



CITY OF SALINAS CITY COUNCIL STAFF REPORT

DATE: DECEMBER 5, 2017

DEPARTMENT: PUBLIC WORKS, AIRPORT DIVISION

FROM: BRETT J. GODOWN, AIRPORT MANAGER

TITLE: MASTER SERVICES AGREEMENTS FOR UNARMED SECURITY GUARD SERVICES

RECOMMENDED MOTION:

A motion is sought approving Master Services Agreement(s) with Uretsky Security, Securitas Security Services, and First Alarm Security to provide unarmed security guard services for the City of Salinas.

RECOMMENDATION:

It is recommended City Council approve a resolution approving Master Services Agreement(s) with Uretsky Security, Securitas Security Services, and First Alarm Security to provide unarmed security guard services for the City of Salinas on an “as needed” basis.

BACKGROUND:

In response to several security related incidents over the last year, City Staff reviewed existing security related agreements, contracts, and citywide use of contract security services. As a result of the review, on July 5, 2017 the City solicited proposals from qualified vendors to provide unarmed security services to City facilities. The security needs are complex and vary from facility to facility and even to a department and or operation. With this in mind, the Request for Proposals (RFP) was structured in a manner to allow multiple awards so departments could contract with the best-fit contractor.

Over the last several years, departments and divisions have worked independently to secure and maintain security services. This practice has resulted in a decentralized as-needed basis by each City Department, resulting in irregular pricing and programs. These Master Services Agreements are being presented to City Council for approval in an effort to centralize multiple City contracts for unarmed security agreements for City facilities.

ANALYSIS:

Prior to issuing an RFP, City Staff conducted facility site reviews, reviewed existing security services and agreements, analyzed current price structures, and surveyed requested facility needs.

From this evaluation, a scope of work was developed to be included in the RFP. The RFP was published on PlanetBids on July 5, 2017. Proposals were due on August 4, 2017. Nine responsive bidders provided proposals for consideration. The firms that submitted proposals were:

- Allied Universal Security Services
- AllTech Security
- American Security
- Condor Security of America
- First Alarm Security
- Personal Protective Services
- Securitas Security Services
- Uretsky Security
- World Security

As per Section 11.0 – Selection Criteria of the RFP, the proposals were evaluated and rated based on the Respondents having a minimum five years of experience, proposed pricing, local vendor preference, demonstrated capacity to fulfill the scope of work as provided in the RFP, and their established behavioral health protocol and experience. A panel comprised of eight City Personnel reviewed the proposals. The three highest rated proposals were selected to enter into a Master Services Agreement to provide unarmed security guard services for the City of Salinas. The three highest rated proposals were:

- Uretsky Security
- First Alarm Security
- Securitas Security Services

Following the execution of the Master Services Agreement, Departments will have the opportunity to execute individual Task Orders with any of the three firms on retainer as per the terms and conditions in the Master Services Agreement.

ENVIRONMENTAL REVIEW:

The City of Salinas has determined that the proposed action is not a project and therefore exempt as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

STRATEGIC PLAN INITIATIVE:

Approval of these Master Services Agreements for unarmed security services complements four out of the five Council Goals in the 2016-2019 Salinas City Council Strategic Plan. Moving to approve this items will provide Safe, Livable, Communities; Economic Diversity and Prosperity; Effective, Sustainable Government; and Quality of Life.

FISCAL AND SUSTAINABILITY IMPACT:

There is no immediate fiscal impact associated with the approval of the Master Services Agreements. Costs associated with the security guard firms will be realized after the execution of the individual task orders which will be funded through Department, Division, and/or project funds.

ATTACHMENTS:

Request for Proposal - City of Salinas Uniform Security Guard Services

Master Service Agreements – Uretsky Security, Securitas Security Services, and First Alarm Security

Resolution - Master Services Agreements for Unarmed City Wide Security Services between the City of Salinas and Uretsky Security, Securitas Security Services, and First Alarm