

PREFERRED SUPPLIER ARRANGEMENT (PSA) 3025 – CLEANING SERVICES FOR CREATIVE LIFE FACILITIES

L&C | 63/1/473* | #7847660

RECOMMENDATION:

That Council:

1. Awards Preferred Supplier Arrangement (PSA) 3025 Cleaning Services for Creative Life Facilities and appoints the following suppliers on a schedule of rates basis to each separable portion:

- **Separable Portion 1 - CPAC**
 - **First Preference – Biniris (Aust) Pty Ltd**
 - **Second Preference – CMBM Facilities Services Pty Ltd**
- **Separable Portion 2 - MMP**
 - **First Preference – Taylor Made Enterprises Pty Ltd**
 - **Second Preference – SKG Cleaning Services Pty Ltd**
- **Separable Portion 3 - Tanks Art Centre**
 - **First Preference – Biniris (Aust) Pty Ltd**
 - **Second Preference – CMBM Facilities Services Pty Ltd**

for a term of two years commencing 1 May 2026, with two extension options of up to 12 months each, available at Council's discretion.

2. Delegates authority to the Chief Executive Officer in accordance with the *Local Government Act 2009* to enter into a contract, negotiate, finalise and execute any and all matters associated with or in relation to this contract subject to Council's normal procurement policies and practices.

INTERESTED PARTIES:

- Cairns Cleaning Contractors Pty Ltd as Trustee for The TAK Davidson Discretionary Trust (two entities Abelia Cleaning and Cairns Cleaning Contractors)
- JA Wilson and MF Johnson
- Apex Carpet Care Pty Ltd as Trustee for Diehm Family Trust
- Bama Facilities Maintenance Pty Ltd
- Biniris (Aust.) Pty Ltd
- CMBM Facility Services Pty Ltd
- Cube 4 Services Pty Ltd
- Heightened Services Pty Ltd
- SKG Cleaning Services Pty Ltd

- Taylor Made Enterprises Pty Ltd

EXECUTIVE SUMMARY:

Tenders submissions were invited from suitably qualified and experienced businesses in the cleaning industry via an open tender process to establish a Preferred Supplier Arrangement (PSA 3025) for Cleaning Services of Creative Life Facilities. The purpose of this PSA is to ensure the buildings and facilities are clean, hygienic and in good order for the use of the public and staff and to reflect a positive, credible and professional image.

This PSA (3025) will replace the existing PSA (2811) which will expire on 30 April 2026. It is proposed to establish the PSA for a term of two years with two extension options of up to 12 months each at the sole discretion of Council.

Following a comprehensive compliance and evaluation process, it is recommended that Biniris (Aust) Pty Ltd be appointed as first preference for Separable Portion 1 (CPAC) and Separable Portion 3 (Tanks Art Centre) and CMBM Facilities Services Pty Ltd as second preference. It is also recommended that Taylor Made Enterprises Pty Ltd be appointed as first preference for Separable Portion 2 (MMP) and SKG Cleaning Services Pty Ltd appointed as second preference, all based on a Schedule of Rates.

The annual expenditure over the last 12 months (1 March 2025 to 28 February 2026) for the Cleaning of Creative Life Facilities was approximately \$319,055 excluding GST. Future annual expenditure based on the recommended Suppliers tendered rates is anticipated to increase by approximately 5%.

BACKGROUND:

Council invited tenders pursuant to section 228 and section 233 of the *Local Government Regulation 2012* (Qld) (Regulation).

The tender was advertised on 14 January 2026 and closed on 10 February 2026. Tenders were received from each of the tenderers identified below:

1. Cairns Cleaning Contractors Pty Ltd as Trustee for The TAK Davidson Discretionary Trust, trading as Abelia Cleaning
2. JA Wilson and MF Johnson, trading as Agent
3. The Trustee for Diehm Family Trust, trading as Apex Carpet Care
4. Bama Facilities Maintenance Pty Ltd
5. Biniris (Aust.) Pty Ltd
6. Cairns Cleaning Contractors Pty Ltd as Trustee for The TAK Davidson Discretionary Trust, trading as Cairns Cleaning Contractors
7. CMBM Facility Services Pty Ltd
8. Cube 4 Services Pty Ltd
9. Heightened Services Pty Ltd
10. SKG Cleaning Services Pty Ltd
11. Taylor Made Enterprises Pty Ltd

Tenders were checked for conformance against the requirements of the Request for Tender. Of the 11 submissions received, one was assessed as non-conforming (Apex Carpet Care) due to only offering a carpet cleaning service for CPAC and for also only tendering a partially completed submission. One submission was evaluated as non-local (Cube 4 Services Pty Ltd) but was evaluated by the panel.

In selecting the successful Tenderer, the evaluation panel had regard to the sound contracting principles in accordance with section 104 of the *Local Government Act 2009* (Qld). Each tender was assessed against the following assessment criteria:

- Relevant experience and past performance 15%
- Key Personnel and technical skills 15%
- Resources and management systems 10%
- Methodology and understanding 10%
- Business profile 10%
- Value for money 40%

The evaluation panel consisted of the following Council officers with oversight from the Contracts team within Procurement:

- Precinct Manager, Tanks Precinct
- Precinct Manager CPAC and MMP
- Patron Services Coordinator CPAC and MMP
- Venue Supervisor Tanks Precinct

COMMENT:

The objective of the procurement activity is to engage suitable Suppliers to provide cleaning services to ensure the buildings and facilities are clean, hygienic and in good order for the use of the public and staff and to reflect a positive and professional image.

