

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

**DEPARTMENT:** International Bridges

**AGENDA DATE:** March 20, 2018

**CONTACT PERSON/PHONE:** Monica Lombraña, Managing Director, (915) 212-7501  
Bruce D. Collins, Purchasing Director, (915) 212-1181

**DISTRICT(S) AFFECTED:** 6 & 8

**STRATEGIC GOAL NO. 1:** Create an Environment Conducive to Strong, Sustainable Economic Development.

**SUBJECT:**

The International Bridges Department is recommending award of Solicitation 2018-797 Security Guard Services to Ruiz Protective Service, Inc., for an initial term estimated amount of \$1,578,829.59. The award includes a two (2) year optional amount of \$1,052,553.06 for a total five (5) year estimated amount of \$2,631,382.65. International Bridges will be using this contract to provide armed security guard services at the three (3) International Bridges 24 hours a day.

**BACKGROUND / DISCUSSION:**

The International Bridges Department has reviewed Solicitation 2018-797 Security Guard Services and recommends the contract be awarded to Ruiz Protective Service, Inc., the vendor offering the best value bid

**SELECTION SUMMARY:**

Solicitation was advertised on January 9, 2018 and January 18, 2018. The solicitation was posted on City website on January 9, 2018. The email (Purmail) notification was sent out on January 11, 2018. There were thirty-five (35) views. A total of twenty-five (25) bidders were solicited; eighteen (18) local vendors. Seven (7) bids were received; three (3) were local vendors.

**PROTEST**

☒ No protest received for this requirement.

**COST VARIANCE PREVIOUS CONTRACT:**

The difference in cost, based on the comparison to the previous contract, is as follows:

An increase of \$7,270.79 over the three (3) year initial term. Said increase represents a .005 % increase over the initial term.

Previous Contract Price	Recommended Award Price	Difference
\$1,571,558.80	\$1,578,829.59	+ \$7,270.79 (.005 %)

**PRIOR COUNCIL ACTION:**

On March 24, 2015, Solicitation 2015-576 – Security Guard Services - International Bridges for all items.

**AMOUNT AND SOURCE OF FUNDING:**

Department: International Bridges - Operations  
Amount: \$1,578,829.59 (three years)  
Accounting: 564-3300-64830-522120  
Funding Source: International Bridges Operations

**BOARD / COMMISSION ACTION:**

N/A

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

**DEPARTMENT HEAD:**



**COUNCIL PROJECT FORM  
(REQUIREMENTS OR BEST VALUE BID)**

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

Please place the following item on the **REGULAR** agenda for the Council Meeting of **MARCH 20, 2018**.

**Strategic Goal #1: Create and Environment Conducive to Strong, Sustainable Economic Development.**

Discussion and action on the award of Solicitation No. 2018-797 Security Guard Service to Ruiz Protective Service, Inc., for an initial term estimated amount of \$1,578,829.59. The award includes a two (2) year optional amount of \$1,052,553.06 for a total five (5) year estimated award amount of \$2,631,382.65. International Bridges will be using this contract to provide armed security guard services at the three International Bridges 24 hours a day.

**Contract Variance:**

The difference in cost, based on the comparison to the previous contract, is as follows:

An increase of \$7,270.79 over the three (3) year initial term. Said increase represents a .005 % increase over the initial term.

Department:	International Bridges
Vendor:	Ruiz Protective Service, Inc. El Paso, TX
Item(s):	All
Option to Extend:	2 years
Annual Estimated Amount:	\$ 526,276.53
Initial Term Estimated Award:	\$1,578,829.59 (3 Years)
Total Estimated Award:	\$ 2,631,382.65 (5 Years)
Account No.:	564-3300-64830-522120
Funding Source:	International Bridges – Operations
Districts:	6 & 8

This is a Best Value, service contract.

