

**REPORT FROM EVALUATION COMMITTEE  
REQUEST FOR PROPOSAL FOR  
ARMORED CAR TRANSPORT- RFP NO. 12500366  
(Committee Meeting held on 3/17/2025)**

**COMMITTEE MEMBERS:**

Kaleb Neufeld – Assistant Controller, Finance Department  
Mirissa Postadan – Accountant Auditor II, Finance Department, Treasury  
Tricia Kelsey – Accountant Auditor II, Finance Department, Treasury  
Laura Atencio – Revenue Supervisor, Finance Department, UB&C  
Joanna Medina – Senior CS Clerk, UB&C, Finance Department  
Minnie Sue Hurd – Senior CS Clerk, UB&C, Finance Department  
Tracy Gregory – Management Analyst II, Finance Department  
Vanessa Gonzalez – Senior Account Clerk, Transportation  
Dyan Ayala – Procurement Specialist, Purchasing, Facilitator

**BACKGROUND**

The goal of this Request for Proposal (RFP) was to solicit proposals for the provision of Armored Car Transport Services to the City of Fresno Finance Department for the secure transport of cash, coin, and checks to the designated bank vault courier. Several City departments utilize these services, including City Hall, the Transportation department, the Convention Center, and various PARCS facilities. Each location receives services tailored to its operational needs, including customizing pickup schedules and liability limits. In addition, the armored courier facilitates the delivery of change orders from the bank vault to designated locations upon request.

Proposals were received from two vendors in accordance with the Request for Proposal November 5, 2024, deadline. The summary of proposal rate submissions by vendor is noted below:

	<b>Veterans High Risk Security Solutions, Inc.</b>	<b>Wright Dynamics</b>
<b>Total Monthly Cost</b>	<b>\$ 16,714.00</b>	<b>\$ 15,222.37</b>

**COMMITTEE NOTES**

The committee members evaluated the proposers on 1) Cost as shown on the proposal form 2) The ability to meet the stated service requirements, 3) Conformance to the terms and conditions of the RFP, 4) Addendums issued, (5) Other related information provided by proposers.

**Veteran's High Risk Security Solutions, Inc.** – Veteran's High Risk Security Solutions, Inc. has experience in the transportation and protection of human assets; however, they did not demonstrate specific experience related to the transport of cash, coin, or checks to a vaulted location. The consensus among the evaluation committee was that the firm lacked relevant experience and resources necessary to perform the requested services. Additionally, their

proposed pricing was more than double the amount the City currently pays for comparable services through its existing provider.

**Wright Dynamics** – Wright Dynamics, based in Maryland, does not maintain a local office to provide armored car services. Their proposal included subcontracting services to Brinks, Inc., and established armored transport company. While Brinks, Inc. is recognized by the National Armored Car Association (NCAA) and has the necessary experience to meet the City's contract requirements, the proposed monthly cost- more than double what the City currently pays for comparable services- was deemed excessive. The additional cost associated with subcontracting significantly exceeds the City's current monthly cost for similar services.

**Summary Recommendation-**

The evaluation committee unanimously agreed to recommend rejection of all bids. Wright Dynamics, headquartered in Maryland, does not maintain a local office to provide armored car services and proposed subcontracting the work to Brinks, a local provider. However, the cost of their proposed contract was more than double the amount the City currently pays to Loomis Armored Car Services.

Veteran's High Risk Security Solutions, Inc. has experience in the transportation and protection of human assets but did not demonstrate specific experience in handling cash, coin, or checks.

Given the significantly higher costs proposed by both firms and the lack of relevant experience or local presence, the committee concluded that rejecting all bids is in the best interest of the City of Fresno.