

Memorandum



Date: April 11, 2012
To: Honorable Joe A. Martinez, Chairman
Board of County Commissioners
From: Carlos A. Gimenez
Mayor 
Subject: Response to Request for Information Regarding Security Guard Services Contract

This information is in response to your request from March 8, 2012 for more information on the modification to the County's security guard service contract. More specifically, you inquired as to whether staff requested pricing proposals from other County vendors that participated in the original solicitation of security guard services in an effort to generate savings.

Background

There are three awards for security guard and screening services (RFP487A, RFP487B, and 8773-2/15) throughout Miami-Dade County which includes eight contracts. The contracts were awarded by sectors (geographic boundaries), and by tiers (type of service) (see chart below). Tier 1 covers security guard services only; Tier 2 covers electronic screening services alone, or a combination of screening and security guard services; and Tier 3 covers Miami International Airport for electronic screening services alone, or a combination of screening and security guard services. The eight contracts are as follows:

Contract	Company	Geographic Area	Type of Services
8773-2/15	Weiser Security Services	Sector 1A	Tier 1 - Security guard services only
487A-1D	Delad Security Inc.	Sector 1D	
487A-1E	Feick Security Corporation	Sector 1E	
487B-1B	AlliedBarton Security Services	Sector 1B	
487B-1C	Security Alliance of Florida LLC	Sector 1C	
487A-2A	50 State Security Service, Inc.	Sector 2A	Tier 2 – Electronic screening services alone, or a combination of screening and security guard services
487A-2B	McRoberts Protective Agency	Sector 2B	Tier 3 – Miami International Airport
487A-3A	AlliedBarton Security Services	Sector 3A	

Discussions to Generate Savings

Contract No. 8773-2/15 with Weiser Security Services (Weiser) expired February 29, 2012. The contract had two remaining, two-year options to renew (OTR). Weiser requested that the County not exercise the option to renew period. Weiser was advised that the County planned to exercise its unilateral right to renew the contract, and that if the firm did not honor its contractual obligations, the firm would be considered in default.

Following numerous discussions with Weiser, the County reviewed its options to quickly replace the vendor based on two criteria: 1) contracts with the same scope, and 2) lowest cost to the County. The County determined that the services could be provided by another vendor under one of the existing security guard contracts for a lower rate. In accordance with the legislation adopted by the Board of County Commissioners requiring negotiations for contract renewals, Weiser was asked to lower their rates prior to the decision to exercise the OTR. The company declined to lower its rates. The County extended the contract with Weiser for one additional month to allow enough time to ensure continuity of services for this Sector and allow for the transitioning of services. Ultimately, the contract renewal was therefore not

exercised so that the County could take advantage of savings that could be achieved through lower rates on another contract.

Three contractors were identified as providing the same type of services (Tier 1) as Weiser under 8773-2/15: AlliedBarton Security Services (AlliedBarton); Security Alliance of Florida, LLC (Security Alliance); and Feick Security Corporation (Feick). Of the three contractors, AlliedBarton had the lowest rates. Because AlliedBarton's contract allows for the County to add or delete sectors, it was determined that the most efficient, cost effective, and expeditious solution was to add the Sector 1A work to AlliedBarton's contract through a modification. The County Attorney's Office approved the approach and modification for legal sufficiency regarding compliance with the contractual terms and conditions.

AlliedBarton confirmed that it could provide the services for Sector 1A; however, its rates were higher than the contract rates with Weiser. The County requested that AlliedBarton match Weiser's rates or offer lower rates. AlliedBarton offered rates for Sector 1A that were substantially lower than Weiser's, resulting in savings of approximately \$238,305 over the remainder of the contract term. A seamless transition of the services from Weiser to AlliedBarton occurred on March 1, 2012.

For informational purposes, Security Alliance, of their own initiative, offered rates for the Sector vacated by Weiser that was \$575,287 more than the rates negotiated with AlliedBarton. The third firm that provides Tier 1 services, Feick, was not contacted because their rates were significantly higher than AlliedBarton's.

Staff is currently expediting the Scope of Services for a new solicitation for countywide security guard and screening services to replace the current contracts. Keeping in mind that the current contracts expire on August 31, 2013, the anticipated timeline for the new solicitation is as follows.

Action	Projected
Advertise Solicitation	July 2012
Evaluations	September – October 2012
Negotiations	October – November 2012
Award Recommendation Approved	November – December 2012
Committee Agenda	February 2013
BCC Agenda	March 2013
Contract Start	On or before September 2013

Should you have any questions, please do not hesitate to contact Lester Sola, Director, Internal Services Department at 305-375-2363, or me directly.

- c: Honorable Vice Chairwoman Audrey M. Edmonson
and Members, Board of County Commissioners
Honorable Harvey Ruvlin, Clerk of the Courts
Robert A. Cuevas, County Attorney
Office of the Mayor Senior Staff
Department Directors