

LISTING OF PROPOSERS

Page 1

FOR: CITYWIDE SECURITY SERVICES

RFP No. 9686

RFP Opening: 10/22/2024

PROPOSERS

(In alphabetical order)

1. Allite Patrol and Security Services Inc.
19711 Sherman Way Suite 107
Reseda, CA 91335
2. American Global Security, Inc.
9410 Topanga Canyon Blvd. Suite 203
Chatsworth, CA 91311
3. American Guard Services Inc.
433 E Keats Ave, Suite 5 & 6
Fresno, CA 93710
4. Citiguard, Inc.
22736 Vanowen St., Ste. 300
West Hills, CA 91307
5. Code 3 Corp Security Inc.
4969 E Clinton Way #104
Fresno, CA 93727
6. Command International Security Services
6189 Sepulveda Blvd. Suite 312
Van Nuys, CA 91405
7. Good Guard Security Inc.
4900 California Ave
Bakersfield, CA 93309
8. Inter-Con Security Systems
1683 N Helm Ave
Fresno, CA 93727
9. Nobelguard Security Inc.
380 Shady Lane 16
El Cajon, CA 92021
10. PalAmerican Security Inc.
1735 N First St STE 108
San Jose, CA 95112

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11. Peralta Management Co LLC dba Peralta Associates and Defense
7007 Washington Ave. STE. 240
Whittier, CA 90602
 12. Platinum Security Inc.
11300 W Olympic Blvd. Suite 900
Los Angeles, CA 90064
 13. SafeRock
1099 E Champlain Dr. Ste A
Fresno, CA 93720
 14. Carpe Diem 2024, LLC dba Scaife Protection Services
4320 Marine Ave #804
Lawndale, CA 90260
 15. Security Services Northwest
250 Center Park Way
Sequim, WA 98382
 16. Tactical Elegance
6597 E Raco Ave
Fresno, CA 93727
 17. Universal Protection Services, LP dba Allied Universal Services
4672 W Jennifer Ave #101
Fresno, CA 93704
 18. Vigilant Private Security Inc.
3170 N Chestnut Ave #100
Fresno, CA 93703
 19. WGS Group Inc.
9465 Wilshire Blvd, Penthouse
Beverly Hills, CA 90212
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Each proposer has agreed to allow the City one hundred twenty (120) days from date proposals were opened to accept or reject their proposal.

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DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

☒ Award a contract in the amount of \$ 3,350,000.00 per year plus annual CPI and minimum wage increases

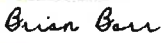
to Universal Protection Services, LP dba Allied Universal Services

in accordance with the Selection Committee recommendation.

☐ Reject all proposals. Reason:

Remarks:

Department Head Approval

DocuSigned by:

 99B07275D7AD479...
 Title Director
 Date 2/26/2025

☒ Approve Dept. Recommendation

☐ Disapprove

☐ See Attachment

☒ Approve GSD/Purchasing Recommendation

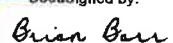
☐ Disapprove

GENERAL SERVICES DEPARTMENT

CITY MANAGER


 Purchasing Manager Date 02/26/2025


 City Manager or Designee Date 3/24/25

DocuSigned by:

 99B07275D7AD479...
 Services Director Date 2/26/2025

EVALUATION COMMITTEE REPORT

REQUEST FOR PROPOSALS REQUIREMENTS CONTRACT FOR CITYWIDE SECURITY SERVICES RFP NO. 9686

COMMITTEE MEMBERS

- Antonio Buelna – Assistant Director, Capital Projects Department
- Bobbie Garcia – Senior Management Analyst, PARCS Department
- John Turnipseed – Wastewater System Supervisor, Department of Public Utilities
- Martin Wendels – Project Manager, Department of Public Utilities
- Mike Carbajal – Operations Manager, PARCS Department
- Ozzie Naranjo – Operations Manager, PARCS Department
- Paul Amico – Assistant Director, Department of Public Utilities
- Robin O'Malley – Facilities Manager, Facilities Division, General Services Department

COMMITTEE FACILITATORS

- Sandra Gamez – Procurement Supervisor, Purchasing Division, General Services Department
- Veronica Maresca – Procurement Specialist, Purchasing Division, General Services Department

BACKGROUND

The City of Fresno solicited proposals from qualified service providers to provide security services across multiple City departments. The purpose of the solicitation was to secure a service provider that could meet the City's operational needs in accordance with the requirements outlined in the Request for Proposals (RFP). The request was for a one (1) year contract with four (4) optional one-year extensions.

The City advertised the RFP on September 19, 2024.

There were 628 potential proposers automatically notified by Planet Bids, seventy-five of which downloaded the RFP documents. The City received nineteen proposals by the October 22, 2024 deadline:

- Allite Patrol and Security Services, Inc.
- American Global Security, Inc.
- American Guard Services, Inc.
- Citiguard, Inc.
- Code 3 Corp Security Inc.
- Command International Security Services
- Good Guard Security Inc.
- Inter-Con Security Systems
- Nobelguard Security Inc.
- PalAmerican Security Inc.
- Peralta Management Co. LLC dba Peralta Associates and Defense
- Platinum Security Inc.
- SafeRock
- Carpe Diem 2024, LLC dba Scaife Protection Services
- Security Services Northwest
- Tactical Elegance

- Universal Protection Services, LP dba Allied Universal Services
- Vigilant Private Security, Inc.
- WGS Group Inc.

