



Staff Report

File #: 15-665, **Version:** 1

Agenda Date: 11/24/2015

Subject:

Award of bid to Dynamic Security, Inc. for security guard services - Tampa Bay Area Purchasing Cooperative.

Recommended Action:

Approval of rejection of bid from South Florida Elite Security Agency, Inc. on the basis of being non-responsive for not meeting bid specifications.

Approval of award of bid to Dynamic Security, Inc. (Dynamic Security) for requirements of security guard services on the basis of being the lowest responsive, responsible bid received meeting specifications.

Bid No. 145-0311-B(JJ) in the amount \$5,035,558.50 through December 31, 2020.

Strategic Plan:

Ensure Public Health, Safety, and Welfare

2.1 Provide planning, coordination, prevention, and protective services to ensure a safe and secure community.

Summary:

This is a Tampa Bay Area Purchasing Cooperative (Cooperative) contract for requirements of security guard services, administered by the County including requirements for the City of St. Petersburg.

The bid includes a \$50,000.00 unspecified amount for the five (5) year term to provide for services such as courtesy patrol officers and armed security required for emergencies or unforeseen events.

The contract period is for five (5) years, containing a provision for price escalation/de-escalation the start of the fourth (4) year after award, not to exceed the average of the Consumer Price Index for all urban consumers.

Background Information:

On July 30, 2015, Purchasing released an invitation to bid resulting in thirteen (13) responses. Dynamic Security provided the lowest responsive, responsible bid meeting specifications.

Fiscal Impact:

County estimated 5-year expenditure not to exceed: \$4,881,988.50
(including \$25,000 unspecified funds)

Cooperative estimated 5-year expenditure not to exceed: \$153,570.00
(including \$25,000 unspecified funds)

Total estimated 5-year expenditure not to exceed: \$5,035,558.50

Funding for the County is derived from individual requesting department's operating budgets. Each Cooperative partner is responsible for funding its portion of the contract.

Staff Member Responsible:

Andrew Pupke, Director, Real Estate Management

Joe Lauro, Director, Purchasing

Partners:

City of St. Petersburg

Attachments:

Attachment 1 - Contract review

Attachment 2 - Bid tab



**PURCHASING DEPARTMENT
CONTRACT REVIEW TRANSMITTAL**

CATS
NO.:

47608

PROJECT: Security Guard Services (CO-OP)

BID NUMBER: 145-0311-B (JJ)

TYPE: ☒ **Purchase Contract** ☐ **Other:** ☐ **Construction-Less than \$100,000** ☐ **One Time**

In accordance with the policy guide for Contract Administration, the attached documents are submitted for review and comment.

Upon completion of review, complete Contract Review Transmittal and forward to next Review Authority listed. Please indicate suggested changes by revising, in RED, the appropriate section of the document reflecting the exact wording of the change.

RISK MANAGEMENT: Please enter required liability coverage on pages: 16-20

PRODUCT ONLY ☐

This is a sixty (60) month contract. Estimated Expenditure: \$1,700,000.00

REVIEW SEQUENCE	REVIEW AUTHORITY	REVIEW DATE	REVIEW SIGNATURE	COMMENTS (Attach Separate page if necessary)	COMMENTS INCORPORATED
1.	<u>Purchasing Dept.</u> J. Lauro, Director C. Mancuso, Asst. Director J Just, PA	7/2	<i>cm</i>		
2.	<u>Public Works Operations</u> Lori James, Ops Sys Mgr. <u>Lisa Tatro, Contract Spec.</u>	7/9/15 7/9/15	<i>L James</i> <i>L Tatro</i>	<i>we anticipate very little or no use of this contract due to external changes</i> <i>Comments throughout</i>	
3.	<u>Airport Dept.</u> Thomas Jewsbury, Director Mark Sprague, Ops Mgr	7/15/15 7/14/15	<i>Tom Jewsbury</i> <i>M Sprague</i>	<i>Comments in Red</i>	
4.	<u>Real Estate Mgmt. Dept.</u> Andrew Pupke, Director <u>Amantia Kempton, Dept Admin Mgr</u>	07/29/15 08/27/15	<i>APupke</i> <i>AKempton</i>	<i>Comments signed AK.</i>	

Using Dept please provide below information:

A. ☐ Yes, funding for this project is using grant funding. ☒ No, funding for this project is not using grant funding.
If grant funding is being used you must provide Purchasing with the exact clauses that need to be on attached document.

