



## Interoffice Memorandum

January 28, 2020

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

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

CONTACT: Ray Hanson, PE, Director, Utilities Department  
407-254-9655

SUBJECT: Selection of Firm, Request for Proposals Y19-1143-KB, Security  
Guard Services for Utilities Department

### RECOMMENDATION:

Selection of one firm and two ranked alternates to provide Security Guard Services for Utilities Department, Request for Proposals Y19-1143-KB, from the following firms, listed alphabetically. Request authorization for the Procurement Division to negotiate and execute the contract in the amount of \$10,598,011.20 for a 5-year term. Further request authorization to renew for two additional 1-year terms.

- First Coast Security Services, Inc.
- G4S Secure Solutions (USA) Inc.
- Kent Security Services Inc.
- Universal Protection Service, LLC dba Allied Universal Security Services

Proposals were evaluated by the Procurement Committee on December 12, 2019. Commissioner Emily Bonilla was assigned to the Procurement Committee.

### PURPOSE:

To provide security guard services throughout the Utilities Department based on specific requirements for each site.

### DISCUSSION:

Nine 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. Veteran's Security Corps of America was deemed non-responsive for failure to acknowledge an addendum and RTK Security Inc. was deemed non-responsive for submitting an incomplete response.

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Request for Proposals Y19-1143-KB, Security Guard Services for Utilities Department

American Guard Services, Inc., Dothan Security, Inc. dba DSI Security Services, and Metropolitan Security Services Inc. dba Walden Security scored too low for Board consideration. The consensus scores from the Procurement Committee are attached.

RFP# Y19-1143-KB SECURITY GUARD SERVICES FOR UTILITIES

	QUALIFICATION OF STAFF		QUALIFICATION OF FIRM		TECHNICAL APPROACH		LOCATION		FEE PROPOSAL		M/WBE PARTICIPATION		DISPL. WORKER	SDV PRIME	SDV SUBS	TOTAL
WEIGHT:	20		20		20		10		20		10		5	5	10	
POINT STRUCTURE: 1= Poor 4= Above Avg. 2= Below Avg. 5= Excellent 3= Average	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	BONUS POINTS	BONUS POINTS	BONUS POINTS	
FIRM NAME:	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	RAW SCORE	WEIGHTED SCORE	BONUS POINTS	BONUS POINTS	BONUS POINTS	
G4S Secure Solutions (USA) Inc.	4.00	80.00	4.00	80.00	4.00	80.00	5.00	50.00	4.86	97.11		50.00	5.00	-	6.00	448.11
First Coast Security Services, Inc.	5.00	100.00	2.00	40.00	4.50	90.00	1.00	10.00	5.00	100.00		50.00	5.00	-	2.00	397.00
Universal Protection Service, LLC dba Allied Universal	2.00	40.00	2.00	40.00	3.75	75.00	5.00	50.00	4.91	98.19		50.00	-	-	-	353.19
Kent Security Services Inc.	4.00	80.00	2.00	40.00	2.00	40.00	5.00	50.00	4.95	98.96		25.00	5.00	-	-	338.96



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Procurement Division

**INTEROFFICE MEMORANDUM**

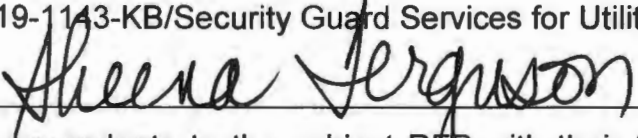
June 12, 2019

TO: Kathy Bozeman, Contract Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division M/WBE Proposal Evaluation

PROJECT: Y19-1143-KB/Security Guard Services for Utilities

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:

1. Universal Protection Service, LLC dba Allied Universal Security Services  
MAJORITY PRIME

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

Total M/WBE Participation Proposed: 24%

**M/WBE Sub consultant participation Weighted Score: 25**

Total M/WBE Workforce: 36%

Total WBE Workforce: 14%

**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		
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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)*

2. 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 50-55 displaced worker hires. The max is 5

**Total Bonus Points: 5**

*(Includes SDV & Displaced workers)*

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

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
GE 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 10 displaced worker hires. The max is 5

**Total Bonus Points: 5**  
 (Includes SDV & Displaced workers)

4. First Coast Security Services, Inc.  
 MAJORITY PRIME

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

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

Total M/WBE Workforce: 56%  
 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)*

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

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

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

Total M/WBE Workforce: 55%  
 Total WBE Workforce: 17%  
**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
Strategic Force USA Inc.	2	Uniformed Security Officers
Redcon Solutions Group LLC	2	Uniformed Security Officers
Goosby Security Agency, LLC	2	Uniformed Security Officers

Registered SDV(s) Proposed: 3  
**SDV Bonus Points: 6**

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

**Total Bonus Points: 11**  
*(Includes SDV & Displaced workers)*

6. Kent Security 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: 38%  
 Total WBE Workforce: 16%  
**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 55 displaced worker hires. The max is 5

**Total Bonus Points: 5**  
 (Includes SDV & Displaced workers)

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

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

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**

<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: 0

**Displaced Worker(s) Bonus Points: 0**

**Total Bonus Points: 0**

*(Includes SDV & Displaced workers)*