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OAKLAND

2017 OCT 12 PM 3:33 **AGENDA REPORT**

**TO:** Sabrina B. Landreth  
City Administrator

**FROM:** Jason Mitchell  
Director, OPW

**SUBJECT:** Supplemental Security Services  
Contract

**DATE:** September 27, 2017

City Administrator Approval

Date:

10/12/17

**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 A Total Of Two (2) Consecutive Additional Years; In An Amount Not-To-Exceed Two Million, Five Hundred Thousand Dollars (\$2,500,000) For Each Year Of The Contract; OR**

**Adopt A Resolution Awarding A Security Services Contract To Cypress 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 A Total Of Two (2) Consecutive 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**

This supplemental report provides City Council with additional information regarding the Scoring Summary.

**ANALYSIS AND POLICY ALTERNATIVES**

**Interview Scoring Summary and Method**

The oral interviews consisted of a Question and Answer session to include four categories of questions. The first section consisted of 10 questions that were tailored to identify the bidders Work History, Experience, and Management, with a maximum of 40 points possible from each of the (3) raters. The second section consisted of 10 questions that were tailored to identify the bidder's Operations and Technical abilities, with a possible maximum of 30 points from each of the three (3) raters. Section three consisted of 3 situational questions where each firm could earn a maximum of 10 points for each question with a combined maximum of 30 points

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possible. The final section was the presentation and sample incident report which was valued at 15 points from each rater for a total maximum of 45 points.

The interview scoring process was based on a 100-point value, with the combined points from each question a firm could earn 115 actual points from each of the three (3) raters, for a maximum total of 345 "actual" points. The sum of each firm's actual points for the interview questions was divided by 1.15 to give a maximum 100-point value. To determine the final rank and score, the total number (from the 100-point value column) was divided by three for the average score. Bidders were eligible to receive additional earned credits for Local/Small Local Business Enterprises (L/SLBE) Participation. If the bidders meet the eligibility requirements for the L/SLBE those points were added to the average score for the final score and rank for the interviews.

**Table A** below shows the specific categories of questions from the formal interviews, the combined scores from the raters, the earned points for L/SLBE participation and the final rank.

**Table A – Scoring Summary for ABC Security Services Inc and Cypress Security Services Inc**

<b>ABC Security Services, Inc.</b>	<b>115 Point Score</b>	<b>100 Point Value</b>	<b>Final Score</b>	<b>Rank</b>
History, Experience, Management	80.0	69.57	<b>79.79</b>	<b>2</b>
Operations and Technical	72.5	63.04		
Situational Questions	61.0	53.04		
Presentation and Incident Report Sample	29.0	25.23		
<b>Total</b>	<b>242.5</b>	<b>210.88</b>		
<b>Average</b>	<b>80.83</b>	<b>70.29</b>		
<b>Earned Credits</b>	<b>9.50</b>			
<b>Cypress Security Services Inc.</b>				
	<b>115 Point Score</b>	<b>100 Point Value</b>	<b>Final Score</b>	<b>Rank</b>
History, Experience, Management	82.0	71.31	<b>72.74</b>	<b>5</b>
Operations and Technical	68.5	59.57		
Situational Questions	49.0	42.60		
Presentation and Incident Report Sample	29.0	25.23		
<b>Total</b>	<b>228.5</b>	<b>198.71</b>		
<b>Average</b>	<b>76.16</b>	<b>66.24</b>		
<b>Earned Credits</b>	<b>6.5</b>			

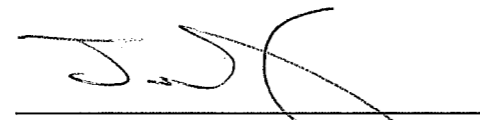
**ACTION REQUESTED OF THE CITY COUNCIL**

Staff recommends that the City Council 1) 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 a total of two (2) consecutive additional years; in an amount not-to-exceed two million, five hundred thousand dollars (\$2,500,000) for each year of the contract; OR

2) Adopt a resolution awarding a security services contract to Cypress 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 a total of two (2) consecutive 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,

  
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Jason Mitchell  
Director, Oakland Public Works

Reviewed by:  
Susan Kattchee, Assistant Director  
Bureau of Facilities & Environment

Prepared by:  
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Facilities Services Division