



DeKalb County Government

Manuel J. Maloof Center
1300 Commerce Drive
Decatur, Georgia 30030

Agenda Item

File ID: 2019-3715

Substitute

7/23/2019

Purchasing Type: Request for Proposals (RFP)

Public Hearing: YES NO

Department: Purchasing & Contracting

AGENDA ITEM:

Commission District(s): All

RFP - Request for Proposals No. 19-500513 Uniformed Security Guard Services (Multiyear Contract): for use by Police Services (PS) to be utilized by all County departments. Consists of providing armed and/or unarmed, uniformed security guards at various County Facilities. Awarded to: All N One Security Services, Inc. Amount Not To Exceed: \$10,520,383.06.

Information Contact: Talisa Clark, CPPO

Phone Number: (404) 687-2797

PURPOSE:

Consists of providing armed and/or unarmed, uniformed security guard services at multiple County facilities to ensure the protection of staff, visitors and property. Twelve (12) proposals were received.

RECOMMENDATION:

Recommend award to the highest scoring proposer:

All N 1 Security Services, Inc., 3915 Cascade Road, Suite 340, Atlanta, GA 30331

Amount Not To Exceed: \$10,520,383.06

and authorize the Chief Executive Officer to execute the contract and all associated documents.

Evaluation Committee Scores:

<u>Firms:</u>	<u>Scores:</u>
All N One Security Services, Inc.	94
Norred & Associates	84
EKG Security, Inc.	81
PSI Security Service	68
Force, Inc.	62
Advanced Protective Services	37



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Non-Responsive Firms:

G4S
Protect
Security
Sakom
Services
Emergency Crime Prevention
Allied Universal
Confidential Security

After evaluation of the technical and cost proposals, the recommendation is to award to the highest scoring proposer.

ADDITIONAL INFORMATION:

1. LSBE Participation: 20%
2. Contract Effective Date: Date of Award
3. Contract Expiration Date: December 31, 2023
4. Amount Spent to Date: \$6,014,077.24
5. Funding: \$10,520,383.06
\$8,145,746.96 - General (Human Services, PS, Tax Commissioner, Voter's Registration, DWM, UCO)
\$ 734,619.76 - Grant in Aid (Worksource)
\$ 161,459.49 - Fire (Fire Rescue)
\$ 296,673.37 - Special Tax District Unincorporated (Code Enforcement)
\$ 346,473.08 - Sanitation (Sanitation)
\$ 835,410.41 - Vehicle (Fleet)

AGENDA NOTES

<p>Solicitation Name and #</p>	<p align="center">Uniformed Security Guard Services (Multiyear Contract) RFP No.: 19-500513</p>
<p>Procurement Agent</p>	<p align="center">Jennifer Schofield</p>
<p>Date Solicitation Pricing Expires:</p>	<p>August 16, 2019</p>
<p>Solicitation Name, Number and Contract Number of Expiring/Expired Contract (If no previous contract, please indicate N/A)</p>	<p>Uniformed Security Guard Services (Multiyear Contract) RFP No.: 12-500221 CPA No.: 13-902723 All(n) 1 Security Services, Inc.</p>
<p>Previous Contract Number, Contractor Name and Award Amount (Include increases and Total Award Amount)</p>	<p>\$6,464,126.24 – Total Award</p> <p>\$3,950,877.24 – Initial \$0.00 – CO1 \$0.00 – CO2 \$1,383,200.00 – CO3 \$ 680,000.00 – CO4 \$ 450,049.00 – CO5 (Pending BOC approval on 6.25)</p>
<p>Previous or Amount Spent to Date on Contract(s) (List Amount Spent per Contract and Total Amount Spent)</p>	<p>\$6,014,077.24 – Spent to Date LSBE Spend on Previous Contract - \$1,275,524.23</p>
<p>Prime Contractor Information and LSBE - Subcontractor (Prime: Company Name, Owner Name and Title, Number of years in business and Number of Years doing business with DeKalb County)</p> <p>(LSBE: LSBE Type (DeKalb or MSA), Participation Percentage, Company Name, Owner Name and Title, Address, Type of Work Provided, Number of years in business and Previous Business/Contracts and Amounts with DeKalb County)</p>	<p><u>All N One Security Services, Inc. (Prime)</u> Rick Robinson, President Years in Business: 23 Years Doing Business with DeKalb: 7</p> <p>LSBE DeKalb Participation - 20% - Flagship Security Services, Inc. Michael J. Flagg, President & CEO 3986 N. Berkeley Lake Road Duluth, GA 30096 <i>Security Services</i> Years in Business: 14 Years Doing Business with DeKalb: 5</p>
<p>Attachment</p>	<ul style="list-style-type: none"> • UD Recommendation Memo • Cumulative Score Report



