

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

DEPARTMENT: El Paso International Airport

AGENDA DATE: March 2, 2021

CONTACT PERSON/PHONE: Sam Rodriguez, P.E., Chief Operations and Transportation Officer, Aviation Director and City Engineer, (915) 212-1845
Bruce D. Collins, Director of Purchasing (915) 212-1182

DISTRICT(S) AFFECTED: All

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

The linkage to the Strategic Plan is Subsection 2.1 – Maintain standing as one of the nation's top safest cities.

SUBJECT:

Discussion and action on the award of Solicitation No. 2021-0207 Security Guard Services – Airport to Universal Protection Service, LP, dba Allied Universal Security Services, for an initial term of three (3) years for an estimated amount of \$2,821,300.14.

BACKGROUND / DISCUSSION:

Award of the contract provides security guard services to the El Paso International Airport. This contract will allow the airport to fulfill the requirements of the Airport Security Plan set forth by the Transportation Security Administration under 49 CFR Part1542- Airport Security.

SELECTION SUMMARY:

Solicitation was advertised on November 3, 2020 and November 10, 2020. The solicitation was posted on City website on November 3, 2020. The email (Purmail) notification was sent out on November 5, 2020. Solicitation had seventy six (76) views. Twelve (12) bids were received; two (2) being local suppliers.

PROTEST

- No protest received for this requirement.
 Protest received.

Contract Variance

The difference in cost, based on the comparison from previous contract is as follows: The hourly bill rate increased from \$11.95 to \$13.81 for Unarmed Security Guards, which represents a 15.56% hourly rate increase. A total increase for the initial term of \$379,986.84 due to the hourly rate increase.

AMOUNT AND SOURCE OF FUNDING:

\$2,821,300.14
562-3000-62070-522120 Airport Operations Fund
562-3000-62110-522120 Airport Operations Fund

BOARD / COMMISSION ACTION:

N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:

A handwritten signature in black ink, appearing to read "Sam Rodriguez", is written over a light gray rectangular background.

Sam Rodriguez, P.E., Chief Operations and Transportation Officer, Aviation Director and City Engineer

**COUNCIL PROJECT FORM
(Best Value)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **REGULAR AGENDA** for the Council Meeting of **March 2, 2021**.

STRATEGIC GOAL NO. 2: Set the Standard for a Safe and Secure City

The linkage to the Strategic Plan is Subsection 2.1 – Maintain standing as one of the nation’s top safest cities.

Award Summary:

Discussion and action on the award of Solicitation No. 2021-0207 Security Guard Services – Airport to Universal Protection Service, LP, dba Allied Universal Security Services, for an initial term of three (3) years for an estimated amount of \$2,821,300.14. The award of this contract will provide security guard services for the Airport.

Contract Variance:

The difference in cost, based on the comparison from previous contract is as follows: The hourly bill rate increased from \$11.95 to \$13.81 for Unarmed Security Guards, which represents a 15.56% hourly rate increase. A total increase for the initial term of \$379,986.84 due to the hourly rate increase.

Department:	El Paso International Airport
Award to:	Universal Protection Service, LP, dba Allied Universal Security Services Philadelphia, PA
Item(s):	All
Initial Term:	3 years
Annual Estimated Award:	\$940,433.38
Total Estimated Award:	\$2,821,300.14
Account No.:	562-3000-62070-522120 562-3000-62110-522120
Funding Source:	Airport Operations Funds
District(s):	All

This is a Best Value, service contract.

The Purchasing & Strategic Sourcing and El Paso International Airport Departments recommend award as indicated to Universal Protection Service, LP, dba Allied Universal Security Services, the bidder offering the best value bid.

