




## Interoffice Memorandum

January 3, 2020

TO: Mayor Jerry L. Demings  
and the Board of County Commissioners

FROM:  Carrie Mathes CFCM, CPPO, C.P.M., Manager, Procurement Division

CONTACT: Rich Steiger, FMA, Manager, Facilities Management Division  
407-836-7473

SUBJECT: Selection of Firm, Request for Proposals Y19-1105-KB, Security  
Guard Services for Orange County Courthouse and Miscellaneous  
Sites

### RECOMMENDATION:

Selection of one firm and two ranked alternates to provide Security Guard Services for the Orange County Courthouse and Miscellaneous Sites, Request for Proposals Y19-1105-KB from the following firms, listed alphabetically. Request authorization for the Procurement Division to negotiate and execute the contract in the amount of \$5,199,592 for a 1-year term. Further request authorization to renew for four additional 1-year terms.

- First Coast Security Services, Inc.
- G4S Secure Solutions (USA) Inc.
- Metropolitan Security Services Inc. dba Walden Security

Proposals were evaluated by the Procurement Committee on December 16, 2019. Commissioner Emily Bonilla was assigned to the Procurement Committee.

### PURPOSE:

To provide security guard services throughout the Orange County Courthouse and Miscellaneous sites based on specific requirements for each site.

### DISCUSSION:

Eight proposals were received in response to the Request for Proposals (RFP). The Procurement Committee evaluated the proposals in accordance with the criteria set forth in the RFP. Universal Protection Service, LLC dba Allied Universal Security Services was deemed non-responsive for failure to acknowledge required documentation and RTK Security Inc. was deemed non-responsive for submitting an incomplete response. American Guard Services, Inc., Dothan Security Inc., dba DSI Security Services, and Kent Security Services, Inc. scored too low for Board consideration. The consensus scores from the Procurement Committee are attached.

RFP# Y19-1105-KB

Security Guard Services for Orange County Courthouse and Miscellaneous Sites

RFP#: Y19-1105-KB Security Guard Services for Orange County Courthouse and Miscellaneous Sites	QUALIFICATION OF STAFF		QUALIFICATION OF FIRM		TECHNICAL APPROACH		LOCATION		FEE PROPOSAL		MWBE		WELFARE RECIPIENTS	SDV VETERANS PRIME HIRE	SDV VETERANS SUB HIRE	TOTAL
	20		20		25		10		15		10		5	5	10	
WEIGHT	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	RAW SCORE	RAW SCORE	
VENDOR NAME																
G4S Secure Solutions (USA) Inc.	3.66	73.20	4.00	80.00	3.66	91.50	5.00	50.00		72.87		50.00	5.00	0.00	6.00	423.57
First Coast Security Services, Inc.	3.00	60.00	3.33	66.60	4.00	100.00	1.00	10.00		75.00		50.00	5.00	0.00	2.00	368.60
Metropolitan Security Services Inc. dba Walden Security	3.00	60.00	4.33	86.60	4.00	100.00	0.00	0.00		71.08		25.00	0.00	0.00	0.00	342.68



**INTEROFFICE MEMORANDUM**

November 27, 2019


12/02/19 16:46:14  
Procurement Division

TO: Kathy Bozeman, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division M/WBE Proposal Evaluation

PROJECT: Y19-1105-KB / Security Guard Services for Orange County Courthouse and  
Miscellaneous Sites

APPROVED: 

Below are the respondents to the subject RFP with their firm's certified Minority/Women Business Enterprise (M/WBE) sub-consultants, Minority Business Enterprise Workforce and Women Business Enterprise goals:

- American Guard Services, Inc.  
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
None			

Total M/WBE Participation Proposed: 0%  
**M/WBE Sub consultant participation Weighted Score: 0**

Total M/WBE Workforce: 40%  
 Total WBE Workforce: 30%  
**Minority Workforce and Women Workforce Weighted Score: 25**

**Total M/WBE Participation Weighted Score: 25**

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
None		

Registered SDV(s) Proposed: 0

**SDV Bonus Points: 0**

\*Displaced Worker(s) Proposed: 5

**Displaced Worker(s) Bonus Points: 5**

\*The proposer listed 110-120 displaced worker hires. The max is 5

**Total Bonus Points: 5**

*(Includes SDV & Displaced workers)*

2. Dothan Security, Inc. dba DSI Security Services  
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
G E Investigations Inc. D/B/A GE Protection	AFAF-MWBE	24%	Security Guard Services

Total M/WBE Participation Proposed: 24%  
M/WBE Sub consultant participation Weighted Score: 25

