rental service if terminated after 24 months of service.

The potential cost associated with early termination of the contract ranges between \$46,000 and \$212,000 based on the number of weeks outlined above and the County's historical spend. Cintas currently provides uniform rental and laundry services to several departments including the hospital and health departments. Use of the Omnia contract will provide uninterrupted services at competitive pricing for these departments. Staff recommends use of the contract because the likelihood of termination is minimal and uniforms are needed consistently.

### **PROCUREMENT**

On October 29, 2019, Riverside and San Bernardino Counties issued a joint Request for Proposals (RFP) for Uniform Rental and Laundry Services, and three responses were received by the RFP submittal deadline. One proposal was deemed non-responsive, and the other two were evaluated by representatives from both counties for qualifications and experience; technical criteria such as scheduling, quality control and training; cost; and references. The evaluation committee is recommending both Aramark and Prudential for contract award.

To meet the volume of uniform rental and laundry service needs of San Bernardino County, Purchasing staff is also recommending participation in an Omnia Partners Public Sector (Omnia) contract with Cintas. Omnia is a national government purchasing cooperative offering competitively bid contracts for use by local and state government agencies, educational

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institutions and nonprofit organizations. Prince William County School Board in Virginia served as the Lead Agency and issued a RFP in July 2018. Cintas was awarded Contract No. R-BB-19002 as the lowest responsive and responsible bidder on October 5, 2018.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Kristina M. Robb, Deputy County Counsel, 387-4119) on March 18, 2020; Finance (Joon Cho, Administrative Analyst, 387-5005) on March 23, 2020; Finance and Administration (Kelly Welty, Deputy Executive Officer, 387-4376) on March 24, 2020.

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Record of Action of the Board of Supervisors  
County of San Bernardino

**APPROVED (CONSENT CALENDAR)**

Moved: Robert A. Lovingood Seconded: Josie Gonzales

Ayes: Robert A. Lovingood, Janice Rutherford, Dawn Rowe, Curt Hagman, Josie Gonzales

Lynna Monell, CLERK OF THE BOARD

BY   
DATED: April 7, 2020



cc: Purchasing- Battaglia w/agree  
Contractor- C/O Purchasing w/agree  
File- w/agree  
la 04/14/2020