CITY OF EL PASO BEST VALUE SCORESHEET

PROJECT: 2021-0207 Security Guard Services - Airport

Evaluation of Submittal

		Universal Protection Service, LP dba Universal Protection Service, LLC dba Allied Security Services	Superior Security & Investigations of Shawnee, Inc. dba Matos Security Group	Mike Garcia Merchant Security, LLC	Oklahoma Investigative Group, Inc. dba TriCorps Security	United American Security dba GardaWorld Security Services	Tommie Landrum dba Gulf Coast Security Enterprises, LLC	Global Security Consulting Group, Inc.	Andy Frain Services, Inc.	Vets Securing America, Inc. dba Vets Securing America	International Security Agency, Inc dba ISA	Blackstone Security Services of Texas, Inc.	Trans America Protection Corporation
	MAX POINTS	24.87	20.21	27.59	20.90	18.59	30.00	15.62	16.73	13.61	21.02	28.20	21.23
Factor A - Cost	30	\$ 2,821,300.14	\$ 3,472,998.00	\$ 2,543,460.30	\$ 3,356,817.00	\$ 3,775,368.54	\$ 2,339,116.30	\$ 4,493,157.66	\$ 4,194,198.21	\$ 5,155,314.09	\$ 3,338,006.76	\$ 2,488,567.38	\$ 3,305,743.50
Proposed Cost													
Factor B - Response of References	25	15.00	21.33	14.67	16.67	16.67	23.33	13.33	23.33	8.33	16.67	6.67	8.33
Factor C - Technical Approach	15	14.85	14.05	12.83	13.90	13.50	8.42	14.77	14.53	14.43	12.32	13.75	7.75
Factor D - Employee Medical Benefits	10	2.00	2.00	2.00	2.00	2.00	0.00	2.00	2.00	2.00	0.00	2.00	2.00
Factor E - Methods for Attracting and Retaining Qualified Employee's	15	15.00	15.00	15.00	15.00	15.00	0.00	15.00	0.00	15.00	0.00	0.00	0.00
Factor F - Past Performance	5	5.00	3.33	3.33	5.00	4.33	3.33	2.33	3.33	3.33	4.00	2.33	5.00
TOTAL SCORE	100	76.72	75.92	75.42	73.47	70.09	65.08	63.05	59.92	56.70	54.01	52.95	44.31
Rank		1	2	3	4	5	6	7	8	9	10	11	12



**CITY OF EL PASO
 BID TABULATION FORM**



Project Name: Security Guard Services– Airport
Bid Opening Date: December 16, 2020

Solicitation #: 2021-0207
Department: Airport

			Andy Frain Services, Inc. Aurora, IL Bidder 1 of 12			Blackstone Security Services of Texas, Inc. Phoenix, AZ Bidder 2 of 12			Global Security Consulting Group, Inc. Garden City, NY Bidder 3 of 12		
ITEM NO.	Description	ANNUAL ESTIMATED HOURS	UNIT PRICE (Per Hour)	ANNUAL TOTAL (Annual Estimated Hours x Unit Price)	3 YEAR TOTAL (Annual Total x 3)	UNIT PRICE (Per Hour)	ANNUAL TOTAL (Annual Estimated Hours x Unit Price)	3 YEAR TOTAL (Annual Total x 3)	UNIT PRICE (Per Hour)	ANNUAL TOTAL (Annual Estimated Hours x Unit Price)	3 YEAR TOTAL (Annual Total x 3)
1.	Rover/Supervisor (Unarmed) with Vehicle	8,760	\$23.85	\$208,926.00 Bidder's Price: \$208,892.31	\$626,778.00 Bidder's Price: \$626,676.92	\$14.29	\$125,180.40	\$375,541.20	\$26.92	\$235,819.20	\$707,457.60
2.	Security Guard (Unarmed) for Staffed Guard Posts	48,180	\$20.00	\$963,600.00	\$2,890,800.00	\$11.87	\$571,896.60	\$1,715,689.80	\$20.91	\$1,007,443.80	\$3,022,331.40
3.	Rover/Security Guard (Unarmed with Vehicle-As needed/As assigned)	3,091	\$20.77	\$64,200.07 Bidder's Price: \$64,197.69	\$192,600.21 Bidder's Price: \$192,593.08	\$11.87	\$36,690.17	\$110,070.51	\$27.75	\$85,775.25	\$257,325.75
4.	Security Guard (Unarmed)-As needed/As Assigned	8,067	\$20.00	\$161,340.00	\$484,020.00	\$11.87	\$95,755.29	\$287,265.87	\$20.91	\$168,680.97	\$506,042.91
TOTAL				\$1,398,066.07 Bidder's Price: \$1,398,030.00	\$4,194,198.21 Bidder's Price: \$4,194,090.00		\$829,522.46	\$2,488,567.38		\$1,497,719.22	\$4,493,157.66

NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract. This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

APPROVED: / s/
 DATE: 12/17/2020



CITY OF EL PASO BID TABULATION FORM



Project Name: Security Guard Services– Airport **Solicitation #: 2021-0207**
Bid Opening Date: December 16, 2020 **Department: Airport**

	Andy Frain Services, Inc. Aurora, IL Bidder 1 of 12	Blackstone Security Services of Texas, Inc. Phoenix, AZ Bidder 2 of 12	Global Security Consulting Group, Inc. Garden City, NY Bidder 3 of 12
<u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u>			
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 SELECTIONS BELOW AND UNDER THE SAME TERMS AND CONDITIONS. THE CITY MANAGER OR DESIGNEE MAY EXTEND THE OPTION TO EXTEND.			
BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:			
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT:	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
AMENDMENTS ACKNOWLEDGED:	No	Yes	Yes

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Project Name: Security Guard Services– Airport
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Solicitation #: 2021-0207
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			International Security Agency, Inc dba ISA McAllen, TX Bidder 4 of 12			Mike Garcia Merchant Security, LLC El Paso, TX Bidder 5 of 12			Oklahoma Investigative Group, Inc. dba TriCorps Security OKC, OK Bidder 6 of 12		
ITEM NO.	Description	ANNUAL ESTIMATED HOURS	UNIT PRICE (Per Hour)	ANNUAL TOTAL (Annual Estimated Hours x Unit Price)	3 YEAR TOTAL (Annual Total x 3)	UNIT PRICE (Per Hour)	ANNUAL TOTAL (Annual Estimated Hours x Unit Price)	3 YEAR TOTAL (Annual Total x 3)	UNIT PRICE (Per Hour)	ANNUAL TOTAL (Annual Estimated Hours x Unit Price)	3 YEAR TOTAL (Annual Total x 3)
1.	Rover/Supervisor (Unarmed) with Vehicle	8,760	\$19.21	\$168,279.60	\$504,838.80	\$12.45	\$109,062.00	\$327,186.00	\$19.00	\$166,440.00	\$499,320.00
2.	Security Guard (Unarmed) for Staffed Guard Posts	48,180	\$15.88	\$765,098.40	\$2,295,295.20	\$12.45	\$599,841.00	\$1,799,523.00	\$16.00	\$770,880.00	\$2,312,640.00
3.	Rover/Security Guard (Unarmed with Vehicle-As needed/As assigned)	3,091	\$16.56	\$51,186.96	\$153,560.88	\$12.45	\$38,482.95	\$115,448.85	\$17.00	\$52,547.00	\$157,641.00
4.	Security Guard (Unarmed)-As needed/As Assigned	8,067	\$15.88	\$128,103.96	\$384,311.88	\$12.45	\$100,434.15	\$301,302.45	\$16.00	\$129,072.00	\$387,216.00
TOTAL				\$1,112,668.92	\$3,338,006.76		\$847,820.10	\$2,543,460.30		\$1,118,939.00	\$3,356,817.00

