

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

DEPARTMENT: El Paso International Airport

AGENDA DATE: April 17, 2018

CONTACT PERSON/PHONE: Monica Lombraña, Managing Director of Aviation & International Bridges,
(915) 212-7301
Bruce D. Collins, Purchasing Director, Purchasing & Strategic Sourcing Dept.,
(915) 212-1181

DISTRICT(S) AFFECTED: All

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

SUBJECT:

Discussion and action on the award of Solicitation No. 2018-732 Security Guard Services to Mike Garcia Merchant Security, LLC for an initial term estimated award of \$2,441,313.30. The award is to include a two (2) year optional amount of \$1,627,542.20 for a total five (5) year award of \$4,068,855.50.

BACKGROUND / DISCUSSION:

Award of the contract provides security guard services to 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 December 19, 2017 and December 26, 2017. The solicitation was posted on City website on December 19, 2017. The email (Purmail) notification was sent out on December 21, 2017. A total of fifteen (15) bidders were solicited; twelve (12) being local vendors. The total number of views is sixty-eight (68). A total of seven (7) bids were received; three (3) being local vendors.

CONTRACT VARIANCE:

The previous contract was awarded in 2015 with an average bill rate of \$13.15 per hour. The recommended award has a bill rate of \$11.95 per hour, resulting in a decrease of \$1.66 per hour. The hours for security on-call services increased by 1,400 hours. The net savings for this award is \$73,361.01 for the three (3) year term.

COMPENSATION ANALYSIS:

- Employee Hourly Rate: \$ 8.50
- Bill Rate: \$11.95
- Bill Rate, if increased to \$10/hr.: \$14.48
- Annual Increase: \$172,287.94
- Initial Term of the Contract Increase: \$516,863.82

PROTEST

There was no protest received for this requirement.

Protest received.

PRIOR COUNCIL ACTION:

Solicitation 2015-508 Security Guard Services - Council Award on March 10, 2015

AMOUNT AND SOURCE OF FUNDING:

562-62030-522120-3000 Finance and Admin/Security Contracts/Airport Operating Fund
562-62070-522120-3000 Terminal/Security Contracts/Airport Operating Fund
562-62080-522120-3000 Ground Transportation/Security Contracts/Airport Operating Fund
562-62110-522120-3000 Airfield/Security Contracts/Airport Operating Fund

BOARD / COMMISSION ACTION:

N/A

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

DEPARTMENT HEAD: _____

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

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

Please place the following item on the **REGULAR** agenda for the Council Meeting of **APRIL 17, 2018**.

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

Discussion and action on the award of Solicitation No. 2018-732 Security Guard Services to Mike Garcia Merchant Security, LLC for an initial term estimated award of \$2,441,313.30. The award is to include a two (2) year optional amount of \$1,627,542.20 for a total five (5) year award of \$4,068,855.50. Award of this contract will provide security services for the El Paso International Airport.

Contract Variance:

The previous contract was awarded in 2015 with an average bill rate of \$13.15 per hour. The recommended award has a bill rate of \$11.95 per hour, resulting in a decrease of \$1.66 per hour. The hours for security on-call services increased by 1,400 hours. The net savings for this award is \$73,361.01 for the three (3) year term.

Department:	El Paso International Airport
Award to:	Mike Garcia Merchant Security, LLC El Paso, TX
Item(s):	All
Initial Term:	3 years
Option to Extend:	2 years
Annual Estimated Award:	\$813,771.10
Initial Term Estimated Award:	\$2,441,313.30 (3 years)
Total Estimated Award:	\$4,068,855.50 (5 years)
Account No.:	562-62030-522120-3000 562-62070-522120-3000 562-62080-522120-3000 562-62110-522120-3000
Funding Source:	Finance and Admin/Security Contracts/Airport Operating Fund Terminal/Security Contracts/Airport Operating Fund Ground Transportation/Security Contracts/Airport Operating Fund Airfield/Security Contracts/Airport Operating Fund
District(s):	All

This is a Best Value, service contract.

