

TITLE: Approve Vendor
Recommendation for Awarding the
RFP for Security Guard Services

DATE: December 13, 2011

PROPOSAL RECOMMENDATION

BACKGROUND:

We request that the MISD Board of Trustees approve the recommendation as made by the Purchasing Department, in conjunction with the Police Department, for awarding the proposal for Security Guard Services. Completed requests for RFP #12-071 were received prior to the proposal's closing at 2:00 p.m. on November 17, 2011.

CONSIDERATIONS:

The previous contract #10-109 for Security Guard Services was terminated due to performance issues. The District chose to go to the next lowest qualified vendor from this proposal in the interim. Texas Industrial Security, Inc. performed the services required while the District sought a new proposal.

Attached is the tabulation from RFP #12-071. The purpose of this Request for Proposal (RFP) is to provide uniformed guard service for MISD. These uniformed guards will assist in security for athletic events, special events, campus patrol services, and will provide drive-by service to insure security at MISD's campuses and other school district facilities between the hours of 11:00 p.m. and 7:00 a.m.

This proposal shall be in effect upon school board approval through August 31, 2013, with an option to extend for four additional one-year periods. Consideration was given, not only to the lowest cost, but also to references, available staff and vehicles, and compliance with proposal requirements.

RECOMMENDATION:

The Purchasing Department, in conjunction with the Police Department, recommends that the proposal for Security Guard Services be awarded to Seawinns Security, Inc., as indicated on the tabulation.

**RFP #12-071
Security Guard Service**

VENDORS>>			Alliance Protective Group, Inc.		Crescent Guardian, Inc.		DFW Security Protective Force		Firstwatch Security	
	Quantity	Unit	Unit Price	Ext. Price	Unit Price	Ext. Price	Unit Price	Ext. Price	Unit Price	Ext. Price
Drive-By Security Guard Service, Guard Only	3,168	Hour	\$15.75		\$13.08		\$13.83		\$14.75	
Vehicle for above guard	3168	Hour	\$1.25		\$3.73		\$5.25		\$2.50	
Total for Drive-By Security Guard Service and Vehicle	3168	Hour	\$17.00	\$53,856.00	\$16.81	\$53,254.08	\$19.06	\$60,382.08	\$17.25	\$54,648.00
Security Guard Service for Athletic Events	1220	Hour	\$15.75	\$19,215.00	\$11.78	\$14,371.60	\$13.83	\$16,872.60	\$15.75	\$19,215.00
Security Guard Service for Special Events	550	Hour	\$15.75	\$8,662.50	\$11.78	\$6,479.00	\$13.83	\$7,606.50	\$15.75	\$8,662.50
Security Guard Services for Campuses, Guard Only	7160	Hour	\$15.75		\$11.78		\$13.22		\$14.75	\$105,610.00
Vehicle for above guard	7160	Hour	\$1.25		\$3.73		\$4.69		\$2.50	\$17,900.00
Total for Security Guard Services for Campuses and Vehicle	7160	Hour	\$17.00	\$121,720.00	\$15.51	\$111,051.60	\$17.91	\$128,235.60	\$17.25	\$123,510.00
Total for Security Guard Services Listed Above				\$203,453.50		\$185,156.28		\$213,096.78		\$178,158.00
Additional Unarmed Guard Service on "As-Needed" Basis during Monday-Friday Normal Business Hours	1	Hour	\$15.75	\$15.75	\$11.78	\$11.78	\$17.91	\$17.91	\$15.75	\$15.75
Additional Unarmed Guard Service on "As-Needed" Basis after Business Hours Monday-Friday	1	Hour	\$15.75	\$15.75	\$11.78	\$11.78	\$17.91	\$17.91	\$15.75	\$15.75
Additional Unarmed Guard Service on "As-Needed" Basis after Hours on Weekends or Holidays	1	Hour	\$15.75	\$15.75	\$11.78	\$11.78	\$17.91	\$17.91	\$15.75	\$15.75
Cost for Global Positioning on Vehicles	1	Per Vehicle	\$500.00		\$500.00		\$0.02		\$35.00	\$35.00
Additional Questions										
Number of Years in this Type of Business			4 years		18 years		10 years		40 years	
Number of Licensed Security Personnel			38		142		124+		85	
Average Tenure of Officers			2-3 years		2 years		2.5 years		6.5 years	
Number of Support Staff			3		5		6		12	
Number of Security Vehicles			4		4		12		24	
Do you check criminal and civil arrest/charge records?			Yes		Yes		Yes		Yes	
Is random drug testing performed?			Yes		Yes		Yes		Yes	
Are security personnel required to wear uniforms?			Yes		Yes		Yes		Yes	

Present at opening:

