REPORT FROM EVALUATION COMMITTEE
REQUEST FOR PROPOSAL FOR
ARMED SECURITY SERVICES FOR CITY HALL
(Interviews conducted on 4/8/2019 and 4/12/19)

COMMITTEE MEMBERS:

- Robin O'Malley, Public Works Manager, Public Works Department
- Maddie Morse, Senior Management Analyst, Public Works Department
- Debra Bernard, Supervising Engineering Technician, Public Works Department
- Juan Palacio, Senior Engineering Technician, Public Works Department

BACKGROUND

The goal of this Request for Proposal (RFP) was to solicit proposals to provide professional armed security services at City Hall. The vendor will be responsible for manning the single point of entry at the first floor entrance.

Proposals were submitted by four vendors according the Request for Proposal March 12, 2019 deadline. The summary of Proposals submitted by the four vendors is attached.

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.

FRESNO ADVANCED SECURITY AND TRANSPORT (F.A.S.T.)

The city has experience with F.A.S.T. as they currently provide an armed guard in UB&C at both City Hall and Manchester Center. The committee noted that there are no issues with the current services they provide. However, they are a small local company and have only been in business for less than 5 years. In the interview process, it was established that F.A.S.T. has no relative experience manning magnetometers or baggage scanners. Their proposal was third highest at $288,515.60. The committee feels that they lack the experience needed for this contract.

TURNER SECURITY SYSTEMS, INC.

During this proposer's interview it became obvious that they thought the RFP was for the patrol security services in City Hall, which CIS currently has a contract for. The committee believes they did not read the RFP in its entirety since it clearly states what the contract is for. Turner also had no relative experience manning magnetometers or baggage scanners. Their proposal was second highest at $299,000 and they are a local company. The committee feels that they lack the experience needed for this contract.

ALLTECH INDUSTRIES, INC.

Alltech Industries is based out of Los Angeles and has a local office in Fresno. In the interview process it was established that they have no relative experience manning magnetometers and baggage scanners. Based on answers provided to some of the interview questions, the committee felt that they also believed they were providing a proposal for patrol security services at City Hall. Alltech's proposal was lowest at $240,515.60, which is $48,019.40 less than the next highest proposal and not in line with the other three. The committee feels that they lack the experience needed for this contract.

AMERICAN GUARD

American Guard is a nationwide company with extensive experience manning magnetometers and baggage scanners. The committee was very impressed with the answers they provided to the interview questions. They were the only proposer who presented the option for the City to lease the needed equipment. They also provide their own training for the equipment. American Guard's proposal was the highest at $327,584,40 but the committee feels that it is well within the expected cost for the scope of work.

SUMMARY RECOMMENDATION

The committee agreed unanimously that American Guard was best suited for this RFP. The other candidates did not have the specific experience needed to perform the duties of the RFP. American Guard offered to lease the equipment to the City, which includes maintenance and replacement costs. This will save the City time and money.