The Purchasing & Strategic Sourcing Department and El Paso International Airport recommend award as indicated to Mike Garcia Merchant Security, LLC, 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*******



COMMITTEE SCORE SHEET

Best Value

SOLICITATION TITLE: SECURITY GUARD SERVICES

SOLICITATION NO: 2018-732

EVALUATION CRITERIA

	MAX POINTS	UNIVERSAL PROTECTION SERVICES, LP dba ALLIED UNIVERSAL SECURITY SERVICES	BLACKSTONE SECURITY SERVICES, INC.	MIKE GARCIA MERCHANT SECURITY, LLC	RECON SECURITY CORP.	SECURITAS CRITICAL INFRASTRUCTURE SERVICES, INC.	SHETLER & ASSOCIATES, LLC	VETS SECURING AMERICA	
		EL PASO, TX \$3,630,702.51	PHOENIX, AZ \$2,589,547.59	EL PASO, TX \$2,441,313.30	EL PASO, TX \$3,709,719.90	SPRINGFIELD, VA \$3,449,064.03	PHOENIX, AZ \$2,881,085.94	SAN ANTONIO, TX \$2,972,572.23	
A. COST	35%	35	23.53	33.00	35.00	23.03	24.77	29.66	28.74
B. EXPERIENCE AND QUALIFICATIONS	30%	30	20.00	20.00	30.00	30.00	30.00	20.00	20.00
C. TECHNICAL APPROACH-QUALITY OF ORGANIZATION AND PERSONNEL PROVIDED a) Describe in detail how your firm will be organized to manage this project. Bidder must supply an Organization Chart depicting the structure of the local servicing office and regional support. 5 points b) Describe how recruitment and selection of security officers is accomplished. All personnel and supervision provided under this solicitation must be thoroughly trained, experienced and qualified to perform the work to which they are assigned. 5 points c) Outline administrative controls, plans and process to monitor and assure contract compliance of security services. Include methods of quality control, contract administration, audits, management inspection programs, conduct and job performance standards, corrective action planning and follow-up reporting. 5 points d) The bidder must submit all certifications/licenses of each of their staff members. (See Part 3, Page 23, Item 1 - Qualifications, Responsibilities and Requirements of Contractors) 5 points	20%	20	16.33	17.66	12.00	0.00	18.66	20.00	17.66
D. EMPLOYEE MEDICAL BENEFITS AND INCENTIVES	10%	10	2.00	2.00	2.00	0.00	2.00	2.00	2.00
E. PAST PERFORMANCE	5%	5	0.00	1.67	3.33	0.00	1.67	0.00	0.00
Grand Total	100%	100	61.86	74.33	82.33	53.03	77.10	71.66	68.40



**CITY OF EL PASO
BID TABULATION FORM**



Project Name: SECURITY GUARD SERVICES
Bid Opening Date: JANUARY 17, 2018

Solicitation #: 2018-732
Department: EL PASO INTERNATIONAL AIRPORT

			UNIVERSAL PROTECTION SERVICES, LP dba ALLIED UNIVERSAL SECURITY SERVICES EL PASO, TX			BLACKSTONE SECURITY SERVICES, INC PHOENIX, AZ		
ITEM NO.	DESCRIPTION	ANNUAL ESTIMATED HOURS	UNIT PRICE (PER HOUR)	ANNUAL TOTAL (ANNUAL ESTIMATED HOURS X UNIT PRICE)	3 YEAR TOTAL (ANNUAL TOTAL X 3)	UNIT PRICE (PER HOUR)	ANNUAL TOTAL (ANNUAL ESTIMATED HOURS X UNIT PRICE)	3 YEAR TOTAL (ANNUAL TOTAL X 3)
1.	ROVER/SUPERVISOR (UNARMED) WITH VEHICLE	8,760	\$22.89	\$200,516.40	\$601,549.20	\$15.36	\$134,553.60	\$403,660.80
2.	SECURITY GUARD (UNARMED FOR STAFFED GUARD POSTS)	48,180	\$16.87	\$812,796.60	\$2,438,389.80	\$12.11	\$583,459.80	\$1,750,379.40
3.	ROVER/SECURITY GUARD (UNARMED WITH VEHICLE-AS NEEDED/AS ASSIGNED)	3,091	\$19.68	\$60,830.88	\$182,492.64	\$15.36	\$47,477.76	\$142,433.28
4.	SECURITY GUARD (UNARMED)-AS NEEDED/AS ASSIGNED	8,067	\$16.87	\$136,090.29	\$408,270.87	\$12.11	\$97,691.37	\$293,074.11
TOTAL				\$1,210,234.17	\$3,630,702.51		\$863,182.53	\$2,589,547.59