Shelley Freeman, Director of Purchasing

Elaine Johnson, Buyer

**RFP #12-071
Security Guard Service**

VENDORS>>	Force One Security Solutions, Inc.		Kent Security		Paladin Security Services, LLC		Seawinns Security, Inc.		Smith Protective Services, Inc.	
	Unit Price	Ext. Price	Unit Price	Ext. Price	Unit Price	Ext. Price	Unit Price	Ext. Price	Unit Price	Ext. Price
Drive-By Security Guard Service, Guard Only	\$14.95		\$12.75		\$15.00		\$12.03		\$14.50	
Vehicle for above guard	\$2.25		\$3.00		\$2.13		\$1.75		\$0.50	
Total for Drive-By Security Guard Service and Vehicle	\$17.15	\$54,331.20	\$15.75	\$49,896.00	\$17.13	\$54,267.84	\$13.78	\$43,655.04	\$15.00	\$47,520.00
Security Guard Service for Athletic Events	\$17.30	\$21,106.00	\$12.75	\$15,555.00	\$15.00	\$18,300.00	\$13.78	\$16,811.60	\$14.50	\$17,690.00
Security Guard Service for Special Events	\$17.30	\$9,515.00	\$12.75	\$7,012.50	\$15.00	\$8,250.00	\$13.78	\$7,579.00	\$14.50	\$7,975.00
Security Guard Services for Campuses, Guard Only	\$14.95		\$12.75		\$15.00		\$12.03		\$14.50	
Vehicle for above guard	\$3.65		\$2.50		\$2.13		\$1.75		\$0.00	
Total for Security Guard Services for Campuses and Vehicle	\$18.60	\$133,176.00	\$15.25	\$109,190.00	\$17.13	\$122,650.80	\$13.78	\$98,664.80	\$14.50	\$103,820.00
Total for Security Guard Services Listed Above		\$218,128.20		\$181,653.50		\$203,468.64		\$166,710.44		\$177,005.00
Additional Unarmed Guard Service on "As-Needed" Basis during Monday-Friday Normal Business Hours	\$17.30	\$17.30	\$12.75	\$12.75	\$18.00	\$18.00	\$13.78	\$13.78	\$14.50	\$14.50
Additional Unarmed Guard Service on "As-Needed" Basis after Business Hours Monday-Friday	\$17.30	\$17.30	\$12.75	\$12.75	\$18.00	\$18.00	\$13.78	\$13.78	\$14.50	\$14.50
Additional Unarmed Guard Service on "As-Needed" Basis after Hours on Weekends or Holidays	\$17.30	\$17.30	\$19.13	\$19.13	\$18.00	\$18.00	\$13.78	\$13.78	\$14.50	\$14.50
Cost for Global Positioning on Vehicles	\$50.00	\$50.00 per month	\$0.00		\$500.00	\$500.00	\$300.00	\$300.00	\$0.00	\$0.00
Additional Questions										
Number of Years in this Type of Business	10 years		29 years		14 years		7 years		108 years	
Number of Licensed Security Personnel	100		1400		55		75		350	
Average Tenure of Officers	2 years		1.8 years		4.6 years		2 years		18 months	
Number of Support Staff	3		30		2-3		10		4	
Number of Security Vehicles	10		41		2		24		26	
Do you check criminal and civil arrest/charge records?	Yes		Yes		Yes		Yes		Yes	
Is random drug testing performed?	Yes		Yes		Yes		Yes		Yes	
Are security personnel required to wear uniforms?	Yes		Yes		Yes		Yes		Yes	

Present at opening:

Shelley Freeman, Director of Purchasing

Elaine Johnson, Buyer

**RFP #12-071
Security Guard Service**

VENDORS>>	Texas Industrial Security, Inc.		Texas Star Security		Thomas Protective Service, Inc.	
	Unit Price	Ext. Price	Unit Price	Ext. Price	Unit Price	Ext. Price
Drive-By Security Guard Service, Guard Only	\$13.55		\$12.95		\$13.58	
Vehicle for above guard	\$2.54		\$2.55		\$2.00	
Total for Drive-By Security Guard Service and Vehicle	\$16.09	\$50,973.12	\$15.50	\$49,104.00	\$15.58	\$49,357.44
Security Guard Service for Athletic Events	\$13.55	\$16,531.00	\$12.75	\$15,555.00	\$13.58	\$16,567.60
Security Guard Service for Special Events	\$13.55	\$7,452.50	\$12.75	\$7,012.50	\$13.58	\$7,469.00
Security Guard Services for Campuses, Guard Only	\$13.55		\$12.95		\$13.58	
Vehicle for above guard	\$2.54		\$2.55		\$2.00	
Total for Security Guard Services for Campuses and Vehicle	\$16.09	\$115,204.40	\$15.50	\$110,980.00	\$15.58	\$111,552.80
Total for Security Guard Services Listed Above		\$190,161.02		\$182,651.50		\$184,946.84
Additional Unarmed Guard Service on "As-Needed" Basis during Monday-Friday Normal Business Hours	\$20.32	\$20.32	\$12.25	\$12.25	\$20.37	\$20.37
Additional Unarmed Guard Service on "As-Needed" Basis after Business Hours Monday-Friday	\$20.32	\$20.32	\$12.25	\$12.25	\$20.37	\$20.37
Additional Unarmed Guard Service on "As-Needed" Basis after Hours on Weekends or Holidays	\$20.32	\$20.32	\$12.25	\$12.25	\$20.37	\$20.37
Cost for Global Positioning on Vehicles	\$35.00	\$35.00 per month	\$500.00	\$500.00	\$59.00	\$59.00
Additional Questions						
Number of Years in this Type of Business	42 years		15 years		31 years	
Number of Licensed Security Personnel	400		350		400+	
Average Tenure of Officers	4.2 years		5 years		1 year 11 months	
Number of Support Staff	8		20		23	
Number of Security Vehicles	10		50		19	
Do you check criminal and civil arrest/charge records?	Yes		Yes		Yes	
Is random drug testing performed?	Yes		Yes		Yes	
Are security personnel required to wear uniforms?	Yes		Yes		Yes	

Present at opening:

Shelley Freeman, Director of Purchasing

Elaine Johnson, Buyer