

**LISTING OF PROPOSERS**

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FOR: RC RFP FOR ARMORED CAR TRANSPORT SERVICES

RFP No. 12500366

RFP Opening: 11/19/2024

**PROPOSERS**

(In alphabetical order)

**TOTAL PROPOSAL AMOUNT**

- |   |                       |
|---|-----------------------|
| 1. Veterans High Risk Security Solutions Inc.<br>75145 St. Charles Pl., Ste. 1<br>Palm Desert, CA 92211 | \$16,714.00 per month |
| 2. Wright Dynamics<br>8236 Kirk Farm Circle<br>Windsor Mill, MD 21244                                   | \$15,222.37 per month |

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 a contract in the amount of \$ \_\_\_\_\_  
to \_\_\_\_\_  
in accordance with the Selection Committee recommendation.

☒ Reject all proposals. Reason:

Remarks: The evaluation committee unanimously agreed to recommend rejection of all proposals. 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. Their proposal was also more than double the amount the City is currently paying.

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

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FOR: RC RFP FOR ARMORED CAR TRANSPORT SERVICES

RFP No. 12500366  
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**Department Head Approval**

DocuSigned by:  
  
035E35BA7D53442...

Title: City Controller/Finance Director

Date 9/2/2025

☒ Approve Dept. Recommendation

☐ Disapprove

☐ See Attachment

☒ Approve GSD/Purchasing Recommendation

☐ Disapprove

GENERAL SERVICES DEPARTMENT

CITY MANAGER

  
Purchasing Manager      09/08/2025  
Date

  
City Manager or Designee      9/11/25  
Date

DocuSigned by:  
  
99B07275D7A0A79  
General Services Director      9/8/2025  
Date

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

**COMMITTEE MEMBERS:**

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

**FACILITATOR:**

Dyan Ayala – Procurement Specialist, General Services Department, Purchasing Division

**BACKGROUND**

The goal of this Request for Proposals (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 proposals. 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 proposals is in the best interest of the City of Fresno.