The Purchasing & Strategic Sourcing Department and International Bridges Department recommend that the contract be awarded to Ruiz Protective Service, Inc., the vendor 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**\*\*\*\*\*



# COMMITTEE SCORE SHEET

Best Value Bid

Solicitation Title: Security Guard Services - International Bridges

SOLICITATION NO: 2018-796

## EVALUATION CRITERIA

### A. Cost

#### SUBTOTAL EVALUATION FACTOR A:

### B. EXPERIENCE AND QUALIFICATIONS

Description of experience and past history/background & qualifications in performing specific job requirements.

#### SUBTOTAL EVALUATION FACTOR B:

### C. REPUTATION & QUALITY OF BIDDER'S SERVICE

Vendor's References

#### SUBTOTAL EVALUATION FACTOR C:

### D. EMPLOYEE MEDICAL BENEFITS AND INCENTIVES

Employee Medical Benefits & Incentives

#### SUBTOTAL EVALUATION FACTOR D:

### E. PAST PERFORMANCE

Vendor's Past Performance

#### SUBTOTAL EVALUATION FACTOR E:

### Grand Total

WEIGHT	MAX POINTS	ADC LTD NM	G4S SECURE SOLUTIONS (USA) INC.	MIKE GARCIA MERCHANT SECURITY, LLC	RECON SECURITY CORPORATION	RUIZ PROTECTIVE SERVICE, INC.
		Albuquerque, NM	El Paso, TX	El Paso, TX	El Paso, TX	El Paso, TX
35%	35	\$4,335,576.66	\$2,767,935.78	\$1,775,796.75	\$1,557,308.70	\$1,578,829.59
	35	12.57	19.69	30.69	35.00	34.52
25%	25	21.00	25.00	21.00	13.33	21.67
	25	21.00	25.00	21.00	13.33	21.67
25%	25	22.31	16.67	15.05	8.33	16.23
	25	22.31	13.67	15.05	8.33	16.13
10%	10	2.00	2.00	2.00	0.00	2.00
	10	2.00	2.00	2.00	0.00	2.00
5%	5	5.00	1.67	5.00	0.00	3.34
	5	5.00	1.67	5.00	0.00	3.34
	100	62.88	65.03	74.19	56.66	77.76



# COMMITTEE SCORE SHEET

Best Value Bid

Solicitation Title: Securitiy Guard Services - International Bridges

SOLICITATION NO: 2018-797

## EVALUATION CRITERIA

### A. Cost

SUBTOTAL EVALUATION FACTOR A:

### B. EXPERIENCE AND QUALIFICATIONS

Description of experience and past history/background & qualifcations in performing specific job requirements.

SUBTOTAL EVALUATION FACTOR B:

### C. REPUTATION & QUALITY OF BIDDER'S SERVICE

Vendor's References

SUBTOTAL EVALUATION FACTOR C:

### D. EMPLOYEE MEDICAL BENEFITS AND ENCENTIVES

Employee Medical Benefits & Encentives

SUBTOTAL EVALUATION FACTOR D:

### E. PAST PERFORMANCE

Vendor's Past Performance

SUBTOTAL EVALUATION FACTOR E:

Grand Total

WEIGHT	MAX POINTS	STRATEGIC SECURITY CORPORATION Commack, NY	VETS SECURING AMERICA San Antonio, TX			
35%	35	\$2,775,659.40	\$2,149,078.23			
	35	19.64	25.36			
25%	25	21.33	21.67			
	25	21.33	21.67			
25%	25	25.00	8.33			
	25	25.00	8.33			
10%	10	2.00	2.00			
	10	2.00	2.00			
5%	5	3.34	1.67			
	5	3.34	1.67			
	100	71.31	59.03			



