



AGENDA REPORT


TO: Jestin D. Johnson
City Administrator

FROM: Josh Rowan
Interim Director, Oakland
Public Works

SUBJECT: Citywide Security Services Contract
Award for Allied Universal Security
Services, LP

DATE: June 24, 2025

City Administrator Approval


Jestin Johnson (Jun 27, 2025 11:26 PDT)

Date: Jun 27, 2025

RECOMMENDATION

Staff Recommends That The City Council Adopt A Resolution: Awarding The Citywide Security Services Contract To Allied Universal Security Services, LP, For A Term Of Three (3) Years, With Two (2), One-Year Options To Extend The Contract Upon Satisfactory Completion Of The Initial Term, In An Estimated Amount Of Nine Million Dollars (\$9,000,000) Annually With A Not To Exceed Grand Total Contract Amount Of Forty-Five Million Dollars (\$45,000,000) And Grant The City Administrator Or Their Designee The Authority To Extend The Contract At The End Of The Term And Increase The Contract Spending Authority On A Month-To-Month Basis Until A New Contract Is Awarded.

EXECUTIVE SUMMARY

Approval of this proposed resolution will authorize the City Administrator or their designee to execute a new security services contract to Allied Universal Security Services, LP in an estimated amount of nine million dollars (\$9,000,000) annually with a not to exceed total contract amount of Forty-Five Million Dollars (\$45,000,000) for a term of three years with an option to extend the contract after the satisfactory completion of the initial term in increments of one (1) year; for up to a total of two (2) additional years.

This resolution will also authorize the City Administrator to extend the contract at the end of the term and increase spending authority on a month-to-month basis until a new contract is awarded, if needed.

The new Citywide Security Services contract Scope of Services includes providing continued unarmed security guard coverage as required at current City facilities and properties to protect the public, city personnel, and officials. Providing security guards at unhoused encampment sites to support City response activities and securing locations that have been cleared. Approval of this recommendation will also provide the City with an option to add armed guards to the security services provided. The security services Scope of Services provided in the Citywide Security Services Request For Proposal (RFP) is included as **Attachment A**.

Proposed annual estimated security service contract costs range from approximately eight million dollars (\$8,000,000) to nine million, three hundred thousand dollars (\$9,300,000) annually. This range in cost is a result of increases throughout the duration of the contract to address urgent/emergency requests and/or temporary changes needed in security services in support of other City Departments such as unsheltered/unhoused encampment activities and locations; additional security at construction sites and corporation yards to deter thefts and vandalism; events, gatherings and demonstrations; guard wage increases in compliance with Oakland's Living Wage Ordinance; and, other rate increases and costs for additional enhanced services as required.

REASON FOR URGENCY

The current contract for Security Services with ABC Security Service Inc. is nearing the extended contract expiration date of June 30, 2025 (or month-to-month thereafter with City Administrator authorization) and is nearing the maximum agreed-upon contract amount of twenty-eight million six-hundred thirty dollars (\$28,630,000).

BACKGROUND / LEGISLATIVE HISTORY

The City will primarily utilize the services of uniformed unarmed contract guards as directed at City facilities to screen and provide direction and access for City staff and the public, oversee and monitor City property and ensure the safety of staff and visitors. Additionally, through the contract, the City will have the option to add armed security guards to the security services provided. Security guards will report incidents and injuries at City facilities to staff in the City of Oakland Public Works Department (OPW) - Bureau of Maintenance and Internal Services (BMIS) - Facilities Services Division (FSD) and/or the Oakland Police Department (OPD) for investigation and follow-up.

The City has utilized security guards through a security services contract since 2013, as referenced in City Council Resolutions no. 84867 and 87321 C.M.S. Following the initial contract with ABC Security, Inc. in 2018, a series of City Council Resolutions have been approved extending the contract and spending authority to adjust for necessary changes in security services by various City Departments and Divisions. The most recent City Council Resolution (Resolution 90423) extended the contract to a total contract amount of twenty-eight million six hundred thirty thousand dollars (\$28,630,000) through June 30, 2025, or month-to-month thereafter with City Administrator authorization. Currently, there is approximately \$3 million dollars in contract capacity remaining, and it is the City's intent to continue the current security services contract with the current security services provider through the upcoming months on a month-to-month basis until the new security services firm can fully transition security services operations to the new firm/company.

