

**Portfolio Title:** Uniform Management &  
Laundering Services

**Lead Entity:** City of Fairfax, Virginia

**Agreement Number:** CTR040401, CTR040400

**End Term:** July 06, 2028

## PORTFOLIO SNAPSHOT

### OVERVIEW:

The City of Fairfax, Virginia has completed the competitive solicitation process for Uniform Management & Laundering Services. The Master Agreements for this portfolio, resulting from the RFP process, were competed with The City of Fairfax as the lead entity partner with RFxPremier.

The Master Agreements within this portfolio award allows entities to access high-quality uniforms through both rental and direct purchase models to meet their uniform needs in accordance with the agreement.

### KEY BENEFITS:

1. This portfolio will provide a comprehensive, flexible solution for uniform requirements for rental, laundering, direct purchases and uniform management programs.
2. Accessing this portfolio through RFxPremier's eMarket place allows purchasing entities to request quotes and negotiate additional terms to satisfy their procurement requirements.

**Initial Term:** July 07, 2025, through July 06, 2028

**Total Term Possible:** Three (3) years with two (2) additional one-year renewal periods

### SOLICITATION INFORMATION:

- ❖ **Type:** Request for Proposals (RFP)
- ❖ **RFP #:** 90232
- ❖ **Date Released:** March 28, 2025
- ❖ **Date Closed:** May 14, 2025
- ❖ **Number of Amendments Posted:** 2
- ❖ **Days Publicly Posted:** 48





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**AWARD CATEGORY:**

- Uniform Rental & Laundering Services
- Uniform Purchases
- Uniform Management Programs

**PRICING:**

Master Agreement pricing reflects uniform costs for both rental and direct purchases. See below for sample pricing description in both categories.

**Uniform Rental & Laundering Services**

Item Description	Unit of Measure	Cost
Work Shirt (Cotton Blend, Short Sleeve)	Per Week	
Work Shirt (Cotton Blend, Long Sleeve)	Per Week	
Denim Jeans	Per Week	
Fire Resistant Denim Jeans	Per Week	
Industrial Cotton Work Pant (High Visibility)	Per Week	
Work Jacket	Per Week	
Coveralls	Per Week	
Overalls	Per Week	
Percentage Discount off Supplier Catalog	Percentage	
Shop Rags 18x8 (Red Shop Towels)	Per Pack	
Microfiber Towels 16x16	Per Pack	
Nylon/Rubber Floor Mats 4x6	Per Mat	
Nylon/Rubber Floor Mats 3x5	Per Mat	
Nylon/Rubber Floor Mats 3x10	Per Mat	
Mop Heads 36" Head	Per Mop	
Percentage Discount off Supplier Catalog	Percentage	

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**Uniform Sales**

Item Description	Unit of Measure	Offeror's Cost
Logos and Patches	Pere Logo/Patch	
Embroidery – One Color, up to 4,000 Stitches	Per Garment	
Embroidery Per Additional 1,000 Stitches	Per 1,000 Stitches	
Multi-Colored Embroidery – One Color, up to 4,000 Stitches	Per Garment	
Multi-Colored Embroidery Per Additional 1,000 Stitches	Per 1,000 Stitches	
Silk Screening Printing 1 Color Image	Per Garment	
Silk Screening Printing 2 Color Image	Per Garment	
Silk Screening Printing 3 Color Image	Per Garment	
Silk Screening Printing 4 Color Image	Per Garment	
Silk Screening Printing 5 Color Image	Per Garment	
Carhartt	Percentage	
Gildan	Percentage	
Hanes	Percentage	
Port Authority	Percentage	
Rep Kap	Percentage	
Dickies	Percentage	
Blauer USA	Percentage	
Eddie Bauer	Percentage	
Ogio	Percentage	
Brooks Brothers	Percentage	
Russell Athletic	Percentage	
Reebok	Percentage	
Columbia	Percentage	
Bella & Canvas	Percentage	
Under Armor	Percentage	
Wilson	Percentage	
New Era	Percentage	
Callaway	Percentage	
Oakley	Percentage	
Fruit of the Loom	Percentage	

**EVALUATION AND SCORING:**

Responses were awarded to each uniform category to the supplier that submitted the lowest price for the category of services proposed.

**Stage 1: Initial Responsiveness Evaluation.** Proposals were reviewed for completeness and initial responsiveness. Proposals omitting required documents or responses were subject to rejection in accordance with Attachment 1, RFP Terms and Conditions.

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**Stage 2: Mandatory Minimum Requirements Evaluation.** Complete and responsive proposals were reviewed for compliance with the following Mandatory Minimum Requirements:

Criteria	Evaluation	Result
U.S. Based Company	Pass/fail	
The Offeror shall provide uniform rentals or uniform sales to all territories of the United States.	Pass/fail	
The Offeror shall be in business a minimum of three (3) years providing uniforms.	Pass/fail	
Minimum three (3) References.	Pass/fail	
<b>Stage 2 Result:</b>		

Proposals failing to meet or exceed all Mandatory Minimum Requirements were subject rejection in accordance with Attachment 1, RFP Terms and Conditions.

**Stage 3: Technical Criteria Evaluation.** Proposals meeting or exceeding the Mandatory Minimum Requirements were evaluated against the following Technical Criteria. The Evaluation Team evaluated and scored all Responsive Proposals submitted by Responsible Offerors in accordance with the Technical Criteria.

Criteria	Technical Points Possible	Offeror's Technical Points Earned
Experience, Skills, and Qualifications	150	
Ability to Meet Scope of Work – Service Delivery and Logistics	150	
Account Management and Customer Service	150	
Technology and Online Functionality	150	
Product Quality and Variety	75	
Implementation and Promotion of the RFxPremier Master Agreement	25	
<b>Stage 3 Total:</b>		
	<b>700</b>	

Offerors earning a minimum of 450 points moved on to the Cost Evaluation. The proposal of any Offeror not earning a minimum of 450 points was subject to rejection.

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Stage 4: Cost Evaluation. Cost Proposals for proposals not rejected following evaluation of Technical Criteria were evaluated. The Cost Proposal for each Category (Categories are: Uniform Rental and Uniform Sales) were scored independently and combined with the Technical Score to determine Total Points Earned. The formula for calculating total points earned for RFP Proposal is Technical Score + Uniform Rental = Total Points Earned or Technical Score + Uniform Sales = Total Points Earned. The Offeror shall complete Attachment 9, Cost Proposal to enter the appropriate information to provide their Cost Proposal. The Offeror was not required to provide a Cost Proposal for both Uniform Rental and Uniform Sales.

**AWARD:**

In alignment with the solicitation, two awards have been made for Uniform Management & Laundering Services. The City of Fairfax awarded contracts to Unitec Distribution Systems and Cintas Corporation.