SIGNIFICANT EVENTS

RFP Release: September 19, 2024
 Opening: October 22, 2024
 Committee Meeting #1: January 10, 2025
 Committee Meeting #2: January 23, 2025
 Interviews Held: January 31, 2025 & February 3, 2025
 Best and Final Offer Requested: February 3, 2025
 Final Committee Selection: February 3, 2025

EVALUATION CRITERIA

To ensure a fair and thorough evaluation, a selection committee was formed with representatives from the Capital Projects Department, Department of Public Utilities, PARCS Department, and the General Services Department. The evaluation criteria for this RFP included:

1. Cost as shown on the Cost Proposal Worksheet.
2. Ability to meet the stated service requirements.
3. Past Performance and Experience based on References and experience.
4. Conformance to the terms and conditions of the RFP.
5. Other related information.

COMMITTEE NOTES

Each committee member independently scored the proposals, and the total scores were compiled by the Purchasing Division. A significant gap in scores emerged between the top three proposers and the remaining submissions, prompting the committee to proceed with interviews exclusively for the top three. Each shortlisted proposer was asked the same set of pre-prepared questions and given equal time for their interview. The top three proposers were:

- American Global Security Inc.
- American Guard Services Inc.
- Universal Protection Services, LP dba Allied Universal Services.

American Global Security Inc.

American Global Security Inc. conducted a satisfactory interview, demonstrating a structured approach to staffing, training, and performance management. However, as a non-local vendor, concerns arose regarding their ability to quickly establish a strong and reliable security team in Fresno. While they presented a transition plan, including opening a local office before the contract start date, the committee felt additional time might be needed to fully scale their operations and meet the City's security demands.

American Global emphasized a rigorous recruitment and training process, including an eight-step hiring procedure with background checks, FBI clearances, and multiple interview stages. Their training covers emergency response, interactions with the public and unhoused individuals, and fire watch protocols, exceeding state requirements with quarterly refresher courses and additional supervision as needed. They expressed willingness to retain existing City security personnel, provided they meet American Global standards. To ensure effective communication, American

Global proposed a dedicated account manager, a regional vice president as a secondary contact, and a 24/7 dispatch center for emergencies, with City staff receiving daily and incident reports. Their quality assurance measures include real-time tracking, geo-fencing, GPS monitoring, random supervisor visits, and regular performance reviews, with all disciplinary and commendation reports accessible to City staff.

American Global highlighted their experience in adapting security operations, citing examples from a solar farm in the Mojave Desert and their contract with the City of Pomona, where they enhanced patrols and worked closely with law enforcement. They also demonstrated expertise with security technology, including baggage scanners, body cameras, RFID checkpoints, and dashcams, while maintaining a 90% hybrid fleet and a paperless management system. Although American Global does not currently have a Fresno branch, they committed to opening a local office before the contract start date, bringing experienced personnel to oversee the transition. Their presentation emphasized their rapid growth, California-focused operations, and compliance record, noting that they were the only security firm audited by BSIS with zero violations. Despite their structured approach, the committee remained cautious about their ability to quickly establish a full-scale local presence.

American Guard Services Inc.

American Guard Services Inc., the City's incumbent provider, has successfully partnered with the City for the past five years, demonstrating strong communication and flexibility, particularly in accommodating last-minute emergency requests. Their recruitment process is centralized in Los Angeles, with a dedicated team of 12 recruiters sourcing personnel across the state. New hires undergo orientation, post-specific training, and ongoing supervision. While their contract has expanded over time, concerns arose during the interview regarding transparency. Despite having sophisticated KPI reporting tools available at no cost, the company had not previously offered this service to the City. Additionally, it was revealed that the magnetometers leased by the City should have been replaced every two to three years, but no proactive communication was made regarding necessary replacements.

American Guard emphasized their investment in the City's contract, particularly during COVID-19, absorbing overtime costs without additional charges. They highlighted their experience in providing baggage scanners and magnetometers to government facilities, committing to replacing outdated equipment if awarded the contract. Their technology suite includes TrackTik communications, inside and outside dashcams, body cameras for road supervisors, and armed road supervisors for enhanced security. While they have maintained a turnover rate below 20% for the City and expressed commitment to long-term partnerships, they declined to submit a Best and Final Offer, stating they had already provided their best pricing. Additionally, they had key personnel arrive late to the interview, raising concerns about responsiveness and engagement.

Universal Protection Services, LP dba Allied Universal Services

Universal Protection Services, LP dba Allied Universal Services delivered the strongest interview, presenting a comprehensive and well-structured approach to meeting the City of Fresno's security needs. Their proposal includes increased staffing for improved coverage, advanced officer training in de-escalation and emergency response, and cutting-edge technology integration for real-time monitoring and reporting. Allied Universal ensures clear communication through a dedicated account manager, 24/7 branch manager access, and proprietary HELIAUS devices, which provide real-time updates. Their quality assurance framework leverages AI-driven business intelligence, advanced scheduling, and compliance tracking to enhance accountability. With an established local presence, including 530 employees and 66 clients in Fresno, they demonstrated a strong understanding of regional security needs.

Allied Universal's technological expertise extends to baggage scanners and magnetometers, servicing hundreds of government clients nationwide, including Fresno County and the Fresno

Unified School District. Additionally, they agreed to a 7.37% reduction in their Best and Final Offer, resulting in a 4.07% annual savings for the City. Their commitment to innovation, coupled with their established market presence and willingness to collaborate, positioned them as the strongest candidate for award.

SUMMARY RECOMMENDATION

After thorough review of the proposals received, interviews, and Best and Final Offers, the committee unanimously recommends awarding a one (1) year contract with four (4) optional one-year extensions in an amount not to exceed \$3,350,000.00 per year plus annual CPI increases and minimum wage increases, to Universal Protection Services LP dba Allied Universal Services as the best value to the City.