

**Ning**  
**CITY OF EL PASO, TEXAS**  
**AGENDA ITEM**  
**DEPARTMENT HEAD'S SUMMARY FORM**

**AGENDA DATE:** October 8, 2024  
**PUBLIC HEARING DATE:** Not Applicable

**CONTACT PERSON(S) NAME AND PHONE NUMBER:**  
Joseph Montisano, Zoo Director (915) 212-2800  
K. Nicole Cote, Managing Director (915) 212-1092

**DISTRICT(S) AFFECTED:** All

**STRATEGIC GOAL:** No. 2 – Set the Standard for a Safe and Secure City

**SUBGOAL:** 2.3 – Increase public safety operational efficiency

**SUBJECT:**

Discussion and action on the award of Solicitation No. 2024-0076 Security Guard Services - Zoo to TriCorps Security, Inc., for a term of three (3) years for an estimated amount of \$1,459,800.00. This contract will allow the Zoo to maintain its facilities safe for the public and employees.

**BACKGROUND / DISCUSSION:**

The Contractor shall provide security services as described herein for the El Paso Zoo.

**SELECTION SUMMARY:**

Solicitation was advertised on December 12, 2023. The solicitation was posted on City website on December 12, 2023. There were a total number in twenty-four (24) viewers online; eleven (11) bids were received; four (4) from local suppliers.

**CONTRACT VARIANCE:**

The difference based in comparison to the previous contract is as follows: An increase of \$202,140.00 for the annual term, which represents a 16.07% increase due to the increase in hourly rate.

**PROTEST**

No protest received for this requirement.

**PRIOR COUNCIL ACTION:**

Not applicable.

**AMOUNT AND SOURCE OF FUNDING:**

Amount: \$2,451,000.00

Funding Source: Zoo Operations

Account: 452 – 3400 – 52130 – 522120 – P5234

**HAVE ALL AFFECTED DEPARTMENTS BEEN NOTIFIED? X YES \_\_\_ NO**

**PRIMARY DEPARTMENT:** Zoo

**SECONDARY DEPARTMENT:** Purchasing & Strategic Sourcing

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

Guillermo Diaz For Joseph Montisano

Joseph Montisano, Zoo Director



Project Form  
Best Value Bid

\*\*\*\*\*Posting Language Below\*\*\*\*\*

Please place the following item on the Regular Agenda for the City Council of October 8, 2024.

Strategic Goal 2 - Set the Standard for a Safe and Secure City

The linkage to the Strategic Plan is subsection: 2.3 Increase public safety operational efficiency

**Award Summary:**

Discussion and action on the award of Solicitation No. 2024-0076 Security Guard Services - Zoo to TriCorps Security, Inc., for a term of three (3) years for an estimated amount of \$1,459,800.00. This contract will allow the Zoo to maintain its facilities safe for the public and employees.

**Contract Variance:**

The difference based in comparison to the previous contract is as follows: An increase of \$202,140.00 for the annual term, which represents a 16.07% increase due to the increase in hourly rate.

Department:	Zoo
Award to:	TriCorps Security, Inc.
City & State:	Oklahoma City, OK
Item(s):	All
Initial Term:	3 Years
Option Terms:	NA
Total Contract Time:	3 Years
Total Annual Estimated Award:	\$486,600.00
Total Initial Term Estimated Award:	\$1,459,800.00
Total Option Term Estimated Award:	NA
Total Estimated Award:	\$1,459,800.00
Account(s)	452 – 3400 – 52130 – 522120 – P5234
Funding Source(s):	Zoo Operations
District(s):	All

This was a Best Value Bid Procurement - unit price contract.

The Purchasing & Strategic Sourcing Department and Zoo Department recommend award as indicated to TriCorps Security, Inc., the highest ranked bidder based on the evaluation factors established in the evaluation criteria for this procurement and to deem Carl Wayne Govan dba Texas Crime Prevention & Investigation non-responsive due to failure to submit the required bid form.

It is requested that the City Manager be authorized to establish the funding sources and make any necessary budget transfers and execute any and all documents necessary for execution of this award.

In accordance with this award, the City Manager or designee is authorized to exercise future options if needed.

