


Memorandum



Date: February 24, 2012
To: Honorable Chairman Joe A. Martinez and Members
Board of County Commissioners
From: Carlos A. Gimenez
Mayor 
Subject: Notification of Contract Modification for Security Guard Services

The purpose of this memorandum is to advise the Board of County Commissioners (Board) that a modification in the amount of \$3,654,000 was authorized for the County's existing Security Guard Services contract RFP487B. This modification was within my delegated authority and was approved to ensure continuity of security services currently being provided by Weiser Security Services (Weiser) under Invitation to Bid # 8773-2/15. The monies allocated to the contract awarded to Weiser will not be used after this termination. As such, the modification amount of \$3,654,000 is only a transfer of allocation from one contract to another. Additionally, it is important to note that the County's overall cost for these essential services are decreasing due to negotiated savings.

Weiser's security contract is for three years, with two, two-year Options to Renew (OTR) at the County's discretion. Weiser currently provides services to Sector 1A. In October 2011, Weiser requested that the County not exercise its unilateral right to renew the contract; Weiser was advised that if it did not honor its contractual obligations, it would be considered in default and would therefore be responsible for any damages the County may suffer. The initial term of their contract ended on January 31, 2012 and has been extended for one additional month.

The premature termination of the contract would have left the County without essential security services in several vulnerable areas. Upon receipt of this notification, staff initiated a review of options available to ensure continuity of services. Those options included the possibility of rebidding for these services, however, that would have taken too long and jeopardized security coverage for County facilities. Hence, staff initiated review of prices and scopes offered by all six previously awarded firms under the other security contracts, Request for Proposals (RFP) 487A and 487B. These RFPs were awarded for purchase of countywide security guard and screening services. The services were organized into tiers (by type of service) and sectors (by geographic region).

Rates offered by AlliedBarton Security Services, LLC (AlliedBarton) under RFP487A and RFP487B were lowest among the six vendors. AlliedBarton's contract under RFP487B offers the same Tier 1 (Security Guard Service only) services being provided by Weiser under 8773-2/15; therefore, staff decided to pursue the addition of Sector 1A to RFP487B. This RFP allows the County to add or delete sectors. AlliedBarton's rates were negotiated down to bring the overall price lower than offered by Weiser. AlliedBarton's negotiated rates represent a savings of approximately \$238,305 over a period of eighteen months.

Due to limited time, it was determined that the most efficient, cost effective and expeditious solution was to roll these services into the County's existing contract (RFP487B) via a modification. This approach has been consulted with the County Attorney's Office. At the request of Weiser, the County will terminate its contract with them effective February 29, 2012. AlliedBarton will start providing services under this modification on March 1, 2012.

Staff is currently revising specifications for the countywide security contracts (RFP487A and RFP487B). A solicitation with revised specifications will be advertised to take advantage of any price reductions in today's marketplace to help lower the cost of security services while maintaining quality, and ensuring adequate levels of safety at County facilities. The award will be presented to the Board for approval. Upon approval of this award, all current countywide security contracts will be terminated to take advantage of the anticipated savings.

Should you have any questions, please do not hesitate to contact Lester Sola, Director, Internal Services Department at 305-375-2363.

c: Harvey Ruvin, Clerk of the Board
Robert A. Cuevas, County Attorney
Oren Rosenthal, Assistant County Attorney
Edward Marquez, Deputy Mayor/Finance Director
Lester Sola, Director, Internal Services Department
Miriam Singer, Assistant Director, Internal Services Department
Wendi Norris, Assistant Director, Internal Services Department