

LISTING OF PROPOSERS

FOR: SECURITY SERVICES FOR THE WASTEWATER TREATMENT FACILITY

RFP No. 9535

RFP Opening: 11/17/20

PROPOSERS (In alphabetical order)	TOTAL PROPOSAL AMOUNT
1. ALLTECH INDUSTRIES INC 4781 E. GETTYSBURG AVE SUITE 111 FRESNO, CA 93726	See Matrix and Committee Report
2. AMERICAN GUARD SERVICES INC 433 E. KEATS AVE SUITE 5 & 6 FRESNO, CA 93710	
3. BORUNDA PRIVATE SECURITY 1308 CLOVIS AVE #102 CLOVIS, CA 93612	
4. CONTACT SECURITY INC 2491 ALLUVIAL AVE #180 CLOVIS, CA 93611	
5. DOTHAN SECURITY INC P.O. BOX 31403 STOCKTON, CA 95213	
6. FRESNO COUNTY PRIVATE SECURITY 2150 TULARE ST FRESNO, CA 93721	
7. GEIL ENTERPRISES INC DBA CIS SECURITY 1945 N HELM AVE SUITE 102 FRESNO, CA 93727	
8. POWER SECURITY GROUP INC 1390 W 6TH STREET #120 CORONA, CA 92882	
9. ST GEORGE PRIVATE SECURITY INC 690 E BULLARD AVE SUITE 103 FRESNO, CA 93710	
10. TURNER SECURITY SYSTEMS 120 W. SHIELDS AVE. FRESNO, CA 93705	
11. UNIVERSAL PROTECTION SERVICES LP DBA ALLIED UNIVERSAL SECURITY SERVICES 600 W SHAW AVE SUITE 200 FRESNO, CA 93704	
12. VIGILANT PRIVATE SECURITY INC	

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2100 N WINERY AVE #102
FRESNO, CA 93703

Each proposer has agreed to allow the City one hundred twenty (120) days from date proposals were opened to accept or reject their proposal.

DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

Award contract to TURNER SECURITY SYSTEMS in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Remarks:

Department Head Approval

Michael Carbajal

Title Director of Public Utilities

Date 1-13-21

Approve Dept. Recommendation

Approve Finance/Purchasing Recommendation

Disapprove

Disapprove

See Attachment

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FINANCE DEPARTMENT

CITY MANAGER

msperal 01/26/2021
Purchasing Manager Date

Dommy Zelle *Hoffman*
City Manager or Designee Date
1/27/2021

Michael Lewis *1/27/21*
Finance Director Date

REPORT FROM EVALUATION COMMITTEE
REQUEST FOR PROPOSAL # 9535
SECURITY SERVICES FOR THE WASTEWATER TREATMENT FACILITY

**REPORT FROM EVALUATION COMMITTEE
REQUEST FOR PROPOSAL FOR SECURITY SERVICES AT WASTEWATER TREATMENT
FACILITY
RFP NO. 9535**

COMMITTEE MEMBERS:

Rick Staggs– City of Fresno Wastewater Manager
Timothy Tompsett – City of Fresno Wastewater Maintenance Manager
Martin Wendels – DPU Project Manager
Craig Scharon – Client Advisor, California Manufacturing Technology Consultants
Panhia Moua – City of Fresno Purchasing Procurement Supervisor, Facilitator (Non-Voting Member)

BACKGROUND:

The goal of this Request for Proposal (RFP) was to solicit proposals to provide security services for the Wastewater Treatment Plant. The RFP specifications were distributed to forty one (41) prospective proposers through Planet Bids. In addition, the Notice Inviting Bids was advertised in the Business Journal. Twelve (12) proposals were received and publicly opened on November 17, 2020. One proposer's application submission was incomplete and was not included for consideration. These services consist of providing qualified security guards to ensure facility staff utilizes employee badges when entering and exiting the facility; provide and document the issuance of temporary badges to applicable employees, visitors, and vendors; and, report excessive temporary badge use to the safety officer of the Wastewater Treatment Facility.

Evaluation of security firms' proposals were based on; ability; conformance to requirements, terms and conditions of RFP; financial stability; past performance and experience; qualifications of key personnel; employee training and supervision; guard monitoring system; and type and quality of equipment proposed as well as cost.

EVALUATION BY COMMITTEE:

Alltech Industries:

The proposer is a regional company with home offices in Montebello, CA; and, a local office in Fresno. The majority of their clients are in the southern half of California. This proposer has shown no experience in entrance gate security. Their Emergency Call phone number is in Oceanside. This created a concern of personnel availability on an emergency need basis. Their bid of \$131,913.60 was the second lowest.