CITY OF EL PASO BEST VALUE SCORESHEET

PROJECT: 2024-0076 Security Guard Services - Zoo

Evaluation of Submittal

	TriCorps Security, Inc. El Paso, TX	Trans America Protection Corporation El Paso, TX	Signal 88, LLC dba Signal 88 Security Omaha, NE	Night Eyes Protection Services, Inc. El Paso, TX	Blackstone Security Services of Texas, Inc. Dallas, TX	iGuard Protective Services North Hollywood, CA	Omar Chavez dba Guardia Worldwide, LLC El Paso, TX	Mike Garcia Merchant Security, LLC El Paso, TX	United Protective Services Los Angeles, CA	Vets Securing America, Inc. dba Vets Securing America San Antonio, TX	Carl Wayne Govan dba Texas Crime Prevention & Investigation Dallas, TX
<b>Factor A - Price</b>											
MAX POINTS	35										
	\$ 486,600.00	\$ 406,500.00	\$ 517,786.00	\$ 466,900.00	\$ 503,829.00	\$ 684,350.00	\$ 453,226.00	\$ 420,625.00	\$ 643,950.00	\$ 740,733.00	
	29.24	35.00	27.48	30.47	28.24	20.49	31.39	33.83	22.09	19.21	
<b>Factor B - Experience – Comparable Contracts</b>											
	30										
	28.67	22.33	20.33	23.00	26.33	21.33	24.67	24.00	28.33	21.67	
<b>Factor C - References</b>											
	25										
	25.00	21.67	20.00	25.00	15.00	23.33	8.33	0.00	15.00	0.00	
<b>Factor D - Employee Medical Benefit and Incentives</b>											
	10										
	8.00	2.00	8.00	2.00	8.00	2.00	0.00	2.00	0.00	0.00	
<b>TOTAL SCORE</b>	100	90.90	81.00	80.81	80.47	77.57	67.16	64.39	59.83	57.43	40.87
Rank	1	2	3	4	5	6	7	8	9	10	

Offer deemed Non-Responsive.  
Not Evaluated



**CITY OF EL PASO**  
**BID TABULATION FORM**



BID TITLE: Security Guard Services - Zoo BID NO: 2024-0076  
 BID DATE: January 17, 2024 DEPARTMENT: ZOO

				Blackstone Security Services of Texas, Inc. Dallas, TX Bidder 1 of 11			Omar Chavez dba Guardia Worldwide, LLC Paso, TX Bidder 2 of 11			iGuard Protective Services North Hollywood, CA Bidder 3 of 11			Mike Garcia Merchant Security, LLC El Paso, TX Bidder 4 of 11		
Item No.	Description	Unit of Measure	Approximate Estimate Quantities (A)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)
1	Standard Operations - Security Guard Unarmed Security Guard Services	Hourly	19000	\$ 18.87	\$ 358,530.00	\$ 1,075,590.00	\$ 16.75	\$ 318,250.00	\$ 954,750.00	\$ 25.50	\$ 484,500.00	\$ 1,453,500.00	\$ 15.75	\$ 299,250.00	\$ 897,750.00
2	Standard Operations - Shift Supervisor Unarmed Security Guard Services	Hourly	3000	\$ 18.87	\$ 56,610.00	\$ 169,830.00	\$ 18.75	\$ 56,250.00	\$ 168,750.00	\$ 30.00	\$ 90,000.00	\$ 270,000.00	\$ 15.75	\$ 47,250.00	\$ 141,750.00
3	Standard Operations - Security Guard (Part-Time, 6 Months) Unarmed Security Guard Services	Hourly	1200	\$ 18.87	\$ 22,644.00	\$ 67,932.00	\$ 16.75	\$ 20,100.00	\$ 60,300.00	\$ 25.50	\$ 30,600.00	\$ 91,800.00	\$ 15.75	\$ 18,900.00	\$ 56,700.00
4	Unarmed Security Guard Services (As needed Basis)	Hourly	3500	\$ 18.87	\$ 66,045.00	\$ 198,135.00	\$ 16.75	\$ 58,625.00	\$ 175,875.00	\$ 25.50	\$ 89,250.00	\$ 267,750.00	\$ 15.75	\$ 55,125.00	\$ 165,375.00
<b>Total</b>					<b>\$ 503,829.00</b>	<b>\$ 1,511,487.00</b>		<b>\$ 453,225.00</b>	<b>\$ 1,359,675.00</b>		<b>\$ 694,350.00</b>	<b>\$ 2,083,050.00</b>		<b>\$ 420,525.00</b>	<b>\$ 1,261,575.00</b>