All Council Resolutions regarding past security services contracts, dating back to 2013 are included as **Attachment B** for reference.

ANALYSIS AND POLICY ALTERNATIVES

In September 2024, the City initiated a Request for Proposal (RFP) to secure the most qualified security services firm for a new contract. As required as part of the RFP, the City was to identify and select the highest scoring and ranking security service firm/company based on the quality and performance of the proposals and interviews. The RFP is included as **Attachment A**. Legal ads ran in September 2024, and the City conducted two (2) Mandatory Pre-Proposal Meetings for the Citywide Security Services RFP on September 25, 2024, and October 7, 2024. Proposal & Bids were received on October 24, 2024, and the City received eleven (11) Proposals & Bids.

The Proposals & Bids were reviewed for completeness of required documents and schedules with the following results:

- One (1) proposal submitted was deemed non-responsive by the OPW-Capital Contracts Division (CCD) since the company submitting the proposal did not attend one of the City's Mandatory Pre-Proposal Meetings for the Citywide Security Services RFP on September 25, 2024, and October 7, 2024.
- The City's Department of Workforce and Employee Standards (DWES) performed a contract compliance analysis for each of the remaining proposals received.
- Five (5) proposals did not demonstrate any participation in the City's Local / Small Local Enterprise (L/SLBE) program as required and were not invited to the Citywide Security Services RFP interview.
- The remaining five (5) proposals submitted by security service firms/companies demonstrated a minimum level of participation in the City's L/SLBE program by either independently or by partnering with qualified firms/companies, and these companies were invited to an interview.
 - One (1) of the remaining five (5) security service firms/companies demonstrating a minimum level of participation in the City's L/SLBE program did not include a compliant level of SLBE participation in their proposal and included only their City certification as an LBE.

Table 1 – Security Services Firms/Companies Invited to Participate in the Interview Process

<i>Security Services Firms/Companies</i>
A1 Protective Services, Inc.
ABC Security Services, Inc.
Allied Universal Security Services, LP
Inter-Con Security
Marina Security Services, Inc.

A detailed Summary and Tabulated Scoring and Ranking results of the review and evaluation of proposals is included as **Attachment C**.

Table 2 - Summary of Results of the Proposal Review and Evaluation

<i>Firm/Company</i>	<i>Combined Total Score</i>	<i>Average Score</i>	<i>Ranking</i>
Allied Universal Security Services, LP	384	96.0	1 (Tie)
Marina Security Services, Inc.	384	96.0	1 (Tie)
A1 Protective Services, Inc.	340	85.0	3
Inter-Con Security	310	77.5	4
ABC Security Services, Inc.	251	62.8	5

Interviews of the security services firms/companies that met the City's L/SLBE program participation requirements were conducted on November 8, 2024, with a panel including client representatives from OPW, from the Oakland Public Library (OPL), and the City Administrator's Office (CAO) and a subject matter expert from the Oakland Police Department (OPD).

A detailed Summary and Tabulated Scoring and Ranking results of the interviews are included as **Attachment D**.

Table 3 - Summary of Results of the Interview

<i>Firm/Company</i>	<i>Combined Total Score</i>	<i>Average Score</i>	<i>Ranking</i>
Allied Universal Security Services, LP	381	95.3	1
Inter-Con Security	315	78.8	2
Marina Security Services, Inc.	301	75.3	3
A1 Protective Services, Inc.	298	74.5	4
ABC Security Services, Inc.	247	61.8	5

The scores of the Proposal Review/Evaluation and the Interviews conducted for each security services company/firm were combined and provided a corresponding ranking. The scores and rankings are included below in **Table 4**.