RFP 19-500513, Uniformed Security Guard Services (Multiyear Contract)

User Department's Recommendation

User Department Name POLICE SERVICES

Recommended Proposer: ALL N ONE SECURITY SERVICES

Project Amount: \$ 10,520,383.06

Funding: various see attached

General Enterprise 3 Digit Fund Code _____

CIP Line Item No. (if applicable): _____

Justification if recommendation of award is to a firm other than the highest scoring proposer:

Based on review by the auditor, we agree with the recommendation to the highest scoring proposer. In addition we are recommending additional funding to cover any unforeseen projects for additional coverage during the life of the contract

[Signature] 7/16/19
Name, Title Date

Fiscal Mngt Office, Sr

[Signature] 7/17/19
Department Director Date

	Column A	Column B	Column C	Column D	Column E	Column F	Column G	Column H				
Location	No. of Guards	Estimated Hours	Billed Hourly Rate	(D*C=D) Extended Cost	Billed Holiday Rate	Holiday Estimated Hours	(E*F=G) Holiday Extended Cost	(D+G=H) Totals	Year 2 with increase of 2.5%	Year 3	Year 4 with increase of 2.5%	Year 5

Departmental Calculations

Department	Fund	Fund Name	Amount
Code Enforcement	272	Special Tax Dist Uninc	\$226,873.37
Fire	270	Fire	\$181,489.49
Utility Customer Operations (Watershed)	511	Watershed Operating Fu	\$367,369.88
Fleet	611	Vehicle Maintenance	\$835,410.41
Human Services	100	General	\$1,810,312.50
Police Services	190	General	\$2,356,125.19
Sanitation	541	Sanitation	\$346,473.98
Tax Commissioner	100	General	\$831,866.84
Voters Registration	100	General	\$161,961.50
Watershed	511	Watershed Operating Fu	\$2,183,989.44
Workshops	280	Grant in Aid	\$734,819.78

TOTAL \$9,983,984.60
10% Additional TBD \$ 998,398.46
CONTRACT TOTAL \$10,982,383.06

Location	Column A No. of Guards	Column B Estimated Hours	Column C Billed Hourly Rate	Column D (B*C*D) Extended Cost	Column E Billed Holiday Rate	Column F Holiday Estimate of Hours	Column G (E*F*G) Holiday Extended Cost	Column H (D+G*H) Totals	Year 2 with Increase of 2.5%	Year 3	Year 4 with Increase of 2.5%	Year 5
Armed Security Guard Services												
DeKalb-Atlanta Mason Service Center 30 Warren St SE, Atlanta	1	2,375	21.94	\$52,107.50				\$52,107.50	\$53,410.19	\$53,410.19	\$54,745.44	\$54,745.44
The Kirtwood Center - 23 Warren St SE, Atlanta	1	2,375	21.94	\$52,107.50				\$52,107.50	\$53,410.19	\$53,410.19	\$54,745.44	\$54,745.44
DeKalb Atlanta Servor Center - 29 Warren St SE, Atlanta	1	2,375	21.94	\$52,107.50				\$52,107.50	\$53,410.19	\$53,410.19	\$54,745.44	\$54,745.44
Lou Walker Servor Center - 2538 Parsons Road, Stonecrest	1	3,150	21.94	\$69,111.00				\$69,111.00	\$70,838.78	\$70,838.78	\$72,609.74	\$72,609.74
Cede Enforcement Building - 1807 Candler Road, Decatur	1	2,625	21.94	\$57,592.50				\$57,592.50	\$59,032.31	\$59,032.31	\$60,508.12	\$60,508.12
WorkSource DeKalb - 774 Jordan Lane, Bldg 4, Decatur	2	8,600	21.94	\$142,810.00				\$142,810.00	\$146,175.25	\$146,175.25	\$149,829.83	\$149,829.83
UCO - 774 Jordan Lane, Suite 200, Decatur	1	3,250	21.94	\$71,303.00				\$71,303.00	\$73,087.83	\$73,087.83	\$74,914.82	\$74,914.82
South DeKalb Servor Center 1931 Candler Road, Decatur	2	4,750	21.94	\$104,215.00				\$104,215.00	\$108,820.36	\$108,820.36	\$109,400.88	\$109,400.88
North DeKalb Servor Center 1393 Malone Drive, Chamblee	1	2,375	21.94	\$52,107.50				\$52,107.50	\$53,410.19	\$53,410.19	\$54,745.44	\$54,745.44
Lithonia Senior Center 2484 Bruce Street, Lithonia	1	2,375	21.94	\$52,107.50				\$52,107.50	\$53,410.19	\$53,410.19	\$54,745.44	\$54,745.44
Central DeKalb Servor Center 1348 McConnell Drive, Decatur	1	2,375	21.94	\$52,107.50				\$52,107.50	\$53,410.19	\$53,410.19	\$54,745.44	\$54,745.44
Armed Security Guards Totals	13	34,925		\$787,478.50				\$787,478.50	\$778,418.48	\$778,418.48	\$798,921.93	\$798,921.93

