

CITY OF CORAL GABLES

-MEMORANDUM-

TO: Honorable Mayor and
Members of the City Commission

Date: August 25, 2020

FROM: Peter J. Iglesias, P.E.
City Manager

SUBJECT: Award Recommendation
RFP 2020-019 Security Guard Services

At the September 22, 2020 City Commission Meeting, an award recommendation for RFP 2020-019 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 Services, Inc., the highest ranked responsive and responsible Proposer, for Security Guard Services, RFP 2020-019.
- 2) Should negotiations fail with the top-ranked Proposer, negotiations may commence with the next highest ranked responsive-responsible Proposer, up to the fifth ranked qualified Proposer, if determined to be in the best interest of the City, until a satisfactory agreement and contract amount that is fair, competitive, and reasonable is reached.
- 3) Reaffirm the City's right to pursue alternative courses of action.

On June 8, 2020, the Procurement Division of Finance formally advertised, issued, and distributed Security Guard Services, Request for Proposals (RFP) 2020-019. Forty-five (45) prospective Proposers downloaded the RFP package from Public Purchase, the City's web-based e-Procurement service.

On July 7, 2020, eight (8) firms submitted proposals in response to the RFP: Allied Universal Security Services, American Guard Services, Inc., Dothan Security, Inc., FPI Security Services, Inc., G4S Secure Solutions, Inc., Kent Security Services, Inc., Security Alliance, LLC., and SFM Security Services, Inc.

On August 20, 2020, the Evaluation Committee convened to evaluate the eight (8) responsive proposals and ranked the firms in the following order of preference: FPI Security Services, Inc. (top-ranked); SFM Security Services, Inc. (second ranked); Kent Security Services, Inc. (third ranked); Security Alliance, LLC. (fourth ranked); G4S Secure Solutions, Inc. (fifth ranked); Allied Universal Security Service (sixth ranked), Dothan Security, Inc. (seventh ranked); and American Guard Services, Inc. (eighth ranked). The Evaluation Committee determined that FPI Security Services, Inc., was the highest ranked responsive-responsible proposer.

The Evaluation Committee further recommended that should negotiations fail with FPI Security Services, Inc., that negotiations could commence with the next ranked firm, up to the fifth ranked qualified proposer, until an agreement and contract amount acceptable to the City has been reached.

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:

Miriam Soler Ramos, Esq., City Attorney

Billy Y. Urquia, City Clerk

Eduardo Santamaria, Assistant City Manager

Edward Hudak, Chief of Police

Diana M. Gomez, Finance Director

Celeste S. Walker-Harmon, Chief Procurement Officer

Cordell Atherley, Police Major