

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

**AGENDA DATE:** March 29, 2022  
**PUBLIC HEARING DATE:** Not Applicable

**CONTACT PERSON(S) NAME AND PHONE NUMBER:**

Richard J. Bristol, Streets and Maintenance Director, (915) 212-7000  
Claudia A. Garcia, Interim Director of Purchasing & Strategic Sourcing, (915) 212-1218

**DISTRICT(S) AFFECTED:** All

**STRATEGIC GOAL:** No. 7 – Enhance and Sustain El Paso's Infrastructure Network

**SUBGOAL:** 7.2 – Improve competitiveness through infrastructure improvements impacting the quality of life

**SUBJECT:**

Discussion and action on the award of solicitation 2022-0004 Security Services – Municipal Buildings to Night Eyes Protective Services, Inc. for an initial three (3) year term for an estimated amount of \$2,063,664.00. The award also includes a two (2) year option for an estimated amount of \$1,375,776.00. The total value of the contract is, including the initial term plus the option, for a total of five (5) years, for an estimated amount of \$3,439,440.00.

**BACKGROUND / DISCUSSION:**

This contract will allow security services at various municipal buildings.

**SELECTION SUMMARY:**

Solicitation was advertised on November 2, 2021 and November 9, 2021. The solicitation was posted on City website on November 2, 2021. The email (Purmail) notification was sent out on November 4, 2021. There were a total of fifty (50) viewers online; five (5) bids were received; three (3) from local suppliers.

**CONTRACT VARIANCE:**

The difference based in comparison to the previous contract is as follows: An increase of \$1,128,945.60 for the initial term, which represents a 120.78% increase due to increase in labor costs and additional locations.

**PROTEST**

No protest received for this requirement.

**PRIOR COUNCIL ACTION:**

N/A

**AMOUNT AND SOURCE OF FUNDING:**

Amount: \$2,063,664.00

Funding Source: General Fund

Account: 532 – 1000 – 522120 – 31040 – P3120

HAVE ALL AFFECTED DEPARTMENTS BEEN NOTIFIED?  YES  NO

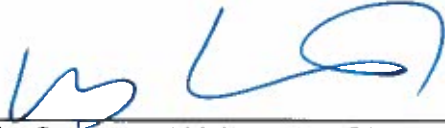
PRIMARY DEPARTMENT: Streets and Maintenance Department

SECONDARY DEPARTMENT: Purchasing & Strategic Sourcing

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

DEPARTMENT HEAD:



3-14-22

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Richard J. Bristol – Streets and Maintenance Director

**COUNCIL PROJECT FORM  
(BEST VALUE)**

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

Please place the following item on the **REGULAR** agenda for the Council Meeting of **March 29, 2022**.

**STRATEGIC GOAL: NO. 7 – Enhance and Sustain El Paso's Infrastructure Network**

The linkage to the Strategic Plan is subsection 7.2 – Improve competitiveness through infrastructure improvements impacting the quality of life).

**Award Summary:**

Discussion and action on the award of solicitation 2022-0004 Security Services – Municipal Buildings to Night Eyes Protective Services, Inc. for an initial three (3) year term for an estimated amount of \$2,063,664.00. The award also includes a two (2) year option for an estimated amount of \$1,375,776.00. The total value of the contract is, including the initial term plus the option for a total of five (5) years, for an estimated amount of \$3,439,440.00. This contract will allow security services at various municipal buildings.

**Contract Variance:**

The difference based in comparison to the previous contract is as follows: An increase of \$1,128,945.60 for the initial term, which represents a 120.78% increase due to increase in labor costs and additional locations.

Department:	Streets and Maintenance
Vendor:	Night Eyes Protective Services, Inc. El Paso, TX
Item(s):	All
Initial Term:	3 years
Option to Extend:	2 years
Annual Estimated Award:	\$687,888.00
Initial Term Estimated Award:	\$2,063,664.00 (3 years)
Total Estimated Award:	\$3,439,440.00 (5 years)
Account No.:	532 – 1000 – 522120 – 31040 – P3120
Funding Source:	General Fund
District(s):	All

This is a Best Value contract.

The Purchasing & Strategic Sourcing and Streets and Maintenance Departments recommend award as indicated to Night Eyes Protective Services, Inc., the bidder offering the best value bid.

