

AGENDA ITEM NO.

COUNCIL MEETING 2/27/07

APPROVED BY

DEPARTMENT DIRECTOR

CITY MANAGER

February 27, 2007

FROM:

RENE A. RAMIREZ, Director 
Department of Public Utilities, Administration

BY:

STEPHEN A. HOGG, Assistant Director 
Department of Public Utilities, Wastewater Management

SUBJECT:

AWARD A REQUIREMENTS CONTRACT TO CIS SERVICES OF FRESNO, CALIFORNIA
TO PROVIDE SECURITY SERVICES AT THE FRESNO-CLOVIS REGIONAL
WASTEWATER RECLAMATION FACILITY
(BID FILE NO. 8828)

KEY RESULT AREA

Customer Service

RECOMMENDATION

Staff recommends that the City Council award a three-year requirements contract, with provisions for two one-year extensions, to CIS Services in the amount of \$88,742.72 annually to provide Security Services.

EXECUTIVE SUMMARY

The Department of Public Utilities - Wastewater Management Division (WMD) seeks a requirements contract for security services at the Fresno-Clovis Regional Wastewater Reclamation Facility (RWRF). The RWRF is located at 5607 W. Jensen Avenue and is one of the largest concentrations of City-owned assets with a value in excess of half a billion dollars. This security contract will allow for greater access control of the Facility, provide a check-in point for RWRF visitors and other approved vehicular traffic, allow for greater employee parking lot surveillance, and also provide a higher security presence at the RWRF.

A Notice Inviting Bids was published on November 13, 2006. The specifications were distributed to 26 prospective bidders. Six bid proposals were received and publicly opened on December 7, 2006. Bid proposal ranged from \$88,742.72 to \$127,344.00.

Staff recommends award of a requirements contract in the amount of \$88,742.72 annually to CIS Services. Funding for this contract is included in the FY 2007 budget.

KEY OBJECTIVE BALANCE

The security services contract balances customer satisfaction, employee satisfaction, and financial management for the WMD. Financial management is achieved through increased access control to the RWRf. Customer satisfaction is enhanced by the availability of a point contact for facility visitors. Employee satisfaction is increased through additional monitoring of parking facilities and through access control.

BACKGROUND

The RWRf treats, on average, approximately seventy (70) million gallons of wastewater per day from the cities of Fresno and Clovis along with unincorporated areas of Fresno County. The facility employs over 110 staff members and is located approximately seven miles west of Highway 41 on Jensen Avenue in southwest Fresno. The facility utilizes a common gate access point and all employee, vendor, and visitor traffic enters through this point. The security service will control, monitor, and direct passage through this check point adhering to RWRf policies for facility ingress and egress. The security service will also monitor the closed circuit security camera system for the facility, process areas, access points, and parking areas. With the heightened awareness of the need for security at publicly owned utility facilities, the awarding of this contract will aid in the protection of a highly valuable public asset and those who ensure its functionality.

Council may award a three-year requirements contract with provisions for two one-year extensions in the amount of \$88,742.72 annually to CIS Services to provide security services, or the Council may reject all bids. If all bids are rejected the project will be re-bid, resulting in a delay of approximately 60 days.

FISCAL IMPACT

Funding for this contract is included in the WMD's FY 2007 appropriation. No additional appropriations are needed.

Attachments:

- Evaluation Committee Report
- Evaluation of Bid Proposals
- Fiscal Impact Statement

**Summary of Information Submitted by Proposers
FOR RFP R.C. SECURITY SERVICES AT THE WASTEWATER TREATMENT FACILITY
RFP 8828**