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: *Rebecca L. Jones*
DATE: 2-2-18



**CITY OF EL PASO
BID TABULATION FORM**



Project Name: SECURITY GUARD SERVICES
Bid Opening Date: JANUARY 17, 2018

Solicitation #: 2018-732
Department: EL PASO INTERNATIONAL AIRPORT

	<p align="center">UNIVERSAL PROTECTION SERVICES, LP dba ALLIED UNIVERSAL SECURITY SERVICES EL PASO, TX</p>	<p align="center">BLACKSTONE SECURITY SERVICES, INC PHOENIX, AZ</p>
<p><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 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>		
<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:</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p>PAYMENT TERMS:</p>	<p>NET - 30 DAYS</p>	<p>NET - 30 DAYS</p>

APPROVED: *Rebecca Jones*
DATE: 2-2-18



**CITY OF EL PASO
BID TABULATION FORM**



Project Name: SECURITY GUARD SERVICES
Bid Opening Date: JANUARY 17, 2018

Solicitation #: 2018-732
Department: EL PASO INTERNATIONAL AIRPORT

			MIKE GARCIA MERCHANT SECURITY, LLC. EL PASO, TX			RECON SECURITY CORP. EL PASO, TX		
ITEM NO.	DESCRIPTION	ANNUAL ESTIMATED HOURS	UNIT PRICE (PER HOUR)	ANNUAL TOTAL (ANNUAL ESTIMATED HOURS X UNIT PRICE)	3 YEAR TOTAL (ANNUAL TOTAL X 3)	UNIT PRICE (PER HOUR)	ANNUAL TOTAL (ANNUAL ESTIMATED HOURS X UNIT PRICE)	3 YEAR TOTAL (ANNUAL TOTAL X 3)
1.	ROVER/SUPERVISOR (UNARMED) WITH VEHICLE	8,760	\$11.95	\$104,682.00	\$314,046.00	\$20.25	\$177,390.00	\$532,170.00
2.	SECURITY GUARD (UNARMED FOR STAFFED GUARD POSTS)	48,180	\$11.95	\$575,751.00	\$1,727,253.00	\$17.85	\$860,013.00	\$2,580,039.00
3.	ROVER/SECURITY GUARD (UNARMED WITH VEHICLE-AS NEEDED/AS ASSIGNED)	3,091	\$11.95	\$36,937.45	\$110,812.35	\$17.85	\$55,174.35	\$165,523.05
4.	SECURITY GUARD (UNARMED)-AS NEEDED/AS ASSIGNED	8,067	\$11.95	\$96,400.65	\$289,201.95	\$17.85	\$143,995.95	\$431,987.85
TOTAL				\$813,771.10	\$2,441,313.30		\$1,236,573.30	\$3,709,719.90

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APPROVED: *Robert Jones*
DATE: 2-2-18