B. _____ Initial and Date Funding is available for this project.

Provide title of funding source VARIOUS

C. Please check attached vendor list. Circle vendors you want bids mailed to. Add additional vendors with complete information (Name, Address, Phone and Email)

5.	<u>Risk Management Director</u> Attn: Virginia E. Holscher (Check applicable box at right)				HIGH RISK
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RETURN ALL DOCUMENTS TO PURCHASING

Make all inquiries to: Jim Just, Procurement Analyst Coordinator at Extension 43205

In order to meet the following schedule, please return your requirements to Purchasing by: ASAP

TENTATIVE DATES

Advertisement: 06/30/15

Opening: 07/30/15



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CONTRACT REVIEW TRANSMITTAL**

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Advertisement: 06/30/15	Opening: 07/30/15

PINELLAS COUNTY GOVERNMENT, FLORIDA		
Cost Proposal Tabulation		
Bid No.: 145-0311-B (JJ)		
Bid Title : Security Guard Services (CO-OP)		
Date & Time Due: August 27, 2015 @ 3:00 p.m.		
	VENDOR	Amount
	South Florida Elite Security Agency, Inc	Non-Responsive
	Dynamic Security, Inc	\$ 5,035,558.50
	Code 3 Security & Protection Services Inc	\$ 5,258,157.50
	City Security, Inc.	\$ 5,537,671.80
	Blue Shield Security Protection	\$ 5,593,525.00
	Redcon Solutions Group, LLC	\$ 5,594,176.30
	US Security Associates, Inc	\$ 5,650,619.70
	Swift Security Inc	\$ 5,660,933.90
	Mason Evans, Inc. DBA: Diamond Investigations & Security	\$ 5,922,980.10
	Excelsior Defense, Inc	\$ 5,925,493.00
	Command Security Corporation	\$ 6,046,983.20
	Universal Protection Service, LLC	\$ 6,192,264.70
	State Security and Investigation Services Inc	\$ 6,871,132.50

PINELLAS COUNTY GOVERNMENT, FLORIDA								
Tabulation								
Bid No.: 145-0311-B (JJ)								
Bid Title : Security Guard Services (CO-OP)								
Project #								
Date & Time Due: August 27, 2015 @ 3:00 p.m.								
				Blue Shield Security Protection		South Florida Elite Security Agency, Inc		Excelsior
Description	UOM	Quantity	Unit Price	Amount	Unit Price	Amount	Unit Price	
Unarmed Security Guard	Hours	50,622	\$ 12.50	\$ 632,775.00	Non-Responsive		\$ 12.50	
Unarmed Security Guard – Airport	Hours	6,552	\$ 15.75	\$ 103,194.00			\$ 19.31	
Unarmed Security Guard, Airport Gate S	Hours	8,736	\$ 15.75	\$ 137,592.00			\$ 19.31	
Unarmed Security Guard, Roving Patrol	Hours	2,912.00	\$ 15.75	\$ 45,864.00			\$ 19.31	
Crew Supervisor	Hours	14,560	\$ 13.00	\$ 189,280.00			\$ 13.11	
				\$ -		\$ -		
				\$ -		\$ -		
			Annual Total	\$ 1,108,705.00	Annual Total	\$ -	Annual Total	
			5 YEAR Total Bid	\$ 5,543,525.00		\$ -	5 YEAR Total Bid	
<u>5 Year Total w/ Unspecified Amount Included</u>				\$ 5,593,525.00				
Optional Services-Not to be used to determine award: <u>Armed Security Guard</u>	Per Hour		\$15.00				\$13.71	
UNSPECIFIED AMOUNT: \$50,000.00 (\$25,000.00 Pinellas County/\$25,000.00 Co-op)								

