



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) # 012825
Entitled**

Pest Control Services with Related Products

The following advertisement was placed December 11 and December 18, 2024 in *USA Today* and in Oklahoma’s *The Oklahoman*; December 11, 2024 in South Carolina’s *The State*; December 10, 2024 on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>; December 10, 2024 on Biddingo; December 10, 2024 on PublicPurchase.com; December 10, 2024 on The New York State Contract Reporter www.nyscr.ny.gov; December 11, 2024 in Oregon’s *Daily Journal of Commerce*; December 11, 2024 in Utah’s *The Salt Lake Tribune*; and December 11, 2024 in Utah’s *Deseret News*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Pest Control 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 January 28, 2025, 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:

Abell Pest Control	IDC Research, Inc.
Adriana Ruben Services LLC	Kilauea Pest Control
Advanced Integrated Pest Management	Kings County Exterminators LLC
All Pest Proz	Learnskilz Consultants, LLC
American AI Logistics	Liberty Consultant Services
Around the World Realty LLC	Massey Services Inc.
Arrow Exterminators	MO Construction Inc.
Barron Pest Control, Inc.	NICE Systems, Inc.
Bordova Innovations, Inc.	NotaWorks
C&B Printing Co.	Orkin, LLC
Cabrera-Lalama Enterprises LLC	Orkin Canada Corporation

Camvie Services LLC	Paramount Services
CDS Services Inc.	Pestwise Ontario Inc.
Davey Resource Group Inc.	Regionex Extermination Inc.
Diamond Power Consultant Group, Inc.	Rentokil-Terminix
DJC Oregon Project Center	Ridall Pest Control BC, Ltd.
E-Safe Pest Control Inc.	Rycon Integrated Pest Management
Earth Worth LLC	Royal Exterminating Co., Inc.
Ecolab Inc.	Safe Guard 24/7 Inc.
Ecopest Inc.	Shield + Pest Control LLC
Facility Unlimited Corporation	Sprague Pest Solutions
Guardian Pest Solutions, Inc.	SQM Janitorial Services Inc.
HiLow Services LLC	Sure Shot Termite & Pest Control Inc.
Home Clean Home	Washington Vegetation Management
Humane Solutions Inc.	Wumbis Concept Inc.

All Proposals remained sealed within the Sourcwell 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 Sourcwell Procurement Portal, on January 28, 2025, at 4:30 pm Central Time. Proposals were received from the following:

- Abell Pest Control
- All Pest Proz
- Around the World Realty LLC
- Camvie Services LLC
- E-Safe Pest Control Inc.
- Ecopest Inc.
- Orkin Canada Corporation
- Orkin, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

- Ginger Line, MPA, NIGP-CPP, CPPB Senior Procurement Analyst
- Ben James, Procurement Analyst II
- Ashley Powers, Procurement Analyst I
- David Gonzalez, Procurement Analyst I

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

Ecopest Inc. has been servicing Canada for over 33 years. With 3 branches in Canada, 45 service vehicles, and being headquartered in Canada, Ecopest Inc. is willing and able to serve all of Canada. They are a GreenPro-certified service provider that can service a large variety of pests and offer virtual inspections. With a significant discount, Ecopest Inc offers a rebate per contract or per job and accepts P-cards without a fee.

Orkin Canada Corporation is a division of Orkin, a global pest control company. Orkin expanded into Canada in the 1950s and offers insect and rodent pest control services. With over 40 branch managers and 850 technicians, they are ready to serve Sourcwell participating entities in Canada. They are Green Pro and Quality Pro certified,

demonstrating their commitment to professionalism. Orkin Canada is offering Sourcewell participating entities solid pricing discounts.

Orkin, LLC was founded in 1901. Orkin serves an estimated 2.5 million clients through more than 380 company-owned or franchise locations around the United States. Orkin provides services that include, but are not limited to: general pest control, bed bug services, bird management, termite eradication, and wildlife control. Orkin has been a Sourcewell partner for 12 years and expects to continue fostering new and existing partnerships with Sourcewell members. Orkin is providing a substantial discount off their commercial pricing for services.

For these reasons, the following awards of Sourcewell #012825 are recommended:

Ecopest, Inc.	012825-ECO
Orkin Canada Corporation	012825-ORKN
Orkin, LLC	012825-ORK

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Ginger Line, MPA, NIGP-CPP, CPPB Senior Procurement Analyst

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Ben James, Procurement Analyst II

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Ashley Powers, Procurement Analyst I

Signed by:

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David Gonzalez, Procurement Analyst I

STATEMENT OF COMPLIANCE

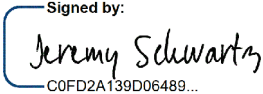
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #012825 for Pest Control Services with Related Products**.

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 master agreements.
2. The procurement process and resulting master agreements 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.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on March 24, 2025.

Signed by:



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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer