

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

AGENDA DATE: February 13, 2024
PUBLIC HEARING DATE: Not Applicable

CONTACT PERSON(S) NAME AND PHONE NUMBER:
Sam Rodriguez, Aviation Director (915) 212-7301
K. Nicole Cote, Managing Director (915) 212-1092

DISTRICT(S) AFFECTED: All

STRATEGIC GOAL: No. 1 – Create an Environment Conducive to Strong, Sustainable, Economic Development

SUBGOAL: 1.4 - Grow the core business of air transportation

SUBJECT:

Discussion and action on the award of Solicitation 2024-0056 Security Guard Services – Airport to KR Contracting, Inc. for an initial three (3) year term for an estimated amount of \$6,178,869.90. 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 \$10,298,116.50.

BACKGROUND / DISCUSSION:

The security guard services contract provides security guard services at 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 14, 2023 and November 21, 2023. The solicitation was posted on City website on November 14, 2023. There was a total of twenty-eight (28) viewers online; ten (10) 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 \$3,357,569.76 for the initial term, which represents a 119.01% increase attributed to additional hours being added to the contract, as well as an increase in hourly billable rate.

PROTEST

No protest received for this requirement.

PRIOR COUNCIL ACTION:

N/A

AMOUNT AND SOURCE OF FUNDING:


Amount: \$ 6,178,869.90
Funding Source: Airport Operations Fund
Account: 562-3000-62070-522120
Account: 562-3000-62110-522120

HAVE ALL AFFECTED DEPARTMENTS BEEN NOTIFIED? YES NO

PRIMARY DEPARTMENT: El Paso International Airport
SECONDARY DEPARTMENT: Purchasing & Strategic Sourcing

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

DEPARTMENT HEAD:


for Sam Rodriguez, Aviation Director

Project Form
Best Value Bid

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

Please place the following item on the (Regular) Agenda for the City Council of February 2, 2024.

Strategic Goal 1 - Create an Environment Conducive to Strong, Sustainable, Economic Development

The linkage to the Strategic Plan is subsection: 1.4 Grow the core business of air transportation

Award Summary:

Discussion and action on the award of solicitation 2024-0056 Security Guard Services – Airport to KR Contracting, Inc. for an initial term of three (3) years for an estimated amount of \$6,178,869.90. The award also includes a two (2) year option for an estimated amount of \$4,119,246.60. The total contract time is for five (5) years for a total estimated amount of \$10,298,116.50. This contract will provide security guard services at the El Paso International Airport.

Contract Variance:

The difference based in comparison to the previous contract is as follows: An increase of \$3,357,569.76 for the initial term, which represents a 119.01% increase attributed to additional hours being added to the contract, as well as an increase in hourly billable rate.

Department:	El Paso International Airport
Award to:	KR Contracting, Inc.
City & State:	Germantown, Maryland
Item(s):	All
Initial Term:	3 Years
Option Term:	2 Years
Total Contract Time:	5 Years
Annual Estimated Award:	\$2,059,623.30
Initial Term Estimated Award:	\$6,178,869.90
Option Term Estimated Award:	\$4,119,246.60
Total Estimated Award	\$10,298,116.50
Account(s)	562 – 3000 – 62070 – 522120 562 – 3000 – 62110 – 522120
Funding Source(s):	Airport Operations Fund
District(s):	All

This was a Best Value Bid Procurement - unit price contract

The Purchasing & Strategic Sourcing and El Paso International Department recommend award as indicated to KR Contracting, Inc. the highest ranked bidder based on the evaluation factors established in the evaluation criteria for this procurement and to deem The Kingdom Security Firm non-responsive due to not submitting a surety commitment letter.