<p align="center"><b><u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u></b></p> <p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. THE TERM OF THIS CONTRACT SHALL BE BASED ON ONE OF THE SELECTIONS BELOW AND UNDER THE SAME TERMS AND CONDITIONS. THE CITY MANAGER OR DESIGNEE MAY EXTEND THE OPTION TO EXTEND.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p>				
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
AMENDMENTS ACKNOWLEDGED:	YES	YES	YES	YES

BIDS SOLICITED: 268    LOCAL BIDS SOLICITED: 92    BIDS RECEIVED: 11    LOCAL BIDS RECEIVED: 4    NO BID: 3

NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.



CITY OF EL PASO

BID TABULATION FORM



BID TITLE: Security Guard Services - Zoo BID NO: 2024-0076  
 BID DATE: January 17, 2024 DEPARTMENT: ZOO

Item No.	Description	Unit of Measure	Approximate Estimate Quantities (A)	NightEyes Protective Services, Inc. El Paso, TX Bidder 5 of 11			Signal 88, LLC dba Signal 88 Security Omaha, NE of 11 Bidder 6			Carl W Govan dba Texas Crime Prevention & Investigation Dallas, TX Bidder 7 of 11			Trans America Protection Corporation Paso, TX Bidder 8 of 11		
				Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)
1	Standard Operations - Security Guard Unarmed Security Guard Services	Hourly	19000	\$ 17.00	\$ 323,000.00	\$ 969,000.00	\$ 18.88	\$ 358,720.00	\$ 1,076,160.00	Bid Form Not Provided	Bid Form Not Provided	Bid Form Not Provided	\$ 15.00	\$ 285,000.00	\$ 855,000.00
2	Standard Operations - Shift Supervisor Unarmed Security Guard Services	Hourly	3000	\$ 19.00	\$ 57,000.00	\$ 171,000.00	\$ 21.88	\$ 65,640.00	\$ 196,920.00	Bid Form Not Provided	Bid Form Not Provided	Bid Form Not Provided	\$ 17.00	\$ 51,000.00	\$ 153,000.00
3	Standard Operations - Security Guard (Part-Time, 6 Months) Unarmed Security Guard Services	Hourly	1200	\$ 17.00	\$ 20,400.00	\$ 61,200.00	\$ 19.88	\$ 23,856.00	\$ 71,568.00	Bid Form Not Provided	Bid Form Not Provided	Bid Form Not Provided	\$ 15.00	\$ 18,000.00	\$ 54,000.00
4	Unarmed Security Guard Services (As needed Basis)	Hourly	3500	\$ 19.00	\$ 66,500.00	\$ 199,500.00	\$ 19.88	\$ 69,580.00	\$ 208,740.00	Bid Form Not Provided	Bid Form Not Provided	Bid Form Not Provided	\$ 15.00	\$ 52,500.00	\$ 157,500.00
<b>Total</b>					<b>\$ 466,900.00</b>	<b>\$ 1,400,700.00</b>		<b>\$ 517,796.00</b>	<b>\$ 1,553,388.00</b>		Bid Form Not Provided	Bid Form Not Provided		<b>\$ 406,500.00</b>	<b>\$ 1,219,500.00</b>

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BID TABULATION FORM



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 BID DATE: January 17, 2024 DEPARTMENT: ZOO