American Guard Services:

This proposer is a national firm with a regional office in Visalia. They have Wastewater Treatment Plant security experience, serving the City of Visalia. Their proposal cost was the fifth lowest \$145,250.56. They conformed to all the RFP requirements.

Borunda Private Security:

This proposer's bid of \$131,040 was the lowest bid. They have no municipal or utility experience. Additionally, in their informational material they included mandatory price increases which were not included in their bid. The committee felt that, comparatively, there were other proposers with greater related experience.

Contact Security:

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SECURITY SERVICES FOR THE WASTEWATER TREATMENT FACILITY

This proposer's bid of \$148,919.68 was seventh lowest. Contact Services are located in Brea, CA, also with a local office. They conformed to all the RFP requirements.

Dothan Security:

The proposer is a national company with a regional office in Stockton, Ca. \$155,908.48 was the eight lowest. They conformed to all the RFP requirements.

Fresno County Private Security:

This proposer is a local business with local clients including the Fresno Fair. Their bid of \$168,896 was the eleventh lowest, or, highest.

Geil Enterprises:

This proposer conformed to all the RFP requirements, and currently provides services at the Wastewater Treatment Plant with satisfactory service. Of the twelve proposers their cost proposal was the ninth lowest at \$157,888.64.

* Power Security Group:

This proposer's submission was incomplete and was not included for consideration, missing a Proposal Deposit after two additional contacts by the Finance Department's Purchasing Division.

St. George Private Security:

This proposer conformed to all the RFP requirements. They provided very little information concerning clients and activities. They are a local company. Their bid of \$160,160 was the tenth lowest.

Turner Security Systems:

This proposer is a large, local firm with extensive experience, providing security guards for Industrial, Shopping Centers, Construction Sites, Apartment Complexes and Home Owner Associations (HOA), Agricultural, Office Complexes, and Hospitals qualifying them to meet the RFP service requirements. Additionally, their size represents availability of additional local personnel quickly if needed. Turner was the third lowest bid at \$138,320.

Universal Protection Services:

This proposer's home office is in Delaware with multiple regional offices including Santa Ana, Sacramento, and an office in Fresno. They conformed to all the RFP requirements. \$139,717.76 was the fourth lowest.

Vigilant Private Security:

This proposer is a local company with a range of clientele. They conformed to all the RFP requirements. \$145,541.76 was the sixth lowest bid.

RECOMMENDATION

Turner Security Systems submitted the proposal that complied with the specifications, meeting

**REPORT FROM EVALUATION COMMITTEE
REQUEST FOR PROPOSAL # 9535
SECURITY SERVICES FOR THE WASTEWATER TREATMENT FACILITY**

the interest of the City and the objectives of this project with the best proposal price. Their proposal meets all the RFP requirements and offers the best value to the City. This was based on the size of the company, past experience, and ability meet the requirements of the contract. During the proposal evaluation, the committee determined that Turner Security Systems provides the most responsive proposal to the City's needs and requirements. The opinion of the committee was that the remainder of the proposers were higher cost and/or did not meet the needs of this contract as well as Turner Security Systems. Additionally, the Committee felt interviews were not necessary, based on the quality of the information submitted by all proposers. The committee, therefore, recommends award of the contract to Turner Security Systems. See attached Summary of Information Submitted by Proposers.

SUMMARY OF INFORMATION SUBMITTED BY PROPOSERS
 REQUEST FOR PROPOSALS FOR SECURITY SERVICES AT WASTEWATER TREATMENT PLANT
 Bid No. 9535

Evaluation Criteria	Alltech Industries	American Guard Services	Borunda Private Security	Contact Security	Dothan Security	Fresno Co. Private Security	Geil Enterprises - CIS	Power Security Group
Cost, years 1-5	\$131,913.60 2	\$145,250.56 5	\$131,040.00 1	\$148,919.68 8	\$155,908.48 9	\$168,896.00 12	\$157,888.64 10	\$145,600.00 7
Ability to meet service requirements	No experience in industrial Gate Security	Yes	Majority of experience is in fruit and nut farm patrolling	Yes	Yes	Yes	Yes	
Past Performance & Experience	Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Conformance to the terms and conditions of RFP	Yes	Yes	Added costs in presentation not in proposal bid	Yes	Yes	Yes	Yes	NO - Omitted from consideration
Financial Stability as based on SOQ	Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Other	Emergency call number in Oceanside		No utility experience					

