

Purchasing Summary

EVENT # 3327	TITLE: Security Services for City Hall, Broughton Municipal Building, Gamble Building, and Ellis Square	ESTIMATED COST: \$478,000.00
TYPE OF PROCUREMENT: Bid	ANNUAL CONTRACT <input checked="" type="checkbox"/> ANNUAL MAINTENANCE AGREEMENT <input type="checkbox"/>	ONE TIME PURCHASE <input type="checkbox"/>

CONTRACT TERM (IF APPLICABLE)
January 17, 2019 to December 31, 2019

DBE (IF APPLICABLE)
N/A

MATRIX (IF APPLICABLE)

Proposers	Qualifications and Experience (40 Points)	Wages, Benefits and Training (20 Points)	References (10 Points)	Local Vendor (5 Points)	Fees (25 Points)	Total (100 Points)
Sunstates Security	37.9	20	9.3	0	21.9	89.1
Dynamic Security	35	13.8	10	0	25	83.8
Norred	34.9	17	9	0	21.8	82.7
Security Associates of Coastal GA	20.8	15	5.3	5	22.7	68.8
AP Security	10.7	5.7	4.7	5	20.5	46.6

NOTES

Recommend approval to renew an annual contract for security services with Sunstates Security in the estimated amount of \$478,000.00. The original 2016 contract was amended in December 2017 for the removal of Unarmed Security Services in the City Parking Garages and then amended in September 2018 for the addition of Ellis Square.

This contract renewal includes a \$0.50 per hour pay raise for the guards. This pay increase goes directly to the guards and enables Sunstates Security to remain competitive in the market of armed security. The City of Savannah utilizes armed security at all locations serviced under this contract.

The security services are used to secure City facilities including City Hall, the Broughton Municipal Building, the Gamble Building, the second floor of the Savannah Morning News Building, and Ellis Square. Additionally, the vendor has agreed to remain flexible and to work closely with the City if and when the City's facilities and needs change during the course of the contract.

Nine proposals were originally received. Of those nine, five were deemed qualified and fully evaluated. Those fee proposals were opened and the proposers were interviewed.

The method used for this procurement was the request for proposal, which evaluates criteria in addition to cost. Proposals were evaluated on the basis of qualifications and experience, wages, benefits, and training, references, local vendor participation, and fees. Nine proposals were originally received. Of those nine, five were deemed qualified and fully evaluated. Those fee proposals were opened and the proposers were interviewed.

Proposals were originally received on July 7, 2015. The contract was originally approved in Council on January 7, 2016 in the amount of \$718,072.60. This is the third of four renewal options. Delivery: As requested. Terms: Net 30 days. The proposers were:

B.P.	Sunstates Security (Raleigh, NC) ^(F)	\$718,072.60*
	Dynamic Security (Atlanta, GA) ^(D)	\$629,052.84*
	Norred & Associates, Inc. (Atlanta, GA) ^(D)	\$721,962.06*

Security Associates (Savannah, GA) ^(B)	\$691,629.12*
AP Security Agency (Savannah, GA) ^(B)	\$768,312.00*

A pre-proposal conference was not conducted as this is an annual contract renewal. (B) Indicates local, non-minority owned business. (D) Indicates non-local, non-minority owned business. (F) Indicates non-local, woman owned business. (*) Indicates original proposal pricing. Recommend approval.