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

\*\*\*\*\***ADDITIONAL INFO BELOW**\*\*\*\*\*

## CITY OF EL PASO BEST VALUE SCORESHEET

**PROJECT:** 2022-0004 Security Services - Municipal Buildings

## Evaluation of Submittal

	MAX POINTS	Night Eyes Protection Services, Inc.	Mike Garcia Merchant Security, LLC	Vets Securing America, Inc.	Universal Protection Service, LP dba Allied Universal Security Services	TriCorps Security, Inc.
Factor A - Price	30	22.85	30.00	16.93	20.90	25.41
Factor B - Experience – Comparable Contracts	30	28.67	28.00	26.00	19.33	8.00
Factor C - References	30	30.00	14.30	18.40	19.90	10.00
Factor D – Employee Medical Benefit and Incentives	10	2.00	2.00	2.00	2.00	2.00
<b>TOTAL SCORE</b>	<b>100</b>	<b>83.52</b>	<b>74.30</b>	<b>63.33</b>	<b>62.13</b>	<b>45.41</b>
		1	2	3	4	5



## CITY OF EL PASO BID TABULATION FORM



**Project Name: Security Services for Municipal Buildings**  
**Bid Opening Date: December 8, 2021**

**Solicitation #: 2022-0004**  
**Department: Streets & Maintenance**

				Mike Garcia Merchant Security, LLC El Paso, TX				Night Eyes Protective Services, Inc. El Paso, TX				TriCorps Security, Inc. Clint, TX			
				Bidder 1 of 5				Bidder 2 of 5				Bidder 3 of 5			
ITEM No.	Location	Unit of Measure	Total Hours per Month	Amount per Hour	Monthly Amount	Estimated Annual Amount	Estimated 3 Year Total	Amount per Hour	Monthly Amount	Estimated Annual Amount	Estimated 3 Year Total	Amount per Hour	Monthly Amount	Estimated Annual Amount	Estimated 3 Year Total
1	Armed Guard Services for City Hall Campus (City 1 and 2, 3 and 4)	Hourly	1,330	\$13.24	\$17,609.20	\$211,310.40	\$633,931.20	\$17.00	\$22,610.00	\$271,320.00	\$813,960.00	\$15.50	\$20,615.00	\$247,380.00	\$742,140.00
2	Armed Guard Services at City Tax Office (Wells Fargo Building)	Hourly	260	\$13.24	\$3,442.40	\$41,308.80	\$123,926.40	\$17.00	\$4,420.00	\$53,040.00	\$159,120.00	\$15.50	\$4,030.00	\$48,360.00	\$145,080.00
3	On-Site Supervisor	Hourly	292	\$13.24	\$3,866.08	\$46,392.96	\$139,178.88	\$17.00	\$4,964.00	\$59,568.00	\$178,704.00	\$15.50	\$4,526.00	\$54,312.00	\$162,936.00
4	Municipal Service Center (MSC Complex)	Hourly	260	\$13.24	\$3,442.40	\$41,308.80	\$123,926.40	\$17.00	\$4,420.00	\$53,040.00	\$159,120.00	\$15.50	\$4,030.00	\$48,360.00	\$145,080.00
5	911 Call Center	Hourly	730	\$13.24	\$9,665.20	\$115,982.40	\$347,947.20	\$17.00	\$12,410.00	\$148,920.00	\$446,760.00	\$15.50	\$11,315.00	\$135,780.00	\$407,340.00
6	Additional Temporary Armed Guard Services as Needed Basis	Hourly	425	\$13.24	\$5,627.00	\$67,524.00	\$202,572.00	\$20.00	\$8,500.00	\$102,000.00 Bidder's Total \$10,200.00	\$306,000.00 Bidder's Total \$30,600.00	\$16.50	\$7,012.50	\$84,150.00	\$252,450.00
<b>GRAND TOTAL (ITEMS 1 - 6)</b>						\$523,827.36	\$1,571,482.08			\$687,888.00 Bidder's Total \$596,088.00	\$2,063,664.00 Bidder's Total \$1,788,264.00			\$618,342.00 Bidder's Total \$618,900.00	\$1,855,026.00 Bidder's Total \$1,856,700.00

