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AGENDA REPORT

TO: Sabrina B. Landreth
City Administrator

FROM: Jason Mitchell
Director, OPW

SUBJECT: Supplemental Security Services
Contract

DATE: July 2, 2018

City Administrator Approval

Date:

7/12/18

RECOMMENDATION

Staff Recommends That The City Council Adopt A Resolution Awarding A Security Services Contract To ABC Security Services Inc. For A Term Period Of Three (3) Years With An Option To Extend The Contract Upon Satisfactory Completion Of The Initial Term In Increments Of One (1) Year; For Up To Two (2) Additional Years; In An Amount Not-To-Exceed Two Million, Five Hundred Thousand Dollars (\$2,500,000) For Each Year Of The Contract.

REASON FOR SUPPLEMENTAL

In order to have a more permanent vendor to secure city facilities, staff is returning with the recommendation to approve and execute a contract with ABC Security Services, Inc. This will allow the City to improve financial and operational stability by entering into a long-term contract that will include strict performance measures and establish liquidated damages for failure to meet performance thresholds. The successful RFP process initiated in Fall 2016 produced a thorough pool of security firms, and staff does not anticipate other firms are able to participate at this time, therefore ABC Security Services, Inc. is the recommended firm. This supplemental report provides a summary of this item's legislative history as well as information about the recommended security services contract.

Approval of the Resolution will authorize the City Administrator or designee to negotiate and execute a contract with ABC Security Services Inc. in an amount not to exceed two million, five hundred thousand dollars (\$2,500,000) annually for a term of three years with an option to extend the contract, if satisfactory completion of the initial term, in increments of one (1) year; for up to two (2) additional years. The resolution will also authorize the City Administrator to extend the contract at the end of the term on a month to month basis until a new contract is awarded.

Item: _____
Public Works Committee
July 17, 2018

ANALYSIS AND POLICY ALTERNATIVES

In 2016, the City initiated a request for proposal (RFP) process to secure the most qualified security contractor to meet the current security needs of the City of Oakland due to the expiring term of the existing contract with Cypress Private Security on April 30, 2017. Legal ads were run in August of 2016 in the *Oakland Tribune*, *El Mundo*, *Oakland Post* and *Sing Tao*. In October a mandatory Pre-Bid Proposal Conference was held, the proposal due date was November 14, 2016. The City received responses to the RFP from six (6) security firms. The proposals were reviewed for completeness and a formal contract compliance analysis was performed on each proposal. All six companies were invited to move forward and participate in interviews, those interviews were held on February 6, 2017.

The oral interview process consisted of a question and answer segment and time allotted for a presentation from each company. Scores were calculated based on the results of the formal interview and additional preference points for local/small local business enterprise (L/SLBE) participation.

Initial ranking produced A-1 Protective Services, Inc. as the highest ranked firm. However, prior to the Public Works Committee (PWC) meeting scheduled for June 13, 2017, the City received a third-party complaint regarding the legitimacy of A-1 Protective Services Inc's L/SLBE certification and the validity of the points awarded. The City Administrator's Office of Contracts and Compliance immediately initiated an investigation to determine the firm's L/SLBE status. The investigation resulted in the rescinding of A-1 Security Protective Services Inc's L/SLBE certification and the loss of the preference points. Oakland Public Works (OPW) adjusted the scores based on the new information and recalculated the rank order.

The adjusted scoring resulted in ABC Security Services Inc. receiving the second-highest ranking out of the six (6) security firms that submitted responses to the RFP. Staff recommended at the September 12, 2017 PWC meeting that the City Council adopt a resolution awarding a security services contract to ABC Security Services Inc., due to its status as a Certified Local/Small Local Business Enterprise deemed 100 percent responsive with the City's L/SLBE program, with more than forty-nine (49) years of experience in Oakland. The Committee heard the recommendation and moved the item to the September 19, 2017, City Council calendar (non-consent) and directed staff to update the report to include two alternative resolutions for City Council to consider, A-1 Protective Services and Cypress Security as alternatives.

At the September 19, 2017 City Council Meeting, staff presented a supplemental report with recommendations and the additional information that was requested by the PWC on September 12, 2017. The City Council directed staff to return with a new report containing two resolutions for its consideration of award to either ABC or Cypress Security Services. The City Council also requested the following information:

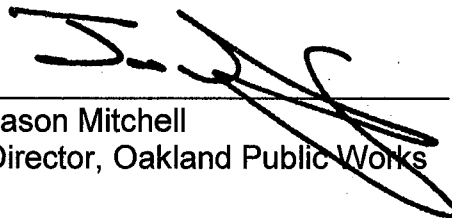
- A detailed scoring matrix for the two recommended firms
- A brief summary of the added value this contract will give the City
- Further information as to the Schedule L and how it was provided or not provided to ABC and Cypress

ACTION REQUESTED OF THE CITY COUNCIL

Staff recommends that the City Council adopt a resolution awarding a security services contract to ABC Security Services Inc. for a term period of three (3) years with an option to extend the contract upon satisfactory Completion Of The Initial Term In Increments Of One (1) Year; For Up To Two (2) Additional Years; In An Amount Not-To-Exceed Two Million, Five Hundred Thousand Dollars (\$2,500,000) For Each Year Of The Contract.

