

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

AGENDA DATE: April 11, 2023
PUBLIC HEARING DATE: Not Applicable

CONTACT PERSON(S) NAME AND PHONE NUMBER:

Roberto Tinajero, Interim Director of International Bridges, (915) 212-7509
K. Nicole Cote, Managing Director of Purchasing & Strategic Sourcing, (915)
212-1092

DISTRICT(S) AFFECTED: All

STRATEGIC GOAL: 1. Create an Environment Conducive to Strong sustainable Economic Development

SUBGOAL: 1.5 Stimulate economic growth through transit and bridges integration.

SUBJECT:

Discussion and action of the award of Solicitation No. 2023-0275 Armed Security Guard Services to Night Eyes Protective Services, Inc., for an initial term of three (3) years for an estimated amount of \$2,791,935.00. The award also includes a two (2) year option for an estimated amount of \$1,861,290.00. The total contract value is, including the initial term plus option is five (5) years, for an estimated amount of \$4,653,225.00.

BACKGROUND / DISCUSSION:

This contract will allow the International Bridges Department to provide Security Guard Services to the bridges throughout the City.

SELECTION SUMMARY:

Solicitation was advertised on February 7, 2023 and February 14, 2023. The solicitation was posted on City website on February 7, 2023. There were a total fifteen (15) viewers online; four (4) bids were received; two (2) being local vendors.

CONTRACT VARIANCE:

The difference based in comparison to the previous contract is as follows: An increase of \$1,213,105.41 for the initial term, which represents a 76.84% increase due to an increase in hourly rates.

PROTEST

No protest received for this requirement.

PRIOR COUNCIL ACTION:

NA

AMOUNT AND SOURCE OF FUNDING:

Amount: \$2,791,935.00
Funding Source: Enterprise Funds
Account: 522120 – 564 – 3300 – 64830

HAVE ALL AFFECTED DEPARTMENTS BEEN NOTIFIED? X YES ___ NO

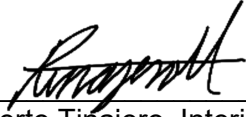
PRIMARY DEPARTMENT: International Bridges

SECONDARY DEPARTMENT: Purchasing & Strategic Sourcing

2023-0275 Armed Security Guard Services

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

DEPARTMENT HEAD:



Roberto Tinajero, Interim Director of International Bridges

**COUNCIL PROJECT FORM
(Best Value)**

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

Please place the following item on the **REGULAR** agenda for the Council Meeting of **April 11, 2023**.

STRATEGIC GOAL: NO. 1 - Create an Environment Conducive to Strong sustainable Economic Development

The linkage to the Strategic Plan is subsection 1.5 Stimulate economic growth through transit and bridges integration.

Award Summary:

Discussion and action of the award of Solicitation No. 2023-0275 Armed Security Guard Services to Night Eyes Protective Services, Inc., for an initial term of three (3) years for an estimated amount of \$2,791,935.00. The award also includes a two (2) year option for an estimated amount of \$1,861,290.00. The total contract value is, including the initial term plus option is five (5) years, for an estimated amount of \$4,653,225.00.

Contract Variance:

The difference based in comparison to the previous contract is as follows: An increase of \$1,213,105.41 for the initial term, which represents a 76.84% increase due to an increase in hourly rates.

Department:	International Bridges
Vendor:	Night Eyes Protective Services, Inc. El Paso, TX
Item(s):	All
Initial Term:	3 years
Option to Extend: Annual	2 years
Estimated Award:	\$930,645.00
Initial Term Estimated Award:	\$2,791,935.00 (3 years)
Total Estimated Award:	\$4,653,225.00 (5 years)
Account No.:	564-3300-522120-64830
Funding Source:	Enterprise Fund
District(s):	All

This is a Best Value, services contract.

The Purchasing & Strategic Sourcing and the International Bridges Departments recommend award as indicated to Night Eyes Protective Services, Inc., the highest ranked bidder based on evaluation factors established for this procurement.