Suppliers needed to demonstrate their experience in cleaning and maintaining business facilities and be capable of delivering a consistent high-quality cleaning service.

This Preferred Supplier Arrangement is divided into three separable portions, which has been awarded to two first preference suppliers. The three separable portions are as outlined below:

1. Separable Portion 1 (SP1) – Cairns Performing Arts Centre (CPAC)
2. Separable Portion 2 (SP2) – Munro Martins Parklands (MMP)
3. Separable Portion 3 (SP3) – Botanic Garden Visitor Centre (BGVC) and Tanks Arts Centre (Tanks).

To facilitate and assist the Tenderers to better understand the scope requirements, all Tenderers were invited to guided tours of the facilities during the tender advertising period.

It is recommended that two Suppliers are appointed to the three Separable Portions as first preference and two Suppliers are appointed as second preferences as detailed below:

- Separable Portion 1 - CPAC
 - First Preference – Biniris (Aust) Pty Ltd
 - Second Preference – CMBM Facilities Services Pty Ltd
- Separable Portion 2 - MMP
 - First Preference – Taylor Made Enterprises Pty Ltd
 - Second Preference – SKG Cleaning Services Pty Ltd
- Separable Portion 3 - Tanks Art Centre
 - First Preference – Biniris (Aust) Pty Ltd
 - Second Preference – CMBM Facilities Services Pty Ltd

Both first preference Suppliers demonstrated a full understanding of the cleaning requirements, have the resources and the capacity to carry out the services and both Suppliers submitted competitive rates offering Council the best value for money.

They also outlined effective processes for managing performance issues, and both have prior experience working with Council on cleaning contracts. Taylor Made are the incumbents at the Cairns Esplanade and reports are that they are performing well.

OPTIONS:

Option 1: (Recommended)

It is recommended that Council:

1. Awards Preferred Supplier Arrangement (PSA) 3025 Cleaning Services for Creative Life Facilities and appoints the following suppliers on a schedule of rates basis to each separable portion:
 - Separable Portion 1 - CPAC
 - First Preference – Biniris (Aust) Pty Ltd
 - Second Preference – CMBM Facilities Services Pty Ltd
 - Separable Portion 2 - MMP
 - First Preference – Taylor Made Enterprises Pty Ltd
 - Second Preference – SKG Cleaning Services Pty Ltd
 - Separable Portion 3 - Tanks Art Centre
 - First Preference – Biniris (Aust) Pty Ltd
 - Second Preference – CMBM Facilities Services Pty Ltd

for a term of two years commencing 1 May 2026, with two extension options of up to 12 months each, available at Council's discretion.
2. Delegates authority to the Chief Executive Officer in accordance with the Local Government Act 2009 to enter into a contract, negotiate, finalise and execute any and all matters associated with or in relation to this contract subject to Council's normal procurement policies and practices.

Option 2:

It is recommended that Council does not endorse Preferred Supplier Arrangement (PSA) 3025 Cleaning Services for Creative Life Facilities and adopts an alternative course of action.

CONSIDERATIONS:

Risk Management:

In regard to the recommended Suppliers, Council's exposure is minimised as both Biniris (Aust) Pty Ltd and Taylor Made Enterprises Pty Ltd are well known to Council, having previous experience providing cleaning services to Council. Both Suppliers are suitably experienced and any potential risks will be mitigated by active performance management and regular communication. This PSA also allows for termination of poor performance.

Council Finance and the Local Economy:

The expenditure over the first-year term is anticipated to increase by approximately 5% from the previous year, though the spend still remains within the allocated budget. There are some temporary financial risks to Council's anticipated expenditure due to the associated impacts around the increasing costs of fuel.

Potential risks will be mitigated by active monitoring and management of the goods and products against the budget allocation. Rise and fall rates may also be applied as a short-term temporary option to the rates submitted by the recommended Suppliers.

The budget for this PSA sits with Creative Life.

The local economy will benefit from the engagement of local employees. Consumables and cleaning products will be sourced locally where possible.

Corporate and Operational Plans:

The services forming the basis of this report relate to the following goals in Council's Corporate Plan 2025 to 2030:

- Robust Economy: "Promote and protect the growth of diverse industries and small business"; and
- Community and Culture: "Fostering a vibrant, healthy and inclusive community"

Statutory:

The tender process has been conducted in accordance with legislative requirements under the *Local Government Act 2009* and the *Local Government Regulation 2012*.

Policy:

The tender process was undertaken in accordance with Council's adopted Procurement Policy.

CONSULTATION:

Procurement has consulted with the main stakeholders within the Lifestyle and Community Directorate to identify and discuss the requirements and scope of this PSA

A handwritten signature in black ink, appearing to read 'Destry Puia', with a horizontal line extending to the right.

Destry Puia
Director Lifestyle and Community