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: 2024-0056 Security Guard Services - Airport

		KR Contracting, Inc.	Mike Garcia Merchant Security, LLC	TriCorps Security, Inc.	Universal Protection Service, LP dba Universal Protection Service, LLC dba Allied Security Services	Securemedy, Incorporated	Vets Securing America, Inc. dba Vets Securing America	Blackstone Security Services of Texas, Inc.	Servexo Protective Services	Texas Crime Prevention & Investigation
	MAX POINTS									
Factor A - Cost	30	20.34	30.00	23.62	20.07	18.11	15.29	26.92	16.94	13.70
Proposed Cost		\$ 6,178,869.90	\$ 4,189,380.00	\$ 5,320,560.00	\$ 6,260,789.10	\$ 6,938,474.40	\$ 8,218,021.50	\$ 4,667,983.50	\$ 7,421,249.40	\$ 9,173,055.00
Factor B - Past Performance	20	19.00	15.17	14.83	13.33	15.67	13.33	5.78	10.67	5.22
Factor C - References	20	15.80	13.33	13.33	12.27	7.20	6.40	1.87	0.00	0.00
Factor D - Technical Approach-Quality of Organization and Personnel Provided	10	9.67	7.00	8.33	8.00	9.00	8.00	7.33	8.00	5.00
Factor E - Methods for Attracting and Retaining Qualified Employee's	15	14.33	9.83	13.00	11.67	13.67	12.00	12.00	12.67	1.33
Factor F - Employee Medical Benefits	5	1.00	1.00	0.00	1.00	1.00	1.00	1.00	1.00	0.00
TOTAL SCORE	100	80.14	76.33	73.11	66.34	64.65	56.03	54.90	49.27	25.26
Rank		1	2	3	4	5	6	7	8	9



CITY OF EL PASO

BID TABULATION FORM



BID TITLE: Security Guard Services - Airport **BID NO:** 2024-0056
BID DATE: December 20, 2023 **DEPARTMENT:** El Paso International Airport

				Blackstone Security Services, Inc. Dallas, TX Bidder 1 of 11			K.R. Contracting, Inc. Germantown, MD Bidder 2 of 11			Mike Garcia Merchant Security, LLC. El Paso, TX Bidder 3 of 11			Securemedy, Incorporated Fort Washington, MD Bidder 4 of 11		
Item No.	Description	Unit of Measure	Approximate / Estimate Quantity (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	Rover / Site Supervisor (Unarmed) with Vehicle	Hourly	2080	\$15.85	\$ 32,968.00	\$ 98,904.00	\$25.62	\$ 53,289.60	\$ 159,868.80	\$15.00	\$ 31,200.00	\$ 93,600.00	\$ 42.90	\$ 89,232.00	\$ 267,696.00
2	Security Guard (Unarmed for Staffed Guard Posts)	Hourly	43800	\$15.85	\$ 694,230.00	\$ 2,082,690.00	\$20.65	\$ 904,470.00	\$ 2,713,410.00	\$14.00	\$ 613,200.00	\$ 1,839,600.00	\$ 22.88	\$ 1,002,144.00	\$ 3,006,432.00
3	Rover / Supervisory Security Guard (Unarmed with Vehicle- As needed / As assigned)	Hourly	8760	\$15.85	\$ 138,846.00	\$ 416,538.00	\$23.17	\$ 202,969.20	\$ 608,907.60	\$14.00	\$ 122,640.00	\$ 367,920.00	\$ 25.74	\$ 225,482.40	\$ 676,447.20
4	Rover / Security Guard (Unarmed for Screening and Compliance)	Hourly	26280	\$15.85	\$ 416,538.00	\$ 1,249,614.00	\$20.65	\$ 542,682.00	\$ 1,628,046.00	\$14.00	\$ 367,920.00	\$ 1,103,760.00	\$ 22.88	\$ 601,286.40	\$ 1,803,859.20
5	Security Guard (Unarmed) - As Needed / As Assigned	Hourly	17250	\$15.85	\$ 273,412.50	\$ 820,237.50	\$20.65	\$ 356,212.50	\$ 1,068,637.50	\$14.00	\$ 241,500.00	\$ 724,500.00	\$ 22.88	\$ 394,680.00	\$ 1,184,040.00
Total					\$ 1,555,994.50	\$ 4,667,983.50		\$ 2,059,623.30	\$ 6,178,869.90		\$ 1,376,460.00	\$ 4,129,380.00		\$ 2,312,824.80	\$ 6,938,474.40
<p style="text-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 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 type="text"/>			<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>			<input type="text"/>		
NO OPTION OFFERED				<input checked="" type="checkbox"/>			<input type="text"/>			<input type="text"/>			<input type="text"/>		
AMENDMENTS ACKNOWLEDGED:				YES			YES			YES			YES		

