

**REPORT FROM EVALUATION COMMITTEE  
REQUEST FOR PROPOSAL FOR  
SECURITY SERVICES PROGRAM AT MSC, CITY HALL AND VARIOUS OTHER CITY LOCATIONS  
(Interviews conducted on 8/28/2019 and 8/29/19)**

**COMMITTEE MEMBERS:**

- Robin O'Malley, Public Works Manager, Public Works Department
- Tony Hernandez, Parks Manager, PARCS Department
- Roxane Morse, Business Manager, Planning and Development Department
- Debra Bernard, Supervising Engineering Technician, Public Works Department
- Juan Palacio, Senior Engineering Technician, Public Works Department
- Maddie Morse, Senior Management Analyst, Public Works Department

**BACKGROUND**

The goal of this Request for Proposal (RFP) was to solicit proposals to provide professional security services at the Municipal Service Center, City Hall, and various other City locations. These services consist of providing qualified security guards to patrol and monitor City facilities in support of City employees, visitors, public, and property. Seven (7) valid proposals were received and publicly opened on June 4, 2019.

The evaluation committee reviewed all seven proposals between 6/26/19 and 7/11/19. After evaluating all seven responses, the committee decided that, due to the complexity and magnitude of the contract, it was best for the City to continue the evaluation process only with respondents whose proposal demonstrated a proven business model and experience in executing that model. As a result of that determination, four (4) companies were selected for follow-up interviews. Those who did not meet the criteria for an interview were: Fresno Advanced Security Transport, Inc. (No longer in business), Alltech Industries, Inc. and Code 3 Corp. Security, Inc.

**COMMITTEE NOTES**

The committee members evaluated the proposers on 1) The ability to meet the stated service requirements, 2) Cost as shown on the proposal form, 3) Past performance and experience with the City or other entities 4) Conformance to the terms and conditions of the RFP, 5) Financial Stability, 6) Exceptions to the RFP, and 7) Other related information provided by proposers.

**CIS SECURITY**

The City has experience with CIS as they are the current provider of these services at most of the locations in the RFP. CIS has been awarded the past several contracts, so they have a lot of historical knowledge about those locations and practices. However, of the four proposers interviewed, they had the highest cost proposal and the second highest overall at \$1,316,002.49. The City has also had issues with the service CIS has provided in that the City has had to make the same corrective requests multiple times over multiple years.

**POWER SECURITY GROUP, INC.**

Power Security Group is located in Corona, CA and has only been in business for 11 years, far less time than the other three proposers who were interviewed. They had the second lowest cost proposal

of those interviewed and fourth lowest overall at \$1,256,697.15. The committee felt that they did not adequately answer our interview questions and lacked the overall experience needed for this contract.

### **AMERICAN GUARD**

American Guard is a nationwide company with extensive experience. Their corporate office is in Los Angeles, but they are in the process of opening an office in Fresno. The committee was very impressed with the answers they provided to the interview questions. American Guard had the lowest cost proposal of those interviewed and the third lowest overall at \$1,251,778.58. They also were recently awarded the contract for security services at City Hall, manning the single point of entry. The committee feels that it would be beneficial to have continuity with both security contracts.

### **ALLIED UNIVERSAL SECURITY**

Allied Universal Security is a nationwide company with a west coast headquarters in Santa Ana and a branch office in Fresno. They provided adequate responses to the committee's interview questions; however, they expressed great concern over the PARCS aspect of the contract. This made the committee question their capabilities to perform the full scope of the contract. Allied Universal Security had the second to highest proposal of those interviewed and third highest overall at \$1,283,689.90.

### **SUMMARY RECOMMENDATION**

The committee agreed unanimously that American Guard was best suited for this RFP. Although the other candidates who were interviewed had decent presentations, American Guard stood out as the clear leader. They also had the lowest cost proposal of those interviewed. The committee felt that it would be beneficial to have a cohesive approach and have the same company perform all security services at City Hall.