

# REGIONAL TRANSIT ISSUE PAPER

Agenda Item No.	Board Meeting Date	Open/Closed Session	Information/Action Item	Issue Date
2	05/22/17	Open	Action	05/08/17

Subject: Awarding a Contract for Security Guard Services to Paladin Private Security

## ISSUE

Whether or not to award a Contract for Security Guard Services to Paladin Private Security.

## RECOMMENDED ACTION

Adopt Resolution No. 17-05-\_\_\_\_, Awarding a Contract for Security Guard Services to Paladin Private Security.

## FISCAL IMPACT

Budgeted:	Yes	This FY:	\$ 300,000
Budget Source:	Operating	Next FY:	\$ 300,000
Funding Source:	Local	Annualized:	\$ 300,000
Cost Cntr/GL Acct(s) or Capital Project #:	CC 36, GL 630045	Total Amount:	\$ 900,000
Total Budget:	\$ 900,000		

## DISCUSSION

RT's current contract for security guard services with G4S Secure Solutions (USA), Inc. commenced on July 1, 2013, and will expire on June 30, 2017. On December 12, 2016, the Board authorized staff to release a Request for Proposals (RFP), which was released on March 20, 2017. Since RT has transitioned from predominately using contracted guard services to hiring additional RT staff, the number of guard hours required in the RFP has been greatly reduced from the previous contract. The solicitation was advertised in publications of general circulation, posted on RT's website under Contracting Opportunities, and notice of the contracting opportunity was mailed to security guard firms. Thirty-nine firms requested the RFP. In response, RT received 3 proposals on April 17, 2017 from the following firms: First Security Services (First Security); Hylton Security Incorporated (Hylton); and Paladin Private Security (Paladin).

The qualifying criteria included the Proposer's understanding of the contract scope, staffing and experience, work plan, response to the pre-qualifications questionnaire, and price. The Evaluation Committee consisted of: Mark Sakauye, Security Administrator; Lisa Hinz, Lieutenant; and Rodney Hunter, Transportation Superintendent – Light Rail.

RT established a 10% point preference for Proposers meeting the 25% Small Business Enterprise (SBE) participation goal and a 10% point preference for Proposers meeting the Local Business Enterprise (LBE) participation goal for this contract. LBE is defined as a business that maintains its Principal Place of Business within the geographical boundaries of Sacramento, El Dorado,

Approved:

Presented:

Final 05/17/17

General Manager/CEO

VP, Safety and Security

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Placer, Sutter, Yolo or Yuba counties, and be an established business entity conducting business operations for at least 6 consecutive months prior to the due date of the bid or proposal. Proposers that were eligible for both preferences received a 20% preference. Paladin received a 10% point preference for LBE; Hylton received a 20% point preference for SBE and LBE. First Security was not eligible for SBE or LBE preference points.

Evaluation of written proposals resulted in only one firm, Paladin, remaining in the competitive range; therefore, oral presentations were not held. Instead, staff entered into contract negotiations with Paladin for the purpose of finalizing a recommendation of award to the Board. The following represents the final ranking in the selection process after the application of SBE and LBE preference points:

	Hylton	First Security	Paladin
Total Points:	189	234	265 <sup>(1)</sup>
<b>SBE/LBE Points</b>			
SBE Points (10%)	10%	0	0
LBE Points (10%)	10%	Not eligible	10%
Total SBE/LBE %	20%	0	10%
Points added	53	0	26.5
New Total:	242	234	291.5

(1) The score of highest-scored Proposal is multiplied by 10%. The result of the calculation is the point preference amount (Highest Score x .10 = Point Preference Amount) for each preference.

The Evaluation Committee determined that Paladin’s proposal was the most advantageous for security guard services for RT. Paladin’s proposal was highly rated for its strengths, including:

- Sufficient manpower and vehicles ready to staff RT’s contract (no new hires)
- Use of technology such as GPS, geo-fence, car computers and cell phones
- Exceptional communications resources
- Well defined work plan
- Comprehensive deployment plan
- Ability to respond to RT additional staffing needs within short notice

The contractor will primarily provide mobile guard services overnight to patrol stations, trains, and RT facilities. The contractor may be requested to provide fixed post or station guards as needed by RT. The Contractor will provide armed mobile and unarmed security guards in accordance with the work schedule provided in the RFP; however, RT reserves the right to change deployment plans as needed. For example, RT Metro requires guard coverage that was not anticipated when the RFP was released; therefore, the number of fixed post guards deployed for a certain period of time will be increased As allowed under the proposed contract.

Because staff did not anticipate a need to use armed guards, the RFP did not request that bidders provide a quote for employing armed guards. However, Paladin offered the use of armed guards for RT’s consideration as part of their proposal. Paladin’s workforce is 60% armed, which staff

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believes may better meet RT’s needs because the nighttime guards will be patrolling by themselves. Another scenario is that Paladin’s armed guards would likely be the ones responding if RT requests immediate assistance from back up guards in an emergency situation. Because it would be in RT’s best interest to use armed guards for nighttime patrol, RT’s Workplace Drug and Alcohol Testing Program requirements will be added to the Security Guard Services contract because armed guards are considered “safety sensitive” and must be subject to random drug and alcohol testing.

The RFP stated that the new contract would commence on July 1, 2017 but due to immediate needs for supplemental station guards, the contract will commence one month earlier on June 1, 2017.

Staff recommends the Board award the contract for security guard services to Paladin Private Security for an amount not to exceed \$900,000. The contract will be effective June 1, 2017 for a length of 3 years, with an RT option of 2 additional, 1 year extensions.

RESOLUTION NO. 17-05-\_\_\_\_\_

Adopted by the Board of Directors of the Sacramento Regional Transit District on this date:

May 22, 2017

**AWARDING A CONTRACT FOR SECURITY GUARD SERVICES TO PALADIN  
PRIVATE SECURITY**

BE IT HEREBY RESOLVED BY THE BOARD OF DIRECTORS OF THE SACRAMENTO REGIONAL TRANSIT DISTRICT AS FOLLOWS:

THAT, the Contract between Sacramento Regional Transit District, therein referred to as "RT," and Paladin Private Security, therein referred to as "Contractor," wherein Contractor agrees to provide security guard services, as specified, for an amount not to exceed \$900,000, for the three year term commencing June 1, 2017 through June 30, 2020, with an RT option to renew for two additional 1-year periods, is hereby approved.

THAT, the Chair and General Manager/CEO are hereby authorized and directed to execute said Contract.

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ANDREW J. MORIN, Chair

A T T E S T:

HENRY LI, Secretary

By: \_\_\_\_\_  
Cindy Brooks, Assistant Secretary