# CITY OF EL PASO BID TABULATION FORM - REVISED



Project Name: SECURITY GUARD SERVICES - INTERNATIONAL BRIDGES


Solicitation #: 2018-797

Bid Opening Date: FEBRUARY 7, 2018

Department: INTERNATIONAL BRIDGES

			ADC LTD NM ALBUQUERQUE, NM			G4S SECURE SOLUTIONS (USA) INC. EL PASO, TX		
ITEM NO.	DESCRIPTION	ESTIMATED HOURS PER YEAR (A)	COST PER HOUR (B)	ANNUAL TOTAL (C) A X B = C	3 YEAR TOTAL (D) C X 3 = D	COST PER HOUR (B)	ANNUAL TOTAL (C) A X B = C	3 YEAR TOTAL (D) C X 3 = D
1A.	STANTON INTERNATIONAL BRIDGE ARMED GUARD	11,088	\$29.66	\$328,870.08	\$986,610.24	\$18.58	\$206,015.04	\$618,045.12
1B.	STANTON INTERNATIONAL BRIDGE ARMED GUARD SUPERVISOR	2,091	\$32.05	\$67,016.55	\$201,049.65	\$22.54	\$47,131.14	\$141,393.42
2A.	PASO DEL NORTE BRIDGE ARMED GUARD	11,088	\$29.66	\$328,870.08	\$986,610.24	\$18.58	\$206,015.04	\$618,045.12
2B.	PASO DEL NORTE BRIDGE ARMED GUARD SUPERVISOR	2,091	\$31.28	\$65,406.48	\$196,219.44	\$22.54	\$47,131.14	\$141,393.42
3A.	ZARAGOZA BRIDGE ARMED GUARD	19,872	\$29.59	\$588,012.48	\$1,764,037.44	\$18.58	\$369,221.76	\$1,107,665.28
3B.	ZARAGOZA BRIDGE ARMED GUARD SUPERVISOR	2,091	\$32.05	\$67,016.55	\$201,049.65	\$22.54	\$47,131.14	\$141,393.42 BIDDER'S PRICE \$141,393.78
TOTAL ANNUAL AMOUNT				\$1,445,192.22			\$922,645.26	
3 YEAR GRAND TOTAL					\$4,335,576.66			\$2,767,935.78

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:   
DATE: 5/13/2018



CITY OF EL PASO  
BID TABULATION FORM - REVISED



Project Name: SECURITY GUARD SERVICES - INTERNATIONAL BRIDGES

Solicitation #: 2018-797

Bid Opening Date: FEBRUARY 7, 2018

Department: INTERNATIONAL BRIDGES

	ADC LTD NM ALBUQUERQUE, NM	G4S SECURE SOLUTIONS (USA) INC. EL PASO, TX
<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"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input checked="" type="checkbox"/>
PAYMENT TERMS:	NET - 30 DAYS	NET - 30 DAYS

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: 

DATE: 3/13/2018



# CITY OF EL PASO BID TABULATION FORM - REVISED



Project Name: SECURITY GUARD SERVICES - INTERNATIONAL BRIDGES

Solicitation #: 2018-797

Bid Opening Date: FEBRUARY 7, 2018

Department: INTERNATIONAL BRIDGES

			MIKE GARCIA MERCHANT SECURITY, LLC EL PASO, TX			RECON SECURITY CORP. EL PASO, TX		
ITEM NO.	DESCRIPTION	ESTIMATED HOURS PER YEAR (A)	COST PER HOUR (B)	ANNUAL TOTAL (C) A X B = C	3 YEAR TOTAL (D) C X 3 = D	COST PER HOUR (B)	ANNUAL TOTAL (C) A X B = C	3 YEAR TOTAL (D) C X 3 = D
1A.	STANTON INTERNATIONAL BRIDGE ARMED GUARD	11,088	\$12.25	\$135,828.00	\$407,484.00	\$10.60	\$117,532.80	\$352,598.40
1B.	STANTON INTERNATIONAL BRIDGE ARMED GUARD SUPERVISOR	2,091	\$12.25	\$25,614.75	\$76,844.25	\$11.70	\$24,464.70	\$73,394.10
2A.	PASO DEL NORTE BRIDGE ARMED GUARD	11,088	\$12.25	\$135,828.00	\$407,484.00	\$10.60	\$117,532.80	\$352,598.40
2B.	PASO DEL NORTE BRIDGE ARMED GUARD SUPERVISOR	2,091	\$12.25	\$25,614.75	\$76,844.25	\$11.70	\$24,464.70	\$73,394.10
3A.	ZARAGOZA BRIDGE ARMED GUARD	19,872	\$12.25	\$243,432.00	\$730,296.00	\$10.60	\$210,643.20	\$631,929.60
3B.	ZARAGOZA BRIDGE ARMED GUARD SUPERVISOR	2,091	\$12.25	\$25,614.75	\$76,844.25	\$11.70	\$24,464.70	\$73,394.10
TOTAL ANNUAL AMOUNT				\$591,932.25			\$519,102.90	
3 YEAR GRAND TOTAL					\$1,775,796.75			\$1,557,308.70