<u>Proposers</u>	C.I.S. SECURITY	AMERIGUARD SECURITY	COMPREHENSIVE SECURITY	NATIONAL SECURITY	TURNER SECURITY	FRESNO COUNTY PRIVATE SECURITY
Ability to Meet the Stated Service Requirements	Meets Requirements	Meets Requirements	Meets Requirements	Meets Requirements	Meets Requirements	Meets Requirements
Performance History (References) and Experience in Providing Service	Long term with several agencies 8 years City Hall	1 Year Gen. Elec. 1 Year Fresno County	7 yrs P.G. & E. 12 yrs Yolo County	4 Yrs. City San Jose 3.Yrs S.F. Hosp.	6 Yrs. Fig Garden Villiage 15 Yrs. Kashian Co.	3 Yrs. Harris Ranch 3 Yrs. Zinkin Prop.
Conformance to the terms and conditions of the RFP	Meets Terms & Conditions	Meets Terms & Conditions	Meets Terms & Conditions	Meets Terms & Conditions	Meets Terms & Conditions	Meets Terms & Conditions
Uniform Evaluation	Reviewed Picture Provided	Reviewed Picture Provided	Reviewed Picture Provided	Reviewed Picture Provided	Reviewed Picture Provided	Reviewed Picture Provided
Financial Stability & Financial Capability	Reviewed	Reviewed	Insufficient Information	Insufficient Information	Insufficient Information	Reviewed
Local Preference	Fresno Office	Fresno Office	Fresno Office	Not Local	Fresno Office	Fresno Office
Business License	Confirmed	Confirmed	Confirmed	No	Confirmed	Confirmed
Employee Training	Provided	Provided	Provided	Provided	Provided	Provided
Bid Item 1- Weekdays (total)	\$61,692.80	\$62,608.00	\$62,025.60	\$67,350.00	72,800.00	\$87,360.00
Bid Item 1- Weekend/Holidays (total)	\$27,049.92	\$27,451.20	\$28,107.84	\$29,530.00	Holiday hours not included \$29,120.00	\$39,984.00
Total Amount of Proposal	\$88,742.72	\$90,059.20	\$90,133.44	\$96,880.00	\$103,600.00	\$127,344.00

**REPORT FROM EVALUATION COMMITTEE FOR REQUIREMENTS CONTRACT
FOR SECURITY SERVICES FOR WASTEWATER TREATMENT FACILITY - RFP
#8828**

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Committee Members:

Barry Schwartz, Chief of Maintenance, Wastewater Treatment Facility
Annette Rendon, Management Analyst II, Housing Code Enforcement
Mike Wells, Senior Stores Keeper, Water Division
Purchasing Facilitator Ron Baughman, Buyer II
Advisor, Rick Staggs, Chief of Operations, Wastewater Treatment Facility

Evaluation by Committee:

C.I.S.SECURITY

SUBMITTED PROPOSAL: \$88,742.72

The committee selected C.I.S. Security as the proposer offering the lowest proposal cost and meeting all the criteria as specified in the RFP. C.I.S. Security is the current provider of the City's security service at City Hall and has provided very reliable service. Performance history for C.I.S. Security is eight years at the Fresno City Hall, ten years at the Fresno Office of Education and eight years with the Housing Authority. C.I.S. Security submitted references were contacted and the responses given for their overall performance were from very reliable to excellent. Their submitted financial information was reviewed by the Finance Department.

AMERIGUARD SECURITY

SUBMITTED PROPOSAL: \$90,059.20

Ameriguard Security had the second lowest pricing and met all of the criteria as specified in the RFP. Performance history was one year with General Electric, one year with Fresno County and three years with Dick Corporation. Ameriguard Security's submitted references were contacted and the responses given for their overall performance were good. Ameriguard Security's submitted financial information was reviewed by the Finance Department.

COMPREHENSIVE SECURITY SERVICES

SUBMITTED PROPOSAL: \$90,133.44

Comprehensive Security had the third lowest pricing. Their submitted references were also contacted and the responses given for their overall performance were good. Their performance history listed seven years at P.G. & E. in San Francisco, twelve years with Yolo County and two years at the Veteran's Hospital in Sacramento. A financial review could not be completed since they submitted incomplete financial information.

