

**REPORT FROM EVALUATION COMMITTEE  
REQUEST FOR PROPOSAL FOR SECURITY SERVICES AT WASTEWATER TREATMENT PLANT  
RFP NO. 9245**

**COMMITTEE MEMBERS:**

Rick Staggs, Chief of Wastewater Treatment Operations  
Mark Johnson – Public Works Manager, Public Works Dept. – Special Projects  
Ron Allred - Citizen  
Laura Rapp, Buyer II- Finance/Purchasing Facilitator

**BACKGROUND:**

The goal of this Request for Proposal (RFP) was to solicit proposals to provide Security Services for the Wastewater Treatment Plant. Seventy one (71) proposals were distributed and eight (8) were received and publicly opened on June 24, 2014. These services consist of providing qualified security guards to monitor and operate security surveillance camera system and take appropriate action to ensure the safety of all authorized individuals present at the RWRF; regulate activities in the monitored parking lots to assist in the prevention of theft and/or vandalism; ensure Facility staff utilizes employee badges when entering and exiting the Facility; provide and document the issuance of temporary employee badges in a manner similar to Visitor badges; and report excessive temporary badge use to the RWRF Security Manager of the Wastewater Treatment Facility, in support of City employees, visitors, public, and property. A Last, Best and Final was issued for this proposal, with a bid opening date of September 23, 2014.

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:**

CIS Security:

This proposer conformed to all the RFP requirements, and currently provides services at the Wastewater Treatment Plant with satisfactory service. Of the eight proposers their cost proposal was the fourth highest at \$97,086.08. CIS assigns a manager directly to oversee the Wastewater Treatment Plant contract and is available 24 hours – 7 days a week. CIS uses a 24 hour operations center to monitor guards at check-in of each shift and throughout their shift with radio communication. Proposer offers RFID (radio frequency identification) and ProxiGuard Tour System (computer technology) to track and record security officers' rounds and activities. There were no apparent deficiencies in CIS proposal based on the RFP evaluation Criteria. The references were checked and the response was good.

Turner Security Systems, Inc.:

This proposer had the second highest proposal cost at \$107,744. Turner is a large firm with extensive experience, qualifying them to meet the RFP service requirements. However, when asked to submit a "last final bid" their price increased.

Ameriguard:

This proposer is a local firm who has Wastewater Treatment Plant security experience, serving the City of Visalia. Their proposal cost was the sixth highest \$92,426.88. They conformed to all the RFP requirements. If Ameriguard were hired they would require substantial training whose expenditure of time and money would be borne by the (City) (facility). Additionally, with only a 5 percent difference in this proposer and the current vendor, also a proposer, the facility believes that the training issue, coupled with potential uninterrupted transition of remaining with the current vendor, more than outweighs the comparatively minor cost difference.

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Security Enforcement Alliance:

The proposer's cost was the lowest of all participants at \$84,797.44. While they have the ability to meet service requirements outlined in the RFP, they have only event security experience and no municipal security experience. During the RFP process, they changed their Scope of Services and added locations not asked for in the RFP.

American Guard:

This proposer's experience is not relevant to municipal security requirements. In conforming to the terms and conditions of the RFP, they excluded all addendums. Their proposal cost, at \$85,671.04 was the seventh highest of all participants. During the pre-bid meeting for this RFP, it was made clear that the City of Fresno has its own software utilized for security services and prefers to continue to utilize it for this contract. However, this proposer included a software program of their own, in spite of that requirement.

Image Security Services:

This proposer was unable to show that they had the ability to meet the service requirements. They have been in business for less than two years, and their security experience is limited to shopping centers. Their proposal bid was the third highest at \$97,726.72.

ABM:

This proposer's cost was the fifth highest at \$95,979.52. While they appear to have the ability to meet the service requirements of the RFP, they did not meet all of the terms and conditions of the RFP. They were contacted many times to provide further documents, but no response was ever received.

Troy Security:

This proposer's cost was the highest of all participants at \$138,611.20. They do not meet the service requirements as their work history is primarily as body guards, with no municipal experience,

**RECOMMENDATION**

CIS Inc. submitted the proposal that complied with the specifications, meeting 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 performances, and ability meet the requirements of the contract. During the proposal evaluation, staff determined that CSI Inc. provides the most responsive proposal to the City's needs and requirements. The committee, therefore, recommends award of the contract to CIS Inc. See attached Summary of Information Submitted by Proposers