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	International Security Agency, Inc dba ISA McAllen, TX Bidder 4 of 12	Mike Garcia Merchant Security, LLC El Paso, TX Bidder 5 of 12	Oklahoma Investigative Group, Inc. dba TriCorps Security OKC, OK Bidder 6 of 12
<p align="center"><u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u></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 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>			
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Bid Opening Date: December 16, 2020 **Department: Airport**

			Superior Security & Investigations of Shawnee, Inc. dba Maltos Security Group Shawnee, OK Bidder 7 of 12			Tommie Landrum dba Gulf Coast Security Enterprises, LLC New Orleans, LA Bidder 8 of 12			Trans America Protection Corporation El Paso, TX Bidder 9 of 12		
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1.	Rover/Supervisor (Unarmed) with Vehicle	8,760	\$17.00	\$148,920.00	\$446,760.00	\$11.45	\$100,302.00	\$300,906.00	\$18.75	\$164,250.00	\$492,750.00
2.	Security Guard (Unarmed) for Staffed Guard Posts	48,180	\$17.00	\$819,060.00	\$2,457,180.00	\$11.45	\$551,661.00	\$1,654,983.00	\$15.75	\$758,835.00	\$2,276,505.00
3.	Rover/Security Guard (Unarmed with Vehicle-As needed/As assigned)	3,091	\$17.00	\$52,547.00	\$157,641.00	\$11.45	\$35,391.95	\$106,175.85	\$16.75	\$51,774.25	\$155,322.75
4.	Security Guard (Unarmed)-As needed/As Assigned	8,067	\$17.00	\$137,139.00	\$411,417.00	\$11.45	\$92,367.15	\$277,101.45	\$15.75	\$127,055.25	\$381,165.75
TOTAL				\$1,157,666.00 Bidder's Price: \$1,157,667.00	\$3,472,998.00 Bidder's Price: \$3,473,001.00		\$779,722.10	\$2,339,166.30		\$1,101,914.50	\$3,305,743.50

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Project Name: Security Guard Services– Airport **Solicitation #: 2021-0207**
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			United American Security dba GardaWorld Security Services St. Louis, MO Bidder 10 of 12			Universal Protection Service, LP dba Universal Protection Service, LLC dba Allied Security Services Philadelphia, PA Bidder 11 of 12			Vets Securing America, Inc. dba Vets Securing America San Antonio, TX Bidder 12 of 12		
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1.	Rover/Supervisor (Unarmed) with Vehicle	8,760	\$21.34	\$186,938.40	\$560,815.20	\$13.81	\$120,975.60	\$362,926.80	\$27.64	\$242,126.40	\$726,379.20
2.	Security Guard (Unarmed) for Staffed Guard Posts	48,180	\$17.93	\$863,867.40	\$2,591,602.20	\$13.81	\$665,365.80	\$1,996,097.40	\$24.80	\$1,194,864.00	\$3,584,592.00
3.	Rover/Security Guard (Unarmed with Vehicle-As needed/As assigned)	3,091	\$18.61	\$57,523.51	\$172,570.53	\$13.81	\$42,686.71	\$128,060.13	\$26.33	\$81,386.03	\$244,158.09
4.	Security Guard (Unarmed)-As needed/As Assigned	8,067	\$18.61	\$150,126.87	\$450,380.61	\$13.81	\$111,405.27	\$334,215.81	\$24.80	\$200,061.60	\$600,184.80
TOTAL				\$1,258,456.18	\$3,775,368.54		\$940,433.38	\$2,821,300.14 <small>Bidder's Price: \$2,821,215.14</small>		\$1,718,438.03	\$5,155,314.09

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Bid Opening Date: December 16, 2020 **Department: Airport**

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NO OPTION OFFERED	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
AMENDMENTS ACKNOWLEDGED:	Yes	Yes	Yes
BIDS SOLICITED: 28 LOCAL BIDS SOLICITED: 19 BIDS RECEIVED: 12 LOCAL BIDS RECEIVED: 2 NO BID: 0			

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APPROVED: /s/
DATE: 12/17/2020