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 BV SCORESHEET

PROJECT: 2023-0275 Armed Security Guard Services

Evaluation of Submittal

	MAX POINTS	NightEyes Protective Services, Inc El Paso, TX	TriCorps Security Inc. Oklahoma City, OK	Vets Securing America, Inc dba Vets Securing America San Antonio, TX	Mike Garcia Merchant Security, LLC El Paso, TX
Factor A - Price					
As part of the requirement to establish the responsibility of the bid, the City of El Paso may determine the reasonableness of the price(s) at which the services are offered. Prices which are significantly lower than the mean of all bids, and appear to be unreasonably low, may be determined to be evidence of non-responsibility, and cause the offered bid to be rejected	30	30.00	29.53	20.31	27.63
Price		\$ 930,645.00	\$ 945,396.00	\$ 1,374,340.50	\$ 1,010,374.65
Factor B - Experience – Comparable Contracts					
Bidder to provide three (3) contracts comparable in scope within the past five (5) years and that have performed for at least (1) year prior to bid opening. Contract will be considered comparable in scope if they include the following elements: armed security guards, licensed by the State of Texas and certified after completing the Commissioned Officer's Training Course and highly experienced with 3 years or more as an armed security guard. Bidder is required to use the Experience – Comparable Contract Form for this factor.	30	29.67	20.00	27.67	20.00
Factor C - References					
Offeror shall provide references for three (3) contracts listed for Factor E. A contract deemed non-comparable under Factor E shall not be considered as a viable reference under Factor F and shall not be scored. Note: The maximum points for each reference will be determined by dividing the points allocated to this factor by 3 (i.e. 15 total points ÷ 3 = 5 points per reference).	30	30.00	20.00	14.00	10.00
Factor D - Employee Medical Benefits and Incentives					
Identify employee benefits. Indicate if benefits are paid in full or in part by your business. (Examples: medical, dental, vision, retirement savings, education plans, paid vacation, etc.).	10	2.00	2.00	2.00	2.00
Bidder is required to use the Employee Medical Benefit and Incentive Form for this factor.					
TOTAL SCORE	100	91.67	71.53	63.98	59.63
Rank		1	2	3	4



**CITY OF EL PASO
BID TABULATION FORM**



**Project Name: Armed Security Guard Services
Bid Opening Date: March 8, 2023**

**Solicitation #: 2023-0275
Department: International Bridges
Vets Securing America, Inc dba Vets
Securing America
San Antonio, TX**