**CITY OF EL PASO
BID TABULATION FORM**



Project Name: SECURITY GUARD SERVICES
Bid Opening Date: JANUARY 17, 2018

Solicitation #: 2018-732
Department: EL PASO INTERNATIONAL AIRPORT

	MIKE GARCIA MERCHANT SECURITY, LLC. EL PASO, TX	RECON SECURITY CORP. EL PASO, TX
<p><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 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>		
<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:</p>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<p>PAYMENT TERMS:</p>	NET - 30 DAYS	NET - 30 DAYS

APPROVED: *Robert P. Jones*
DATE: 2-2-18



**CITY OF EL PASO
BID TABULATION FORM**



Project Name: SECURITY GUARD SERVICES
Bid Opening Date: JANUARY 17, 2018

Solicitation #: 2018-732
Department: EL PASO INTERNATIONAL AIRPORT

			SECURITAS CRITICAL INFRASTRUCTURE SERVICES, INC. SPRINGFIELD, VA			SHETLER & ASSOCIATES, LLC PHOENIX, AZ		
ITEM NO.	DESCRIPTION	ANNUAL ESTIMATED HOURS	UNIT PRICE (PER HOUR)	ANNUAL TOTAL (ANNUAL ESTIMATED HOURS X UNIT PRICE)	3 YEAR TOTAL (ANNUAL TOTAL X 3)	UNIT PRICE (PER HOUR)	ANNUAL TOTAL (ANNUAL ESTIMATED HOURS X UNIT PRICE)	3 YEAR TOTAL (ANNUAL TOTAL X 3)
1.	ROVER/SUPERVISOR (UNARMED) WITH VEHICLE	8,760	\$19.45	\$170,382.00	\$511,146.00	\$15.79	\$138,320.40	\$414,961.20
2.	SECURITY GUARD (UNARMED FOR STAFFED GUARD POSTS)	48,180	\$16.47	\$793,524.60 BIDDER'S PRICE: \$793,525	\$2,380,573.80 BIDDER'S PRICE: \$2,380,575	\$13.84	\$666,811.20	\$2,000,433.60
3.	ROVER/SECURITY GUARD (UNARMED WITH VEHICLE-AS NEEDED/AS ASSIGNED)	3,091	\$17.12	\$52,917.92 BIDDER'S PRICE: \$52,918	\$158,753.76 BIDDER'S PRICE: \$158,754	\$14.10	\$43,583.10 BIDDER'S PRICE: \$43,582.10	\$130,749.30
4.	SECURITY GUARD (UNARMED)-AS NEEDED/AS ASSIGNED	8,067	\$16.47	\$132,863.49 BIDDER'S PRICE: \$132,864	\$398,590.47 BIDDER'S PRICE: \$398,592	\$13.84	\$111,647.28	\$334,941.84
TOTAL				\$1,149,688.01 BIDDER'S PRICE: \$1,149,689	\$3,449,064.03 BIDDER'S PRICE: \$3,449,067		\$960,361.98 BIDDER'S PRICE: \$960,360.98	\$2,881,085.94

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APPROVED: *Rebecca Jones*
DATE: 2-2-18



**CITY OF EL PASO
 BID TABULATION FORM**



Project Name: SECURITY GUARD SERVICES
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Solicitation #: 2018-732
Department: EL PASO INTERNATIONAL AIRPORT

	SECURITAS CRITICAL INFRASTRUCTURE SERVICES, INC. SPRINGFIELD, VA	SHETLER & ASSOCIATES, LLC PHOENIX, AZ
<p><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 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>		
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<p>PAYMENT TERMS:</p>	NET - 30 DAYS	NET - 30 DAYS