Defense, Inc	State Security and Investigation Services Inc		City Security, Inc		Dynamic Security, Inc		Swift Security Inc		Mason Evans, Inc
Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price
\$ 632,775.00	\$ 15.75	\$ 797,296.50	\$ 10.98	\$ 555,829.56	\$ 10.75	\$ 544,186.50	\$ 11.49	\$ 581,646.78	\$ 12.91
\$ 126,519.12	\$ 15.75	\$ 103,194.00	\$ 16.98	\$ 111,252.96	\$ 10.75	\$ 70,434.00	\$ 16.50	\$ 108,108.00	\$ 15.95
\$ 168,692.16	\$ 15.75	\$ 137,592.00	\$ 16.98	\$ 148,337.28	\$ 18.60	\$ 162,489.60	\$ 16.50	\$ 144,144.00	\$ 14.95
\$ 56,230.72	\$ 15.75	\$ 45,864.00	\$ 16.98	\$ 49,445.76	\$ 18.60	\$ 54,163.20	\$ 16.50	\$ 48,048.00	\$ 14.95
\$ 190,881.60	\$ 19.25	\$ 280,280.00	\$ 15.98	\$ 232,668.80	\$ 11.39	\$ 165,838.40	\$ 16.50	\$ 240,240.00	\$ 16.65
\$ -		\$ -		\$ -		\$ -		\$ -	
\$ -		\$ -		\$ -		\$ -		\$ -	
\$ 1,175,098.60	Annual Total	\$ 1,364,226.50	Annual Total	\$ 1,097,534.36	Annual Total	\$ 997,111.70	Annual Total	\$ 1,122,186.78	Annual Total
\$ 5,875,493.00	5 YEAR Total Bid	\$ 6,821,132.50	5 YEAR Total Bid	\$ 5,487,671.80	5 YEAR Total Bid	\$ 4,985,558.50	5 YEAR Total Bid	\$ 5,610,933.90	5 YEAR Total Bid
		total corrected		total corrected				total corrected	
\$ 5,925,493.00		\$ 6,871,132.50		\$ 5,537,671.80		\$ 5,035,558.50		\$ 5,660,933.90	
	\$24.25		\$13.98		No Bid		\$22.00		\$22.50

c. DBA: Diamond s & Security	US Security Associates, Inc		Redcon Solutions Group, LLC		Command Security Corporation		Code 3 Security & Protection Services Inc		Universal Protec
Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price
\$ 653,530.02	\$ 12.79	\$ 647,455.38	\$ 12.89	\$ 652,517.58	\$ 13.52	\$ 684,409.44	\$ 12.25	\$ 620,119.50	\$ 13.17
\$ 104,504.40	\$ 12.79	\$ 83,800.08	\$ 12.89	\$ 84,455.28	\$ 14.84	\$ 97,231.68	\$ 13.36	\$ 87,534.72	\$ 19.53
\$ 130,603.20	\$ 14.56	\$ 127,196.16	\$ 13.80	\$ 120,556.80	\$ 14.84	\$ 129,642.24	\$ 13.36	\$ 116,712.96	\$ 19.53
\$ 43,534.40	\$ 14.56	\$ 42,398.72	\$ 13.80	\$ 40,185.60	\$ 14.84	\$ 43,214.08	\$ 13.36	\$ 38,904.32	\$ 19.53
\$ 242,424.00	\$ 15.06	\$ 219,273.60	\$ 14.50	\$ 211,120.00	\$ 16.82	\$ 244,899.20	\$ 12.25	\$ 178,360.00	\$ 14.17
\$ -		\$ -		\$ -		\$ -		\$ -	
\$ -		\$ -		\$ -		\$ -		\$ -	
\$ 1,174,596.02	Annual Total	\$ 1,120,123.94	Annual Total	\$ 1,108,835.26	Annual Total	\$ 1,199,396.64	Annual Total	\$ 1,041,631.50	Annual Total
\$ 5,872,980.10	5 YEAR Total Bid	\$ 5,600,619.70	5 YEAR Total Bid	\$ 5,544,176.30	5 YEAR Total Bid	\$ 5,996,983.20	5 YEAR Total Bid	\$ 5,208,157.50	5 YEAR Total Bid
total corrected		total corrected		total corrected				total corrected	
\$ 5,922,980.10		\$ 5,650,619.70		\$ 5,594,176.30		\$ 6,046,983.20		\$ 5,258,157.50	
	\$19.88		\$18.37		\$18.80		\$15.50		No Bid

tion Service, LLC
Amount
\$ 666,691.74
\$ 127,960.56
\$ 170,614.08
\$ 56,871.36
\$ 206,315.20
\$ -
\$ -
\$ 1,228,452.94
\$ 6,142,264.70
total corrected
\$ 6,192,264.70