BIDS SOLICITED: 960 **LOCAL BIDS SOLICITED:** 309 **BIDS RECEIVED:** 11 **LOCAL BIDS RECEIVED:** 2 **NO BID:** 2

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 - Airport **BID NO:** 2024-0056
BID DATE: December 20, 2023 **DEPARTMENT:** El Paso International Airport

				Servexo dba Servexo Protective Services Gardena, CA Bidder 5 of 10			Carl W. Govan dba Texas Crime Prevention & Investigation Dallas, TX Bidder 6 of 10			Joseph Jackson The Kingdom Security Firm, LLC El Paso, TX Bidder 7 of 10					
Item No.	Description	Unit of Measure	Approximate / Estimate Quantity (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)	4 Year Total (D = C X 3) (D)
1	Rover / Site Supervisor (Unarmed) with Vehicle	Hourly	2080	\$26.96	\$ 56,076.80	\$ 168,230.40	\$35.50	\$ 73,840.00	\$ 221,520.00	\$ 25.00	\$ 52,000.00	\$ 156,000.00			
2	Security Guard (Unarmed for Staffed Guard Posts)	Hourly	43800	\$24.98	\$ 1,094,124.00	\$ 3,282,372.00	\$28.50	\$ 1,248,300.00	\$ 3,744,900.00	\$ 20.00	\$ 876,000.00	\$ 2,628,000.00			
3	Rover / Supervisory Security Guard (Unarmed with Vehicle- As needed / As assigned)	Hourly	8760	\$26.96	\$ 236,169.60	\$ 708,508.80	\$35.50	\$ 310,980.00	\$ 932,940.00	\$ 23.00	\$ 201,480.00	\$ 604,440.00			
4	Rover / Security Guard (Unarmed for Screening and Compliance)	Hourly	26280	\$24.98	\$ 656,474.40	\$ 1,969,423.20	\$35.50	\$ 932,940.00	\$ 2,798,820.00	\$ 20.00	\$ 525,600.00	\$ 1,576,800.00			
5	Security Guard (Unarmed) - As Needed / As Assigned	Hourly	17250	\$24.98	\$ 430,905.00	\$ 1,292,715.00	\$28.50	\$ 491,625.00	\$ 1,474,875.00	\$ 20.00	\$ 345,000.00	\$ 1,035,000.00			
Total					\$ 2,473,749.80	\$ 7,421,249.40		\$ 3,057,685.00	\$ 9,173,055.00		\$ 2,000,080.00	\$ 6,000,240.00			
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AMENDMENTS ACKNOWLEDGED:				YES			YES			YES					