APPROVED: *Rebecca L. Jones*
 DATE: 2-2-18



**CITY OF EL PASO
BID TABULATION FORM**



Project Name: SECURITY GUARD SERVICES
Bid Opening Date: JANUARY 17, 2018

Solicitation #: 2018-732
Department: EL PASO INTERNATIONAL AIRPORT

			VETS SECURING AMERICA SAN ANTONIO, TX					
ITEM NO.	DESCRIPTION	ANNUAL ESTIMATED HOURS	UNIT PRICE (PER HOUR)	ANNUAL TOTAL (ANNUAL ESTIMATED HOURS X UNIT PRICE)	3 YEAR TOTAL (ANNUAL TOTAL X 3)	UNIT PRICE (PER HOUR)	ANNUAL TOTAL (ANNUAL ESTIMATED HOURS X UNIT PRICE)	3 YEAR TOTAL (ANNUAL TOTAL X 3)
1.	ROVER/SUPERVISOR (UNARMED) WITH VEHICLE	8,760	\$17.68	\$154,876.80	\$464,630.40			
2.	SECURITY GUARD (UNARMED FOR STAFFED GUARD POSTS)	48,180	\$13.99	\$674,038.20	\$2,022,114.60			
3.	ROVER/SECURITY GUARD (UNARMED WITH VEHICLE-AS NEEDED/AS ASSIGNED)	3,091	\$15.88	\$49,085.08	\$147,255.24			
4.	SECURITY GUARD (UNARMED)-AS NEEDED/AS ASSIGNED	8,067	\$13.99	\$112,857.33	\$338,571.99			
TOTAL				\$990,857.41	\$2,972,572.23			

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APPROVED: *Robert R. Jones*
DATE: 2-2-18



**CITY OF EL PASO
BID TABULATION FORM**



**Project Name: SECURITY GUARD SERVICES
Bid Opening Date: JANUARY 17, 2018**

**Solicitation #: 2018-732
Department: EL PASO INTERNATIONAL AIRPORT**

	VETS SECURING AMERICA SAN ANTONIO, TX	
<p><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 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>		
<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:</p>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
PAYMENT TERMS:	1 - % 10 DAYS NET - 30 DAYS	
<p>BIDS SOLICITED: 15 LOCAL BIDS SOLICITED: 12 BIDS RECEIVED: 7 LOCAL BIDS RECEIVED: 3 NO BID: 0</p>		

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APPROVED: *Robert A. Jones*
DATE: 2-2-18

WHELAN SECURITY
ATTN: PRESIDENT
7362 REMCON CIRCLE
EL PASO, TX 79912

ALL PRO SECURITY SERVICES
11000 W. MCNICHOLS
SUITE 115
DETROIT, MI 48221

SHETLER SECURITY SERVICES
702 EAST OSBORN RD., SUITE 160
PHOENIX, AZ 85014

RUIZ PROTECTIVE SERVICE
ATTN: AL CAMPOS
5530 E. PAISANO DRIVE
EL PASO, TX 79905

MIKE GARCIA MERCHANT SECURITY
ATTN: MIGUEL GARCIA
6000 WELCH AVENUE SUITE 11
EL PASO, TX 79905

EL PASO LONE STAR SECURITY AGENCY
ATTN: MANUEL CARLOS
3510 LEE BLVD
EL PASO, TX 79936

ALL AMERICAN INTERNATIONAL SECURITY
ATTN: BEN W. BRADFORD
324 EUCLID
EL PASO, TX 79905

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

GUARDSMARK, L.L.C
ATTN: RANDI CABRERA
MANAGER BUSINESS DEVELOPMENT
5959 GATEWAY WEST BLVD, SUITE 642
EL PASO, TEXAS 79925-3320

SUN CITY SECURITY SERVICE
9155 DYER ST., SUITE B90
EL PASO, TX 79924-6496

NIGHT EYES
2407 E. YANDELL, SUITE C
EL PASO, TX 79903

SECURITAS SECURITY SERVICES USA, INC.
1155 WESTMORELAND DR., SUITE 201
EL PASO, TX 79925-5659

INTERNATIONAL SECURITY AGENCY, INC.
ATTN: RYUJI BRUMLEY
311 HIGHLAND CROSS DR. #2108
HOUSTON, TX 77073

ADVANT SECURITY
ATTN: TONY PRAGNER
6455 HILLER ST. SUITE #A14
EL PASO, TX 79925