				Mike Garcia Merchant Security, LLC El Paso, TX			NightEyes Protective Services, Inc El Paso, TX			TriCorps Security Inc. Oklahoma City, OK			Vets Securing America, Inc dba Vets Securing America San Antonio, TX		
				Bidder 1 of 4			Bidder 2 of 4			Bidder 3 of 4			Bidder 4 of 4		
ITEM No.	DESCRIPTION	Unit of Measure	Approximate / Estimate Quantity (A)	PRICE (B)	Yearly Total C=AxB (C)	3-Year Total D=(Cx3) (D)	PRICE (B)	Yearly Total C=AxB (C)	3-Year Total D=(Cx3) (D)	PRICE (B)	Yearly Total C=AxB (C)	3-Year Total D=(Cx3) (D)	PRICE (B)	Yearly Total C=AxB (C)	3-Year Total D=(Cx3) (D)
1	Stanton International Bridge Armed Guard	Hourly	11088	\$ 20.65	\$ 228,967.20	\$ 686,901.60	\$ 19.00	\$ 210,672.00	\$ 632,016.00	\$ 19.50	\$ 216,216.00	\$ 648,648.00	\$ 28.29	\$ 313,679.52	\$ 941,038.56
2	Stanton International Bridge Armed Guard Supervisor	Hourly	2091	\$ 22.65	\$ 47,361.15	\$ 142,083.45	\$ 21.00	\$ 43,911.00	\$ 131,733.00	\$ 20.00	\$ 41,820.00	\$ 125,460.00	\$ 29.46	\$ 61,600.86	\$ 184,802.58
3	Paso del Norte Bridge Armed Guard	Hourly	11088	\$ 20.65	\$ 228,967.20	\$ 686,901.60	\$ 19.00	\$ 210,672.00	\$ 632,016.00	\$ 19.50	\$ 216,216.00	\$ 648,648.00	\$ 28.29	\$ 313,679.52	\$ 941,038.56
4	Paso del Norte Bridge Armed Guard Supervisor	Hourly	2,091	\$ 22.65	\$ 47,361.15	\$ 142,083.45	\$ 21.00	\$ 43,911.00	\$ 131,733.00	\$ 20.00	\$ 41,820.00	\$ 125,460.00	\$ 29.46	\$ 61,600.86	\$ 184,802.58
5	Zaragosa Bridge Armed Guard	Hourly	19872	\$ 20.65	\$ 410,356.80	\$ 1,231,070.40	\$ 19.00	\$ 377,568.00	\$ 1,132,704.00	\$ 19.50	\$ 387,504.00	\$ 1,162,512.00	\$ 28.29	\$ 562,178.88	\$ 1,686,536.64
6	Zaragosa Bridge Armed Guard Supervisor	Hourly	2091	\$ 22.65	\$ 47,361.15	\$ 142,083.45	\$ 21.00	\$ 43,911.00	\$ 131,733.00	\$ 20.00	\$ 41,820.00	\$ 125,460.00	\$ 29.46	\$ 61,600.86	\$ 184,802.58
TOTAL					\$ 1,010,374.65	\$ 3,031,123.95		\$ 930,645.00	\$ 2,791,935.00		\$ 945,396.00	\$ 2,836,188.00		\$ 1,374,340.50	\$ 4,123,021.50
<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 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 TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.				<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>			<input type="checkbox"/>		
NO OPTION OFFERED				<input type="checkbox"/>			<input type="checkbox"/>			<input type="checkbox"/>			<input checked="" type="checkbox"/>		
AMENDMENTS ACKNOWLEDGED:				Yes			Yes			Yes			Yes		

BIDS SOLICITED: 181 LOCAL BIDS SOLICITED: 71 BIDS RECEIVED: 4 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.

APPROVED BY: _____/s/_____

DATE: 3/16/2023

2023-0275 Armed Security Services

19 Views

<u>Participant Name</u>	<u>Response Status</u>
1 TriCorps Security, Inc	Submitted
2 Vets Securing America, Inc (Vets Securing Ame	Submitted
3 NIGHT EYES PROTECTIVE SERVICES, INC	Submitted
4 Continental Kennel Club Inc.	No Bid
5 Mike Garcia Merchant Security, LLC	Submitted
6 Covenant Special Projects, LLC	No Bid
7 Haix North America	No Bid
8 WOFFORD TRUCK PARTS (TE EL PASO,LLC	No Bid
9 Americas Best Strategic Security Group LLC	Viewed
10 Black Stallion Contractors, Inc.	Viewed
11 City of El Paso Strategic Partners	Unsubmitted
12 Construction Reporter	Viewed
13 Freddy G International Security LLC	Viewed
14 IVS, Inc. dba AngelTrax (IVS, Inc.)	Viewed
15 Lifeline Security Services LLC	Unsubmitted
16 Ricks Paving & Sealing Inc.	Viewed
17 Signal 88 Security of El Paso (Woody Family En	Viewed
18 The Kingdom Security Firm LLC	Viewed
19 To The Hilt Security (idrive-huffman LLC)	Unsubmitted
21 admin@lpglobalsecurity.com	
22 bobby@blackstonesecurity.com	
23 jerry@vetssecuringamerica.com	
24 nlkennedy@suncitysecurity.com	