REPORT FROM EVALUATION COMMITTEE FOR REQUIREMENTS CONTRACT FOR SECURITY SERVICES AT THE WASTEWATER TREATMENT FACILITY - RFP #8828

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NATIONAL SECURITY

SUBMITTED PROPOSAL: \$96,880.00

National Security had the fourth lowest pricing. They do not have a local office or a City of Fresno business license. Their submitted references were contacted and the responses given for their overall performance were good. Their history performance shows four years at the City of San Jose, three years at the San Francisco Hospital and three years for P.G. & E. at various locations throughout the San Joaquin Valley. This firm did not provide financial statements consistent with requirements in the specifications.

TURNER SECURITY

SUBMITTED PROPOSAL: \$106,600.00

Turner Security had the second highest pricing. Their submitted references were contacted and the responses given for their overall performance were positive. Their performance history listed six years at Fig Garden Village and fifteen years at Kalashian. A financial review could not be completed since the information they submitted was incomplete.

FRESNO COUNTY PRIVATE SECURITY

SUBMITTED PROPOSAL: \$127,344.00

Fresno County Private Security is the highest priced. Their submitted references were contacted and the responses given for their overall performance were good. Their history performance shows this company has been in business for only three years. Their submitted financial information was reviewed by the Finance Department.

Conclusion:

The committee recommends award of a three-year contract with provisions for two one-year extensions to C.I.S. Security of Fresno in the amount of \$88,742.72 for the first year for security services at the Wastewater Treatment Facility.

LISTING OF PROPOSERS

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FOR: REQUEST FOR PROPOSALS FOR SECURITY SERVICES AT WASTEWATER
TREATMENT FACILITY (THREE-YEAR CONTRACT)

RFP No. 8828
RFP Opening: Dec. 8, 2006

PROPOSERS (In alphabetical order)	TOTAL PROPOSAL AMOUNT
1. Ameriguard 5470 W Spurge, 102 Fresno, CA 93722	\$90,059.20
2. CIS Services 660 W Locust, 102 Fresno, CA 93650	\$88,742.72
3. Comprehensive Security Services 1250 Sutterville Rd, Suite 150 Sacramento, CA 95822	\$90,133.44
4. Fresno County Private Security 2150 Tulare St Fresno, CA 93721	\$127,344.00
5. National Security Industries 2081 Curtner Ave San Jose, CA 95124	\$96,880.00
6. Turner Security Systems 120 W Shields Fresno, CA 93721	\$106,600.00

Each proposer has agreed to allow the City one hundred twenty (120) days from the date the proposals were opened to accept or reject their proposal.

LISTING OF PROPOSERS

FOR: REQUEST FOR PROPOSALS FOR SECURITY SERVICES AT WASTEWATER TREATMENT FACILITY (THREE-YEAR CONTRACT)

RFP No. 8828
RFP Opening: Dec. 8, 2006

DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

Award a contract in the amount of \$ 88,742.72 to CIS Services in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Remarks:

Department Head Approval



Title Assistant Director

Date 2-2-07

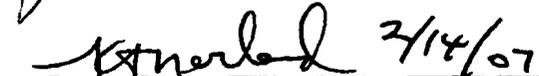
- Approve Dept. Recommendation Approve GSD/Purchasing Recommendation
 Disapprove Disapprove
 See Attachment

GENERAL SERVICES DEPARTMENT

CITY MANAGER


Purchasing Manager Date


City Manager or Designee Date


Director Date

FISCAL IMPACT STATEMENT

PROGRAM:

<u>RECOMMENDATION</u>	<u>TOTAL OR CURRENT</u>	<u>ANNUALIZED COST</u>
Direct Cost	<u>\$88,742.72</u>	
Indirect Cost		
TOTAL COST	<u>\$88,742.72</u>	
Additional Revenue or Savings Generated	<u>\$0.00</u>	
Net City Cost	<u>\$88,742.72</u>	
Amount Budgeted (If none budgeted, identify source)	<u>\$131,400.00</u>	