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This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

APPROVED: 

DATE: 3/13/2018





CITY OF EL PASO  
BID TABULATION FORM - REVISED



Project Name: SECURITY GUARD SERVICES - INTERNATIONAL BRIDGES

Solicitation #: 2018-797

Bid Opening Date: FEBRUARY 7, 2018

Department: INTERNATIONAL BRIDGES

	MIKE GARCIA MERCHANT SECURITY, LLC EL PASO, TX	RECON SECURITY CORP. EL PASO, TX
<b>OPTION TO EXTEND THE TERM OF THE AGREEMENT</b>  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="checked" type="checkbox"/>	<input checked="checked" type="checkbox"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input type="checkbox"/>
PAYMENT TERMS:	NET - 30 DAYS	NET - 30 DAYS

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: 

DATE: 3/13/2018



# CITY OF EL PASO BID TABULATION FORM - REVISED



Project Name: SECURITY GUARD SERVICES - INTERNATIONAL BRIDGES

Solicitation #: 2018-797

Bid Opening Date: FEBRUARY 7, 2018

Department: INTERNATIONAL BRIDGES

			RUIZ PROTECTIVE SERVICE, INC. DALLAS, TX			STRATEGIC SECURITY CORP. COMMACK, NY		
ITEM NO.	DESCRIPTION	ESTIMATED HOURS PER YEAR (A)	COST PER HOUR (B)	ANNUAL TOTAL (C) A X B = C	3 YEAR TOTAL (D) C X 3 = D	COST PER HOUR (B)	ANNUAL TOTAL (C) A X B = C	3 YEAR TOTAL (D) C X 3 = D
1A.	STANTON INTERNATIONAL BRIDGE ARMED GUARD	11,088	\$10.79	\$119,639.52	\$358,918.56	\$19.05	\$211,226.40	\$633,679.20
1B.	STANTON INTERNATIONAL BRIDGE ARMED GUARD SUPERVISOR	2,091	\$11.57	\$24,192.87	\$72,578.61	\$19.80	\$41,401.80	\$124,205.40
2A.	PASO DEL NORTE BRIDGE ARMED GUARD	11,088	\$10.79	\$119,639.52	\$358,918.56	\$19.05	\$211,226.40 BIDDER'S PRICE \$211,266.40	\$633,679.20 BIDDER'S PRICE \$633,799.20
2B.	PASO DEL NORTE BRIDGE ARMED GUARD SUPERVISOR	2,091	\$11.57	\$24,192.87	\$72,578.61	\$19.80	\$41,401.80	\$124,205.40
3A.	ZARAGOZA BRIDGE ARMED GUARD	19,872	\$10.79	\$214,418.88	\$643,256.64	\$19.05	\$378,561.60	\$1,135,684.80
3B.	ZARAGOZA BRIDGE ARMED GUARD SUPERVISOR	2,091	\$11.57	\$24,192.87	\$72,578.61	\$19.80	\$41,401.80	\$124,205.40
TOTAL ANNUAL AMOUNT				\$526,276.53			\$925,219.80 BIDDER'S PRICE \$925,259.80	
3 YEAR GRAND TOTAL					\$1,578,829.59			\$2,775,659.40 BIDDER'S PRICE \$2,775,779.40

