

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 Scharton – 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:

REPORT FROM EVALUATION COMMITTEE  
REQUEST FOR PROPOSAL # 9535  
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.