Location	Column A No. of Guards	Column B Estimated Hours	Column C Billed Hourly Rate	Column D (BxC+D) Extended Cost	Column E Billed Holiday Rate	Column F Holiday Estimated Hours	Column G (ExF+G) Holiday Extended Cost	Column H (D+G+H) Totals	Year 2 with Increase of 2.5%	Year 3	Year 4 with Increase of 2.5%	Year 5
Unarmed Security Guard Services												
The Clark Harrison Building 330 W. Ponce de Leon Ave., Decatur	1	3,250	\$14.75	\$47,937.50				\$47,937.50	\$49,135.94	\$49,135.94	\$50,364.34	\$50,364.34
Waterford - Goodhaven Facility - 1580 Goodhaven Dr., Stone Mtn.	6	18,992	\$14.75	\$280,032.00	\$22.13	480	\$10,620.00	\$290,652.00	\$297,783.30	\$297,783.30	\$304,477.86	\$304,477.86
5400 Candler Field Plant 4830 Winters Chapel Rd., Atlanta	2	4,500	\$14.75	\$66,375.00				\$66,375.00	\$68,034.38	\$68,034.38	\$69,735.23	\$69,735.23
Snapping AWIT - 4224 Flakes MB Rd., Decatur	1	2,500	\$14.75	\$36,875.00				\$36,875.00	\$37,796.88	\$37,796.88	\$38,741.80	\$38,741.80
Waterford Management Building 4872 Memorial Dr., Decatur	1	3,750	\$14.75	\$55,312.50				\$55,312.50	\$56,685.31	\$56,685.31	\$58,112.70	\$58,112.70
Tax Commissioner's Office - 4380 Memorial Drive, Stone Mtn	1	1,560	\$14.75	\$22,910.00				\$22,910.00	\$23,585.25	\$23,585.25	\$24,174.88	\$24,174.88
Simmons Laundry - 4283 Cleveland Rd., Ebenezer	1	4,200	\$14.75	\$61,950.00	\$22.13	240	\$5,310.00	\$67,260.00	\$68,941.50	\$68,941.50	\$70,685.04	\$70,685.04
Plant Management - 5300 Memorial Dr., Stone Mtn.	1	5,075	\$14.75	\$74,850.25	\$22.13	240	\$5,310.00	\$80,160.25	\$82,170.41	\$82,170.41	\$84,224.87	\$84,224.87
Plant Management - 3043 Warren Rd., Decatur	1	5,200	\$14.75	\$76,700.00	\$22.13	240	\$5,310.00	\$82,010.00	\$84,060.25	\$84,060.25	\$86,161.78	\$86,161.78
Tax Commissioner/Motor Vehicle Tag Office - (page 42) 4380 Memorial Drive, Stone Mtn	1	2,500	\$14.75	\$36,875.00				\$36,875.00	\$37,796.88	\$37,796.88	\$38,741.80	\$38,741.80
Motor Vehicle Tag Office - 1358 Dresden Dr NE, Atlanta	1	2,250	\$14.75	\$33,187.50				\$33,187.50	\$34,017.19	\$34,017.19	\$34,867.82	\$34,867.82
Motor Vehicle Tag Office - 2801 Candler Road, Ste 66, Decatur	1	2,250	\$14.75	\$33,187.50				\$33,187.50	\$34,017.19	\$34,017.19	\$34,867.82	\$34,867.82
Douglas County Fire Rescue HD - 1850 West Exchange, Tucker	1	2,125	\$14.75	\$31,343.75				\$31,343.75	\$32,127.34	\$32,127.34	\$32,930.53	\$32,930.53
Douglas County Police HD - 1880 West Exchange, Tucker	1	2,000	\$14.75	\$29,500.00				\$29,500.00	\$30,237.50	\$30,237.50	\$30,993.44	\$30,993.44
Volvo & Repair Shop - 4380 Memorial Dr., Stone Mtn.	1	2,000	\$14.75	\$29,500.00				\$29,500.00	\$30,237.50	\$30,237.50	\$30,993.44	\$30,993.44
Motor Administration Building 1300 Commerce Drive, Decatur	4	8,587	\$14.75	\$126,363.25				\$126,363.25	\$128,522.33	\$128,522.33	\$132,780.29	\$132,780.29
Lee Walker Tennis Center 2638 Parole Road, Stonecrest	2	4,000	\$14.75	\$59,000.00				\$59,000.00	\$60,475.00	\$60,475.00	\$61,988.81	\$61,988.81
Unarmed Security Guards Totals	27	72,719		\$1,073,604.25				\$1,099,888.25	\$1,128,634.13	\$1,128,634.13	\$1,164,799.94	\$1,164,799.94
GRAND TOTALS	63	197,244		\$2,830,983.75		1,200	\$28,650.00	\$2,859,633.75	\$2,903,649.59	\$2,903,649.59	\$2,968,825.83	\$2,968,825.83