2020-0207 Security Guard Services – Airport

ADT SECURITY SERVICES
ATTN: E. SIMON
7023 BROOKSHIRE DRIVE
DALLAS, TX 75230

MIKE GARCIA MERCHANT SECURITY, INC.
ATTN: MIKE GARCIA
6000 WELCH SUITE 11
EL PASO, TX 79905

PRIME VENDOR INC.
LAURIE MELNICK
4608 CEDAR AVENUE SUITE 106
WILMINGTON, NC 28403

SUN CITY SECURITY SERVICE
3711 ADMIRAL ST.
SUITE C.
EL PASO TX 79925

BOUTCHANTHARAJ CORPORATION
DFW PROTECTIVE FORCE
P.O. BOX 164127
FORT WORTH, TX 76161

ITS COMMERCIAL SECURITY INC.
P. O. BOX 52159
HOUSTON, TX 77052-2159

ALL AMERICAN INTERNATIONAL SECURITY
324 EUCLID
EL PASO, TX 79905

NITIAL SECURITY
7500 VISCOUNT SUITE C 66
EL PASO, TX 79925

WACKENHUT
11420 CEDAR OAK DR
EL PASO, TX 79936

HCI SECURITY
ATTN: LORIE TRESLER
1851 GULF FREEWAY SOUTH #31
LEAGUE CITY, TX 77573

RUIZ PROTECTIVE SERVICE, INC.
3417 MONTANA AVE.
EL PASO, TX 79903

AMERICAN RANGER SECURITY
311 KELVIN AVENUE
EL PASO, TX 79915

EL PASO LONE STAR SECURITY AGENCY
ATTN: MANUEL V. CARLOS
3510 LEE BLVD.
EL PASO, TX 79936-1413

AZAR SECURITY SERVICES
12048 MIGUEL VARELA LANE
EL PASO, TX 79936

MIKE GARCIA MERCHANT SECURITY INC.
ATTN: EDUARDO GARCIA
6000 WELCH AVENUE SUITE 11
EL PASO, TX 79905

HOME BOUND BUILDERS
ATTN: MANNY TORRES
P. O. BOX 47
SAN ELIZARIO, TX 79849

INITIAL SECURITY
7500 VISCOUNT BOULEVARD
EL PASO, TX 79925

PINKERTON SECURITY & INVESTIGATIONS
ATTN: DAVID HOLGUIN
1155 WESTMORELAND DRIVE STE 201
EL PASO, TX 79925

ITS
ATTN: TONI COUVEL
8177 W, GLADES ROAD STE 217
BOCA RATON, FL 33434

ATTN: RAY BALDEMAR HERNANDEZ
INVESTIGATING & SECURITY GUARD CO.
10541 GREENWAY AVENUE
EL PASO, TX 79925

HUB ENTERPRISES INC.
405 E. MADISON ST.
BROUSSARD, LA 79518

TEXAS ENFORCER LLC
3407 DOUGLAS AVENUE
EL PASO, TX 79903

PINKERTON
ATTN: STEVE MINTON
1155 WESTMORELAND SUITE 201
EL PASO, TX 79925

I AT SYSTEMS SECURITY, INC.
ATTN: PETE DAVIS
2400 W DUNLAP AVENUE SUITE. 225
PHOENIX, AZ 85021

ALLEGIANCE SECURITY GROUP
ATTN: DANIEL HIBBARD
8900 VISCOUNT BLVD. SUITE AN-234
EL PASO, TX 79925-5897

G4S SECURE SOLUTIONS (USA) INC.
ATTN: KAY GLANCEY
955 N. RESLER, STE. 104-109
EL PASO, TX 79912

AKAL SECURITY
525 MAGOFFIN
EL PASO, TX 79901

2020-0207 Security Guard Services – Airport

CONTINENTAL INVESTIGATION
521 TEXAS AVE
EL PASO, TX 79901