Item No.	Description	Unit of Measure	Approximate Estimate Quantities (A)	TriCorps Security, Inc. Oklahoma City, OK Bidder 9 of 11			United Protective Services Los Angeles, CA Bidder 10 of 11			Vets Securing America, Inc. dba Vets Securing America San Antonio, TX Bidder 11 of 11			Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)
				Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)			
1	Standard Operations - Security Guard Unarmed Security Guard Services	Hourly	19000	\$ 18.00	\$ 342,000.00	\$ 1,026,000.00	\$ 23.50	\$ 446,500.00 Bidder \$448,500.00	\$ 1,339,500.00	\$ 27.49	\$ 522,310.00	\$ 1,566,930.00	\$ -		\$ -
2	Standard Operations - Shift Supervisor Unarmed Security Guard Services	Hourly	3000	\$ 20.00	\$ 60,000.00	\$ 180,000.00	\$ 29.00	\$ 87,000.00	\$ 261,000.00	\$ 29.74	\$ 89,220.00	\$ 267,660.00	\$ -	\$ -	\$ -
3	Standard Operations - Security Guard (Part-Time, 6 Months) Unarmed Security Guard Services	Hourly	1200	\$ 18.00	\$ 21,600.00	\$ 64,800.00	\$ 23.50	\$ 28,200.00	\$ 84,600.00	\$ 27.49	\$ 32,988.00	\$ 98,964.00	\$ -	\$ -	\$ -
4	Unarmed Security Guard Services (As needed Basis)	Hourly	3500	\$ 18.00	\$ 63,000.00	\$ 189,000.00	\$ 23.50	\$ 82,250.00	\$ 246,750.00	\$ 27.49	\$ 96,215.00	\$ 288,645.00	\$ -	\$ -	\$ -
<b>Total</b>					\$ 486,600.00	\$ 1,459,800.00		\$ 643,950.00	\$ 1,931,850.00		\$ 740,733.00	\$ 2,222,199.00		\$ -	\$ -

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AMENDMENTS ACKNOWLEDGED:	YES	YES	YES

BIDS SOLICITED: 268 LOCAL BIDS SOLICITED: 92 BIDS RECEIVED: 11 LOCAL BIDS RECEIVED: 4 NO BID: 3

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## 6. Viewers List

### 2024-0076 Security Guard Services - Zoo Viewer's List

<u>No.</u>	<u>Participant Name</u>	<u>Response Dat</u>	<u>Response Status</u>	<u>City</u>	<u>State</u>
1	Construction Reporter		Viewed	Albuquerque	NM
2	Diamond Business Services, Inc ASI# 550053		Viewed	Amarillo	TX
3	Unlimited Security Specialists TX, Inc.		Viewed	Austin	TX
4	Providers International	01/17/2024	No Bid	Carmichael	CA
5	Texas Crime Prevention & Investigation	12/13/2023	Submitted	Dallas	TX
6	Guardia Worldwide L.L.C.	01/17/2024	Submitted	El Paso	TX
7	Mike Garcia Merchant Security, LLC	01/17/2024	Submitted	El Paso	TX
8	NIGHT EYES PROTECTIVE SERVICES, INC	01/16/2024	Submitted	El Paso	TX
9	Blackstone Security Services, Inc. of Texas	01/14/2024	Submitted	EL PASO	TX
10	Signal 88 Security of El Paso (Woody Family Enterprises, LLC)	01/12/2024	Submitted	El Paso	TX
11	WOFFORD TRUCK PARTS (TE EL PASO,LLC)	01/04/2024	No Bid	EL PASO	TX
12	TRANS AMERICA PROTECTION CORP	12/18/2023	Submitted	el paso	TX
13	Covenant Special Projects, LLC		Unsubmitted	El Paso	TX
14	Genesis Security L.L.C		Viewed	El Paso	TX
15	Good Guard Texas, Inc. (Good Guard Security, Inc.)		Viewed	El Paso	TX
16	Texas Boombox Factory (Texas boombox Factory)		Viewed	El Paso	TX
17	OPS Inc Security Services		Unsubmitted	Houston	TX
18	Texas Patrol		Viewed	Italy	TX
19	United Protective Services	01/16/2024	Submitted	Los Angeles, CA 90014	CA
20	NTS Senior Services		Viewed	McKinney	TX
21	TriCorps Security, Inc	01/17/2024	Submitted	Oklahoma City	OK
22	Vets Securing America, Inc (Vets Securing America)	01/16/2024	Submitted	San Antonio	TX
23	Universal Protection Service, LP dba Allied Universal Security Services		Viewed	Santa Ana	CA
24	Unipak Corp.	01/10/2024	No Bid	West Long Branch	NJ