Total M/WBE Workforce: 25%  
Total WBE Workforce: 11%  
Minority Workforce and Women Workforce Weighted Score: 25

**Total M/WBE Participation Weighted Score: 50**

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
None		

Registered SDV(s) Proposed: 0

**SDV Bonus Points: 0**

\*Displaced Worker(s) Proposed: 5

**Displaced Worker(s) Bonus Points: 5**

\*The proposer listed 110-120 displaced worker hires. The max is 5

**Total Bonus Points: 5**

*(Includes SDV & Displaced workers)*

3. First Coast Security Services, Inc.  
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
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Fidelity Security Agency, LLC	AFAM-MWBE	18%	Uniformed Security Officers
G E Investigations Inc. D/B/A GE Protection	AFAF-MWBE	6%	Uniformed Security Officers

Total MWBE Participation Proposed: 24 %  
 MWBE Sub consultant participation Weighted Score: 25

Total MWBE Workforce: 55%  
 Total WBE Workforce: 11%  
 Minority Workforce and Women Workforce Weighted Score: 25

**Total M/WBE Participation Weighted Score: 50**

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
Redcon Solutions Group LLC	2	Uniformed Security Officers

Registered SDV(s) Proposed: 1  
**SDV Bonus Points: 2**  
 Displaced Worker(s) Proposed: 5  
**Displaced Worker(s) Bonus Points: 5**  
**Total Bonus Points: 7**  
*(Includes SDV & Displaced workers)*

4. G4S Secure Solutions (USA) Inc.  
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
Fidelity Security Agency, LLC	AFAM-MWBE	24%	Uniformed Security Guard Services

Total MWBE Participation Proposed: 24 %  
 MWBE Sub consultant participation Weighted Score: 25

Total MWBE Workforce: 55%  
 Total WBE Workforce: 20%  
 Minority Workforce and Women Workforce Weighted Score: 25

**Total M/WBE Participation Weighted Score: 50**

<b>Registered Service-Disabled Veteran(s) (SDV) Sub-consultant</b>	<b>Points</b>	<b>SDV Sub-consultant Role</b>
Strategic Force USA Inc.	2	Uniformed Security Guard Services
Redcon Solutions Group LLC	2	Uniformed Security Guard Services
Goosby Security Agency, LLC	2	Uniformed Security Guard Services

Registered SDV(s) Proposed: 3  
**SDV Bonus Points: 6**  
 Displaced Worker(s) Proposed: 5  
**Displaced Worker(s) Bonus Points: 5**  
**Total Bonus Points: 11**  
*(Includes SDV & Displaced workers)*

5. Kent Security Services, Inc.  
 MAJORITY PRIME

<b>M/WBE Sub-consultant(s)</b>	<b>M/WBE Classification</b>	<b>Projected %</b>	<b>Sub-consultants Role</b>
None			

Total M/WBE Participation Proposed: 0%  
 M/WBE Sub consultant participation Weighted Score: 0

Total M/WBE Workforce: 38%  
 Total WBE Workforce: 16%  
 Minority Workforce and Women Workforce Weighted Score: 25

**Total M/WBE Participation Weighted Score: 25**

<b>Registered Service-Disabled Veteran(s) (SDV) Sub-consultant</b>	<b>Points</b>	<b>SDV Sub-consultant Role</b>
None		

Registered SDV(s) Proposed: 0  
**SDV Bonus Points: 0**  
 \*Displaced Worker(s) Proposed: 5  
**Displaced Worker(s) Bonus Points: 5**  
 \*The proposer listed 110+ displaced worker hires. The max is 5  
**Total Bonus Points: 5**  
*(Includes SDV & Displaced workers)*

6. Metropolitan Security Services Inc. dba Walden Security  
 MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
Fidelity Security Agency, LLC	AFAM-MWBE	12%	Armed and Unarmed Security officers
G E Investigations Inc. D/B/A GE Protection	AFAF-MWBE	12%	Armed and Unarmed Security officers

Total M/WBE Participation Proposed: 24 %  
 M/WBE Sub consultant participation Weighted Score: 25

Total M/WBE Workforce: 14%  
 Total WBE Workforce: 27%  
 Minority Workforce and Women Workforce Weighted Score: 0

**Total M/WBE Participation Weighted Score: 25**

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
None		

Registered SDV(s) Proposed: 0  
**SDV Bonus Points: 0**  
 Displaced Worker(s) Proposed: 0  
**Displaced Worker(s) Bonus Points: 0**  
**Total Bonus Points: 0**  
*(Includes SDV & Displaced workers)*