



**Interoffice Memorandum**

APPROVED BY ORANGE  
COUNTY BOARD OF COUNTY  
COMMISSIONERS

January 27, 2016

BCC Mtg. Date: Feb. 16, 2016

**TO:** Mayor Teresa Jacobs  
and the Board of County Commissioners

**FROM:** *for* Johnny Richardson, Manager, Procurement Division  
407-836-5633

**CONTACT:** Richard Steiger, Manager, Facilities Management Division  
407-836-7473

**SUBJECT:** Approval of Contract Y16-121-JS, SaniGLAZE

**ACTION REQUESTED:**

Approval to award Contract Y16-121-JS, for SaniGLAZE to Cubix, Inc. in the estimated contract amount of \$800,000 for a 1-year contract. Further request authorization of the Procurement Division to renew the contract for two additional 1-year terms.

**PROCUREMENT:**

To provide a proprietary tile restoration process for the renovation of restrooms, locker rooms, kitchens and other County areas where property asset restoration is needed.

**FUNDING:**

Funding for tiled area restorations will be made available from end user divisions and departments, including, but not limited to Facilities Management, the Convention Center, Utilities and Fire Rescue.

**APPROVALS:**

The Facilities Management Division concurs with this recommendation.

**REMARKS:**

SaniGLAZE is a proprietary process for the restoration of tile surfaces. A sole source internet announcement was posted in accordance with Procurement procedures and no responses were received. Staff has therefore determined that the SaniGLAZE process is a sole source for their proprietary process of tile restoration and refurbishment.

Several processes are available depending upon the desired result, time and/or budget constraints and professional recommendations from Cubix, Inc. as to the best solution for each individual project. Price reasonableness has been determined by comparing pricing from Cubix, Inc. to the GSA contract for SaniGLAZE with an average savings of approximately 15% per square foot over GSA pricing for all SaniGLAZE processes.

Due to the extensive number of tiled areas that are anticipated to be treated by the SaniGLAZE process, the Facilities Management Division will approve all individual projects as a division or department identifies a need. This oversight will allow for projects to be organized and monitored to assure proper project estimates are obtained and that each project is properly evaluated and priced for optimum results.

Staff has determined that by using the SaniGLAZE process, tile restoration and refurbishment will allow the remodeling of tiled areas at approximately one-third the cost of a demolition and re-build of a tiled area. The number of square feet of tile to be treated with the SaniGLAZE process will depend upon both known and unknown factors due to the fact that the SaniGLAZE process has many combinations of possible single, double and triple step processes. Each individual project will be addressed to use the best and most durable solution for each particular situation.

Recommendation for the award of a sole source contract is made to Cubix, Inc. to provide the SaniGLAZE process in County owned facilities.