Total Calculated Value
20% for Unknowns
REVISED CONTRACT VALUE

\$2,982,994.60
\$950,398.48
\$10,528,383.00

CUMULATIVE SCORE SHEET

DeKalb County - Department of Purchasing and Contracting
RFP 19-500513 - UNIFORMED SECURITY GUARD SERVICES
DATE OF OPENING: April 17, 2019 TIME: 3:00 p.m.

Prepared by: Jennifer Schofield, Procurement Agent

PROPOSERS:			Force, Inc.	EKG Security, Inc.	PSI Security Service	Norred & Associates	All N One Security	Advanced Protective Services
CRITERIA		MAXIMUM POINTS AVAILABLE						
Technical Approach		25	16.4	19.8	20.8	22	21.2	9
Project Management		10	6.2	8.8	8.8	8.6	8.0	2.4
Personnel		10	4.4	8.4	7.8	8.6	7.8	3.2
Organizational Qualifications		25	13.4	21.2	19.2	22.8	22.4	9.0
Financial Responsibility		10	4.2	4.2	0.0	0.0	8.0	4.4
References		5	2.8	4.8	2.0	4.8	4.6	1.0
DeKalb First Ordinance Participation	LSBE-DeKalb	10	10.0				10.0	
	LSBE-MSA	5		5.0	5.0	5.0		5.0
	Good Faith Effort (GFE)	2						
Cost		5	4.53	3.63	4.24	5.0	4.23	3.34
Total Points		100	61.9	75.8	67.8	76.8	86.2	37.3
Interview (Bonus Points)		10		5.4		7.0	8.0	
Total Points		110	62	81	68	84	94	37

Number of Responses Received: 12

Recommend award to the highest scoring proposer: ALL N ONE Security Services, Inc., 3915 Cascade Road, Suite 340, Atlanta, GA 30331

Notes:

*G4S, Sakom Services, Emergency Crime Prevention, Allied Universal and Confidential Security were deemed non-responsive for failure to attend one (1) or more of the four (4) Mandatory Site Visits, as required by the solicitation. Protect Security was deemed non-responsive for failing to providing LSBE participation or a Good Faith Effort (GFE).