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

Approved: \_\_\_/s/\_\_\_\_\_

Date: \_\_\_12/14/21\_\_\_\_\_



**CITY OF EL PASO  
BID TABULATION FORM**



**Project Name: Security Services for Municipal Buildings  
Bid Opening Date: December 8, 2021**

**Solicitation #: 2022-0004  
Department: Streets & Maintenance**

	Mike Garcia Merchant Security, LLC El Paso, TX  Bidder 1 of 5	Night Eyes Protective Services, Inc. El Paso, TX  Bidder 2 of 5	TriCorps Security, Inc. Clint, TX  Bidder 3 of 5
<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), IF THE OPTION IS EXERCISED PRIOR	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
AMENDMENTS ACKNOWLEDGED:	Yes	Yes	Yes

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

Approved: \_\_\_/s/\_\_\_\_\_

Date: \_\_12/14/21\_\_\_\_\_



## CITY OF EL PASO BID TABULATION FORM



**Project Name: Security Services for Municipal Buildings**  
**Bid Opening Date: December 8, 2021**

**Solicitation #: 2022-0004**  
**Department: Streets & Maintenance**

				Universal Protection Service, LP dba Allied Universal Security Services El Paso, TX				Vets Securing America Inc. San Antonio Texas, TX							
				Bidder 4 of 5				Bidder 5 of 5							
ITEM No.	Location	Unit of Measure	Total Hours per Month	Amount per Hour	Monthly Amount	Estimated Annual Amount	Estimated 3 Year Total	Amount per Hour	Monthly Amount	Estimated Annual Amount	Estimated 3 Year Total	Amount per Hour	Monthly Amount	Estimated Annual Amount	Estimated 3 Year Total
1	Armed Guard Services for City Hall Campus (City 1 and 2, 3 and 4)	Hourly	1,330	\$17.72	\$23,567.60 Bidder's Total \$26,620.76	\$282,811.20 Bidder's Total \$283,449.12	\$848,433.60 Bidder's Total \$850,347.36	\$21.99	\$29,246.70	\$350,960.40	\$1,052,881.20				
2	Armed Guard Services at City Tax Office (Wells Fargo Building)	Hourly	260	\$17.72	\$4,607.20	\$55,286.40	\$165,859.20	\$21.99	\$5,717.40	\$68,608.80	\$205,826.40				
3	On-Site Supervisor	Hourly	292	\$19.33	\$5,644.36	\$67,732.32	\$203,196.96	\$24.18	\$7,060.56	\$84,726.72	\$254,180.16				
4	Municipal Service Center (MSC Complex)	Hourly	260	\$17.72	\$4,607.20	\$55,286.40	\$165,859.20	\$21.99	\$5,717.40	\$68,608.80	\$205,826.40				
5	911 Call Center	Hourly	730	\$17.72	\$12,935.60	\$155,227.20	\$465,681.60	\$21.99	\$16,052.70	\$192,632.40	\$577,897.20				
6	Additional Temporary Armed Guard Services as Needed Basis	Hourly	425	\$26.58	\$11,296.50	\$135,558.00	\$406,674.00	\$31.88	\$13,549.00	\$162,588.00	\$487,764.00				
<b>GRAND TOTAL (ITEMS 1 - 6)</b>						\$751,901.52 Bidder's Total \$752,539.44	\$2,255,704.56 Bidder's Total \$2,257,618.32			\$928,125.12	\$2,784,375.36				

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

Approved: \_\_\_/s/ \_\_\_\_\_

Date: \_\_\_ 12/14/21 \_\_\_\_\_



## CITY OF EL PASO BID TABULATION FORM



**Project Name: Security Services for Municipal Buildings**  
**Bid Opening Date: December 8, 2021**

**Solicitation #: 2022-0004**  
**Department: Streets & Maintenance**

	Universal Protection Service, LP dba Allied Universal Security Services El Paso, TX Bidder 4 of 5	Vets Securing America Inc. San Antonio Texas, TX Bidder 5 of 5	
<b><u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u></b>			
<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), IF THE OPTION IS EXERCISED PRIOR	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
NO OPTION OFFERED	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
AMENDMENTS ACKNOWLEDGED:	No	Yes	
<b>BIDS SOLICITED: 28    LOCAL BIDS SOLICITED: 19    BIDS RECEIVED: 5    LOCAL BIDS RECEIVED: 4    NO BID: 0</b>			

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

Approved: \_\_\_/s/\_\_\_

Date: \_\_\_ 12/14/21 \_\_\_



2022-0004 Security Services for Municipal Buildings

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

2022-0004 Security Services for Municipal Buildings

CONTINENTAL INVESTIGATION  
521 TEXAS AVE  
EL PASO, TX 79901