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:

DATE: 2/13/2018



**CITY OF EL PASO  
BID TABULATION FORM - REVISED**




**Project Name: SECURITY GUARD SERVICES - INTERNATIONAL BRIDGES**  
**Bid Opening Date: FEBRUARY 7, 2018**

**Solicitation #: 2018-797**  
**Department: INTERNATIONAL BRIDGES**

	<b>RUIZ PROTECTIVE SERVICE, INC. DALLAS, TX</b>	<b>STRATEGIC SECURITY CORP. COMMACK, NY</b>
<b><u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u></b>  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="checked" type="checkbox"/>	<input checked="checked" type="checkbox"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input type="checkbox"/>
<b>PAYMENT TERMS:</b>	<b>NET - 30 DAYS</b>	<b>NET - 30 DAYS</b>

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APPROVED:   
DATE: 3/13/2018



# CITY OF EL PASO BID TABULATION FORM - REVISED

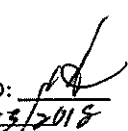


Project Name: SECURITY GUARD SERVICES - INTERNATIONAL BRIDGES  
Bid Opening Date: FEBRUARY 7, 2018

Solicitation #: 2018-797  
Department: INTERNATIONAL BRIDGES

			VETS SECURING AMERICA SAN ANTONIO, TX					
ITEM NO.	DESCRIPTION	ESTIMATED HOURS PER YEAR (A)	COST PER HOUR (B)	ANNUAL TOTAL (C) A X B = C	3 YEAR TOTAL (D) C X 3 = D	COST PER HOUR (B)	ANNUAL TOTAL (C) A X B = C	3 YEAR TOTAL (D) C X 3 = D
1A.	STANTON INTERNATIONAL BRIDGE ARMED GUARD	11,088	\$14.69	\$162,882.72	\$488,648.16	\$0.00	\$0.00	\$0.00
1B.	STANTON INTERNATIONAL BRIDGE ARMED GUARD SUPERVISOR	2,091	\$15.73	\$32,891.43	\$98,674.29	\$0.00	\$0.00	\$0.00
2A.	PASO DEL NORTE BRIDGE ARMED GUARD	11,088	\$14.69	\$162,882.72	\$488,648.16	\$0.00	\$0.00	\$0.00
2B.	PASO DEL NORTE BRIDGE ARMED GUARD SUPERVISOR	2,091	\$15.73	\$32,891.43	\$98,674.29	\$0.00	\$0.00	\$0.00
3A.	ZARAGOZA BRIDGE ARMED GUARD	19,872	\$14.69	\$291,919.68	\$875,759.04	\$0.00	\$0.00	\$0.00
3B.	ZARAGOZA BRIDGE ARMED GUARD SUPERVISOR	2,091	\$15.73	\$32,891.43	\$98,674.29	\$0.00	\$0.00	\$0.00
TOTAL ANNUAL AMOUNT				\$716,359.41			\$0.00	
3 YEAR GRAND TOTAL					\$2,149,078.23			\$0.00

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This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

APPROVED:   
DATE: 3/13/2018



CITY OF EL PASO  
BID TABULATION FORM - REVISED



Project Name: SECURITY GUARD SERVICES - INTERNATIONAL BRIDGES

Solicitation #: 2018-797

Bid Opening Date: FEBRUARY 7, 2018

Department: INTERNATIONAL BRIDGES

	VETS SECURING AMERICA SAN ANTONIO, TX	
<b>OPTION TO EXTEND THE TERM OF THE AGREEMENT</b> 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="checked" type="checkbox"/>	<input type="checkbox"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input type="checkbox"/>
PAYMENT TERMS:	1% - 10 DAYS	
BIDS SOLICITED: 25 LOCAL BIDS SOLICITED: 18 BIDS RECEIVED: 7 LOCAL BIDS RECEIVED: 3 NO BID: 0		

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This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

APPROVED: 

DATE: 3/13/2018