Table 4

<i>Firm/Company</i>	<i>Proposal Score</i>	<i>Interview Score</i>	<i>Total Combined Score</i>	<i>Ranking</i>
Allied Universal Security Services, LP	384	381	765	1
Marina Security Services, Inc.	384	301	685	2
A1 Protective Services, Inc.	340	298	638	3
Inter-Con Security	310	315	625	4
ABC Security Services, Inc.	251	247	498	5

Based on the results of the Combined Scoring and Ranking of the qualified security services firms/companies submitting bids to the Citywide Security Services RFP, Allied Universal Security Services, LP is the highest scoring and ranking Security Service Firm/Company.

FISCAL IMPACT

The Citywide Security Services contract will include the scope shown in **Attachment A**, with first- and second-year funding of \$7,200,000 in Fund 4400 Org 30551 Project 1005170. The total NTE value of the security services contract over the 5-year period is \$45 million. Any additional security services requests that exceed the appropriated annual funding of \$7.2 million in FY25-27 will be required to identify funding prior to implementation of security services at that location, with final review authority by OPW operations and fiscal staff.

A detailed summary list of current active guard posts, including shifts, locations, and the specified City Department, are shown in **Attachment E**. OPW staff will also provide a supplemental attachment with the draft security request form.

PUBLIC OUTREACH / INTEREST

In September 2024, OPW reached out to local firms registered in the City's centralized vendor database, iSupplier, and advertised in local newspapers whose circulation is recognized to reach local and diverse audiences (Oakland Tribune, San Francisco Chronicle, The Argus, The Daily Review) as part of the RFP process.

COORDINATION

OPW-BMIS-FSD coordinated with the OPW-Bureau of Design and Construction-Capital Contracts Division, City Administrator's Office, Department of Workplace and Employee Standards, Office of the City Attorney, and the City's Budget Office.

SUSTAINABLE OPPORTUNITIES

Economic: Allied Universal Security Services, LP has been certified in meeting the minimum 50% L/SLBE Program requirement by being a City-Certified LBE and partnering with Diligence Security Group, a City-Certified SLBE. The local economy will benefit from the services provided through job opportunities, as well as generating business tax revenue.

Environmental: No environmental opportunities are identified to be available through this contract.

Race & Equity: The proposed resolution will provide security officers to protect the safety of the staff, the public, and property at City facilities. Thus, providing safe access, screening, and security of facilities to a diverse array of visitors and employees. Allied Universal Security Services, LP currently provides security services at approximately 160 City of Oakland client locations and employs over 1,600 City of Oakland residents. Awarding this contract will provide additional jobs and opportunities to qualified Oakland residents in the professional security

ACTION REQUESTED OF THE CITY COUNCIL

Staff Recommends That The City Council Adopt A Resolution: Awarding The Citywide Security Services Contract To Allied Universal Security Services, LP, For A Term Of Three (3) Years, With Two (2), One-Year Options To Extend The Contract Upon Satisfactory Completion Of The Initial Term, In An Estimated Amount Of Nine Million Dollars (\$9,000,000) Annually With A Not To Exceed Grand Total Contract Amount Of Forty-Five Million Dollars (\$45,000,000) And Grant The City Administrator Or Their Designee The Authority To Extend The Contract At The End Of The Term And Increase The Contract Spending Authority On A Month-To-Month Basis Until A New Contract Is Awarded.

For questions regarding this report, please contact Craig Pon, Acting Building Services Manager, at (510) 615-5560.

Respectfully submitted,



for

JOSH ROWAN

Interim Director, Oakland Public Works

Reviewed by:

Richard Battersby, Assistant Director,
Oakland Public Works

Prepared by:

Craig Pon, Acting Building Services Manager,
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Attachments (5):

- A: 2024 Citywide Security Services RFP
- B: City Council Resolutions – Security Services Related
- C: Summary and Tabulated Scoring and Ranking - Proposals
- D: Summary and Tabulated Scoring and Ranking - Interviews
- E: Summary of Security Guard Posts Funded by Specified City Departments
- F: Security Add/Change Request Form