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BID TITLE: Security Guard Services - Airport														BID NO: 2024-0056	
BID DATE: December 20, 2023														DEPARTMENT: El Paso International Airport	
				TriCorps Security, Inc. Oklahoma City, OK Bidder 8 of 10			Universal Protection Service, LP dba Allied Universal Security Services Pasadena, CA Bidder 9 of 10			Vets Securing America, Inc. dba Vets Securing America San Antonio, TX Bidder 10 of 10					
Item No.	Description	Unit of Measure	Approximate / Estimate Quantity (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	Rover / Site Supervisor (Unarmed) with Vehicle	Hourly	2080	\$19.00	\$ 39,520.00	\$ 118,560.00	\$37.87	\$ 78,769.60	\$ 236,308.80	\$34.14	\$ 71,011.20	\$ 213,033.60	\$ -	\$ -	\$ -
2	Security Guard (Unarmed for Staffed Guard Posts)	Hourly	43800	\$18.00	\$ 788,400.00	\$ 2,365,200.00	\$20.05	\$ 878,190.00	\$ 2,634,570.00	\$27.13	\$ 1,188,294.00	\$ 3,564,882.00	\$ -	\$ -	\$ -
3	Rover / Supervisory Security Guard (Unarmed with Vehicle- As needed / As assigned)	Hourly	8760	\$18.50	\$ 162,060.00	\$ 486,180.00	\$22.91	\$ 200,691.60	\$ 602,074.80	\$34.14	\$ 299,066.40	\$ 897,199.20	\$ -	\$ -	\$ -
4	Rover / Security Guard (Unarmed for Screening and Compliance)	Hourly	26280	\$18.00	\$ 473,040.00	\$ 1,419,120.00	\$22.20	\$ 583,416.00	\$ 1,750,248.00	\$27.13	\$ 712,976.40	\$ 2,138,929.20	\$ -	\$ -	\$ -
5	Security Guard (Unarmed) - As Needed / As Assigned	Hourly	17250	\$18.00	\$ 310,500.00	\$ 931,500.00	\$20.05	\$ 345,862.50	\$ 1,037,587.50	\$27.13	\$ 467,992.50	\$ 1,403,977.50	\$ -	\$ -	\$ -
Total					\$ 1,773,520.00	\$ 5,320,560.00		\$ 2,086,929.70	\$ 6,260,789.10		\$ 2,739,340.50	\$ 8,218,021.50			
OPTION TO EXTEND THE TERM OF THE AGREEMENT															
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NO OPTION OFFERED				<input type="checkbox"/>			<input type="checkbox"/>			<input checked="" type="checkbox"/>					
AMENDMENTS ACKNOWLEDGED:				YES			YES			YES					
BIDS SOLICITED: 960 LOCAL BIDS SOLICITED: 309 BIDS RECEIVED: 11 LOCAL BIDS RECEIVED: 2 NO BID: 2															

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Online Views for 2024-0056 Security Guard Services - Airport

No.	Participant Name	City	State
1	AAA General Contractors, LLC	El Paso	TX
2	Blackstone Security Services, Inc. of Texas	EL PASO	TX
3	Construction Reporter	Albuquerque	NM
4	Covenant Special Projects, LLC	El Paso	TX
5	DELTA CON SECURITY (DELTA CON GLOBAL INC)	SUGARLAND	TX
6	Fidelis Protective Services (Fidelis Protective Services LLC)	El Paso	TX
7	Futron Aviation	Norfolk	VA
8	General Security & Response Services, LLC	Las vegas	NV
9	Genesis Security L.L.C	El Paso	TX
10	Global Security Consulting Group	Garden City	NY
11	Good Guard Texas, Inc. (Good Guard Security, Inc.)	El Paso	TX
12	KR Contracting, Inc.	Germantown	MD
13	Mike Garcia Merchant Security, LLC	El Paso	TX
14	North America Procurement Council Inc., PBC	Grand Junction	CO
15	OPS Inc Security Services	Houston	TX
16	Raven Tactical LLC	El Paso	TX
17	Rock Solid Protection LLC	EL PASO	TX
18	Securemedy, Incorporated	Fort Washington	MD
19	Servexo Protective Services (Servexo)	Gardena	CA
20	Signal 88 Security of El Paso (Woody Family Enterprises, LLC)	El Paso	TX
21	Silver Shield Security Inc.	Frisco	TX
22	Texas Crime Prevention & Investigation	Dallas	TX
23	The Kingdom Security Firm LLC	El Paso	TX
24	TRANS AMERICA PROTECTION CORP	el paso	TX
25	TriCorps Security, Inc	Oklahoma City	OK
26	Universal Protection Service, LP dba Allied Universal Security	Santa Ana	CA
27	Vets Securing America, Inc (Vets Securing America)	San Antonio	TX
28	White Collar Security Solutions INC	Justin	TX