For questions regarding this report, please contact Derin Minor, Oakland Public Works, Facilities Services Division Manager, 510-238-3998.

Respectfully submitted,



Jason Mitchell
Director, Oakland Public Works

Reviewed by:
David Ferguson, Interim Assistant Director
Bureau of Facilities & Environment

Prepared by:
Derin Minor, Division Manager
Facilities Services Division

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OAKLAND

DRAFT

City Attorney's Office

2018 JUL 12 PM 5:37

OAKLAND CITY COUNCIL**RESOLUTION NO. _____ C.M.S.**

RESOLUTION AWARDING A SECURITY SERVICES CONTRACT TO ABC SECURITY SERVICES INC. FOR A TERM PERIOD OF THREE (3) YEARS WITH AN OPTION TO EXTEND THE CONTRACT UPON SATISFACTORY COMPLETION OF THE INITIAL TERM IN INCREMENTS OF ONE (1) YEAR; FOR UP TO TWO (2) ADDITIONAL YEARS; IN AN AMOUNT NOT-TO-EXCEED TWO MILLION, FIVE HUNDRED THOUSAND DOLLARS (\$2,500,000) FOR EACH YEAR OF THE CONTRACT

WHEREAS, the City of Oakland has various municipal facilities and properties that require unarmed security personnel to provide security services to protect the public, city personnel, officials and property; and

WHEREAS, the City solicited proposals for unarmed security services from qualified firms to provide security services for City facilities for a period of three years in August 2016 and six firms responded with proposals in; and

WHEREAS, ABC Security Services Inc., a certified L/SLBE, participated in an interview and screening process and was ranked number two (2) through that process and deemed the most qualified and responsive bidder for the project; and

WHEREAS, the City Administrator on the recommendation of staff recommends that the Council award the three-year term contract to ABC Security Services, Inc., with authorization to renew in increments of one (1) year; for up to two (2) additional years; and

WHEREAS, the request for proposal process produced a thorough pool of security firms, and staff does not anticipate other firms are able to participate at this time; and

WHEREAS, the City Council finds and determines that the performance of this contract is in the public interest because of the importance of security for Oakland's citizens, employees, facilities and property; and

WHEREAS, funding for this contract for Security Guard Services is available in the following; the Facilities Services Fund (4400) the Library Services Retention and Enhancement Fund (2240) and the Multipurpose Reserve Fund (1750); and

WHEREAS, the City lacks the equipment and qualified personnel to perform the necessary work, that the performance of this contract is in the public interest because of

economy or better performance and that this contract is of a professional, scientific or technical nature; and performance of this contract shall not result in the loss of employment or salary by any person having permanent status in the competitive service; and

WHEREAS, staff has determined that ABC Security Services Inc. complies with all LBE/SLBE requirements; now, therefore, be it

RESOLVED: That the City Administrator is authorized to award a security services contract to ABC Security Services Inc., for security guard services at various City facilities in accord with the City's Request for Proposals for Security Guard Services at Various City Buildings 2016, Specification No. 6281, contractor's proposal and negotiated terms and conditions, for a three-year term in the amount not to exceed two million five hundred thousand (2,500,000) per year, and maximum of twelve million five hundred thousand dollars (12,500,000) over five years; and be it

FURTHER RESOLVED: That the City Administrator, or designee, is hereby authorized to execute two one-year extension options at the end of the initial three-year contract term period with ABC Security Services Inc., upon the City Administrator's determination of satisfactory performance during the initial three-year term or fourth year extension, as applicable; and be it

FURTHER RESOLVED: That the City Administrator, or designee, is hereby authorized upon completion of the initial contract term or upon completion of a fourth or fifth year extension, to contract with ABC Security Services Inc. on a month-to-month basis under the same terms, conditions, pricing and costs as in the original contract until a new contract is awarded; and be it

FURTHER RESOLVED: That the City Administrator or designee is hereby authorized to conduct all negotiations, execute and submit all documents, including but not limited to; agreements, amendments, extensions, modifications, payment requests and related actions which may be necessary for the completion of the agreement, except increases in compensation, in accordance within the limitations of the work specifications and basic purpose of the agreement; and be it

FURTHER RESOLVED: That the City Attorney shall approve the contract for form and legality and the department responsible for administering the contract shall place a copy of the fully executed contract on file in the Office of the City Clerk.

IN COUNCIL, OAKLAND, CALIFORNIA, _____

PASSED BY THE FOLLOWING VOTE:

AYES - BROOKS, CAMPBELL WASHINGTON, GALLO, GIBSON MCELHANEY, GUILLÉN, KALB, KAPLAN, AND PRESIDENT REID

NOES -

ABSENT -

ABSTENTION -

ATTEST: _____

LATONDA SIMMONS
City Clerk and Clerk of the Council of the
City of Oakland, California