

## CITY OF CORAL GABLES

### -MEMORANDUM-

**TO:** Honorable Mayor and  
Members of the City Commission

**Date:** July 30, 2025

**FROM:** Peter J. Iglesias  
City Manager

Peter J.  
Iglesias

Digitally signed by Peter  
J. Iglesias  
Date: 2025.08.05  
17:00:02 -04'00'

**SUBJECT:** Award Recommendation  
RFP 2025-012 Security Guard Services

---

At the next available City Commission Meeting an award recommendation for RFP 2025-012 Security Guard Services will be included on the agenda. This memorandum serves to notify you that in accordance with Section 2-763 of the City Code entitled "Contract Award", my recommendation to the City Commission for award of the subject RFP is as follows:

- 1) Accept the recommendation of the Chief Procurement Officer to award the RFP and authorize negotiations with FPI Security, Inc., the highest ranked responsive and responsible proposer for Security Guard Services, RFP 2025-012.
- 1) Should negotiations fail with the top-ranked proposer, negotiations may commence with the next highest ranked responsive-responsible proposer, Security Alliance, LLC., if determined to be in the best interest of the city, until a satisfactory agreement and contract is reached.
- 3) Reaffirm the City's right to pursue alternative courses of action.

On May 8, 2025, the Procurement Division of Finance formally advertised, issued, and distributed Request for Proposals (RFP) 2025-012 Security Guard Services. Twenty-five (25) prospective proposers were notified by INFOR, the City's web-based e-Procurement system.

On June 17, 2025, fourteen (14) submitted proposals in response to the RFP: American Guard Services, Inc., Centurion Security Group, LLC., DSI Security Services, Dynamic Integrated Security, Inc., FPI Security Services, Inc., Journey & Associates, Inc., Kent Security Services, Inc., Maximus Global Services, PalAmerican Security, Inc., Regions Security Services, Inc., Security Alliance, LLC., SFM Security Services, Inc., Sunstates Security LLC., and Universal Protection Services, LLC., dba Allied Universal Security Services.

The responses were reviewed by the Procurement Division in order to determine responsiveness to the requirements of the RFP. During the review, it was determined by Procurement, after consulting with the City Attorney's office, that Maximus Global Services, PalAmerican Security, Inc., and Sunstates Security, LLC., would be deemed non-responsive based on their failure to provide the required minimum qualifications.

On July 29, 2025, the Evaluation Committee convened to evaluate the eleven (11) responsive and responsible proposals and ranked the firms in the following order: FPI Security Services, Inc. (top ranked), Security Alliance, LLC., (second ranked), SFM Security Services, Inc., (third ranked), Kent Security Services, Inc. (fourth ranked), Centurion Security Group, LLC. (fifth ranked), Universal Protection Services, LLC., dba Allied Universal Security Services (sixth ranked), American Guard Services, Inc., (seventh ranked), Regions Security Services, Inc., (eight ranked), DSI Security Services (ninth ranked), Journey & Associates, Inc., (tenth ranked), and

Dynamic Integrated Security, Inc., (eleventh ranked). The Evaluation Committee recommended that the City negotiate with FPI Security, Inc., to provide the requested services for an initial three (3) year term with two (2) one (1) additional year periods.

The Evaluation Committee further recommended that should negotiations fail with FPI Security, Inc., negotiations could be conducted with the next three (3) ranked firms, Security Alliance, LLC., (second ranked), SFM Security Services, Inc. (third ranked) and Kent Security Services, Inc., (fourth ranked).

After successful negotiations, a Professional Services Agreement will be executed. A more detailed description of the RFP, proposal response and evaluation results will be provided to you as part of the agenda package.

Please contact me should you have any questions.

Copy:

Cristina M. Suárez, City Attorney

Billy Y. Urquia, City Clerk

Jose Gomez, Deputy City Manager

Edward Hudak, Chief of Police

Maurice Sikes, Police Lieutenant

Diana M. Gomez, Finance Director

Celeste S. Walker-Harmon, Chief Procurement Officer