



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #042821  
Entitled

**Pest Management Services with Related Products**

The following advertisement was placed March 10, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman*, in *Oregon's Daily Journal of Commerce*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), and PublicPurchase.com:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Pest Management Services with Related Products to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than April 28, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

ADAPCO, LLC	Orkin, LLC
Bushman, Inc.	Pestech Exterminating, Inc.
Cameron Wildlife Solutions, LTD	Plunkett's Pest Control, Inc.
Canine Discovery Services, LLC	Rentokil NA DBA Griffin Pest Solutions
Champion Pest & Termite Control, LLC	Rentokil North America
Ecolab, Inc.	SNF Solutions, LLC
Ecopest, Inc.	SNTZR, INC.
Extrn, Inc.	Sprague Pest Solutions
Guardian Pest Solutions, Inc.	Terminix Canada
Lakeshore Learning Materials	The Terminix International Co. Ltd. Partnership
Leaf Enterprises, Inc.	Well Done Pest Control, Inc.
Northern Pest Control, Ltd.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and

time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on April 28, 2021, at 4:38:39 pm CT. Proposals were received from the following:

ADAPCO, LLC  
Cameron Wildlife Solutions, LTD  
Canine Discovery Services, LLC  
Champion Pest & Termite Control, LLC  
Ecopest, Inc.  
Leaf Enterprises, Inc.  
Orkin, LLC  
Pestech Exterminating, Inc.  
Rentokil North America

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst  
Chris Robinson, CPSM, Procurement Manager  
Beverly Hoemberg, Procurement Analyst  
Jill Park, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Ecopest, Inc., offers pest management services to control pests including rodents, insects, cockroaches, bed bugs, and birds. With their branch offices and network of subcontractors they are ready to serve Sourcewell participating entities throughout Canada. Ecopest is GreenPro certified and is committed to providing comprehensive and effective pest control services with reduced risk. They are offering Sourcewell participating entities a competitive discount off their regular services pricing.

Orkin, LLC, provides pest management services such as general pest control, bed bug services, bird management, termite eradication, and wildlife control. Their service force of over 4,700 technicians is prepared to serve Sourcewell participating entities throughout the United States. Orkin stands behind their services with their 360° Satisfaction Guarantee. They are offering Sourcewell participating entities solid discounts from their standard pricing rates.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #042821 to:

Ecopest, Inc.	#042821-ECO
Orkin, LLC	#042821-ORK

The preceding recommendations were approved on June 14, 2021.

DocuSigned by:

*James Voelker*

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James Voelker, CPCM, CFCM, Procurement Lead Analyst

DocuSigned by:

*Chris Robinson*

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Chris Robinson, CPSM, Procurement Manager

DocuSigned by:

*Beverly Hoemberg*

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Beverly Hoemberg, Procurement Analyst

DocuSigned by:

*Jill Park*

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Jill Park, Procurement Analyst

### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #042821 for Pest Management Services with Related Products**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

*Jeremy Schwartz*

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer