



TO: Finance Committee and Board of Directors, Tampa Sports Authority
FROM: Deltecia Jones
DATE: December 10, 2015
RE: Recommendation for Award – RFP #15-01 (24 Hour Building Security, RJS)

Please be advised that sealed proposals regarding the above-referenced service were received on Tuesday, November 10, 2015 at 2:00p.m. Specifications and Invitation to Bid were issued to sixty-five (65) prospective proposers and a total of ten (10) companies responded.

The Selection Committee shortlisted the following four (4) companies of the ten (10) respondents:

Excelsior Defense	First Coast Security
Sentry Event Services	Universal Protection

The Authority received notice after a “no show” from Universal Protection that they were withdrawing themselves from the process.

After interviews and a final ranking meeting held on Wednesday, December 9, 2015 at 2:00pm, the Selection Committee Review Team final ranked the top Proposers as follows:

1. First Coast Security
2. Sentry Event Services
3. Excelsior Defense

The Procurement Department has received and reviewed all proposals and follow up documentation submitted and recommended for award as the most responsible Proposer is:

First Coast Security, Inc.

The recommendation is based on the following evaluation factors and/or criteria:

Evaluation Criteria	Maximum Awarded Points
Cost Proposal	50
Management Plan	45
Added Value	10
Minority Business Participation	5

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Recommendation for Award
RFP #15-01 (24 Hour Building Security, RJS)

The term of this contract shall be for a three (3) year period beginning March 1, 2016 through February 28, 2019. At the sole option of the Authority, this contract may be renewed for one additional two (2) year period, at the same terms and conditions. The second three year period would commence on March 1, 2019 through February 28, 2021.

Bids Evaluated By: Stephen Reed, Event Coordinator
 Chris Jacquot, General Manager of Facilities
 Maureen Myers, Event Coordinator
 Deltecia Jones, Procurement Manager

cc: RFP (Bid) File

[Attachments]

Finalist Selection Evaluation Form

Project Name: 24 Hour Building Security, RJS		Bid #15-01					12/9/2015
Finalist Grading		Management Plan (45 Pts)	Cost Proposal (50 Pts)	Minority Business (5 Pts)	Added Value Items (10 Pts)	Total	Ranking
Universal Protection	WITH DRGW BID						N/A
Sentry		34	41	0	4	79	2
First Coast		38	43	0	8	89	1
Excelsior		29	45	0	4	78	3

Chris Jacquot

Name	Selection Committee Signatures
Chris Jacquot	
Steve Reed	
Maureen Myers	

Finalist Grading Criteria

Excelsior

Grading Criteria	Points
Management Plan (45 Points)	
Organization and Management (5 pts)	3
Business History/Experience (10 pts)	7
Site Supervisor Experience (10 pts)	3
Approach to hiring Qualified and Experienced Staff (5 pts)	3
Training and Management Programs (5 pts)	5
Technical Plan (5 pts)	4
Transition Plan (5 pts)	4
Cost Proposal (50 Points)	45
Minority Business (5 Points)	0
Added Value Items (10 pts)	4

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Finalist Grading Criteria

Sentry

Grading Criteria	Points
Management Plan (45 Points)	
Organization and Management (5 pts)	5
Business History/Experience (10 pts)	7
Site Supervisor Experience (10 pts)	7
Approach to hiring Qualified and Experienced Staff (5 pts)	5
Training and Management Programs (5 pts)	3
Technical Plan (5 pts)	3
Transition Plan (5 pts)	4
Cost Proposal (50 Points)	41
Minority Business (5 Points)	0
Added Value Items (10 pts)	4

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Finalist Grading Criteria

First Coast

Grading Criteria	Points
Management Plan (45 Points)	
Organization and Management (5 pts)	4
Business History/Experience (10 pts)	9
Site Supervisor Experience (10 pts)	6
Approach to hiring Qualified and Experienced Staff (5 pts)	4
Training and Management Programs (5 pts)	5
Technical Plan (5 pts)	5
Transition Plan (5 pts)	5
Cost Proposal (50 Points)	43
Minority Business (5 Points)	0
Added Value Items (10 pts)	8

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Finalist Grading Criteria

Universal Protection

Grading Criteria	Points
Management Plan (45 Points)	
Organization and Management (5 pts)	
Business History/Experience (10 pts)	
Site Supervisor Experience (10 pts)	
Approach to hiring Qualified and Experienced Staff (5 pts)	
Training and Management Programs (5 pts)	
Technical Plan (5 pts)	
Transition Plan (5 pts)	
Cost Proposal (50 Points)	
Minority Business (5 Points)	
Added Value Items (10 pts)	

Finalist Selection Evaluation Form

Project Name: 24 Hour Building Security, RJS		Bid #15-01	12/9/2015				
Finalist Grading		Management Plan (45 Pts)	Cost Proposal (50 Pts)	Minority Business (5 Pts)	Added Value Items (10 Pts)	Total	Ranking
Universal Protection	<i>Withdraw</i>						
Sentry		33	41	0	7	81	2
First Coast		39	41	0	10	90	1
Excelsior		28	45	0	6	79	3

Name	Selection Committee Signatures
Chris Jacquot	<i>Chris Jacquot</i>
Steve Reed	<i>Steve Reed</i>
Maureen Myers	<i>Maureen Myers</i>

Maureen Myers

Finalist Grading Criteria

Excelsior Defense

Grading Criteria	Points
Management Plan (45 Points)	
Organization and Management (5 pts)	4
Business History/Experience (10 pts)	7
Site Supervisor Experience (10 pts)	4
Approach to hiring Qualified and Experienced Staff (5 pts)	2
Training and Management Programs (5 pts)	5
Technical Plan (5 pts)	2
Transition Plan (5 pts)	4
Cost Proposal (50 Points)	45
Minority Business (5 Points)	0
Added Value Items (10 pts)	6

79

79
45
34
6
28

Maureen Myers

Finalist Grading Criteria

First Coast

Grading Criteria	Points
Management Plan (45 Points)	
Organization and Management (5 pts)	5
Business History/Experience (10 pts)	9
Site Supervisor Experience (10 pts)	6
Approach to hiring Qualified and Experienced Staff (5 pts)	4
Training and Management Programs (5 pts)	5
Technical Plan (5 pts)	5
Transition Plan (5 pts)	5
Cost Proposal (50 Points)	41
Minority Business (5 Points)	0
Added Value Items (10 pts)	10

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Finalist Grading Criteria

Sentry Event Services

Grading Criteria	Points
Management Plan (45 Points)	
Organization and Management (5 pts)	4
Business History/Experience (10 pts)	6
Site Supervisor Experience (10 pts)	8
Approach to hiring Qualified and Experienced Staff (5 pts)	5
Training and Management Programs (5 pts)	3
Technical Plan (5 pts)	3
Transition Plan (5 pts)	4
Cost Proposal (50 Points)	41
Minority Business (5 Points)	0
Added Value Items (10 pts)	7

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Maureen Myers

Finalist Grading Criteria

Withdrawn

Universal Protection

Grading Criteria	Points
Management Plan (45 Points)	
Organization and Management (5 pts)	
Business History/Experience (10 pts)	
Site Supervisor Experience (10 pts)	
Approach to hiring Qualified and Experienced Staff (5 pts)	
Training and Management Programs (5 pts)	
Technical Plan (5 pts)	
Transition Plan (5 pts)	
Cost Proposal (50 Points)	
Minority Business (5 Points)	
Added Value Items (10 pts)	

Finalist Selection Evaluation Form

Project Name: 24 Hour Building Security, RJS		Bid #15-01					12/9/2015
Finalist Grading		Management Plan (45 Pts)	Cost Proposal (50 Pts)	Minority Business (5 Pts)	Added Value Items (10 Pts)	Total	Ranking
Universal Protection		0	0	0	0	0	
Sentry		34	41	0	8	83	2
First Coast		38	43	0	10	91	1
Excelsior		28	45	0	6	79	3

Stephen Reed

Name	Selection Committee Signatures
Chris Jacquot	<i>Chris Jacquot</i>
Steve Reed	<i>Stephen Reed</i>
Maureen Myers	<i>Maureen Myers</i>

Stephen Reed

Finalist Grading Criteria

Excelsior Defense

Grading Criteria	Points
Management Plan (45 Points)	20
Organization and Management (5 pts)	4
Business History/Experience (10 pts)	7
Site Supervisor Experience (10 pts)	4
Approach to hiring Qualified and Experienced Staff (5 pts)	2
Training and Management Programs (5 pts)	5
Technical Plan (5 pts)	2
Transition Plan (5 pts)	4
Cost Proposal (50 Points)	45
Minority Business (5 Points)	0
Added Value Items (10 pts)	6

Stephen Reed

Finalist Grading Criteria

Sentry Event Services

Grading Criteria	Points
Management Plan (45 Points)	34
Organization and Management (5 pts)	4
Business History/Experience (10 pts)	7
Site Supervisor Experience (10 pts)	8
Approach to hiring Qualified and Experienced Staff (5 pts)	5
Training and Management Programs (5 pts)	3
Technical Plan (5 pts)	3
Transition Plan (5 pts)	4
Cost Proposal (50 Points)	41
Minority Business (5 Points)	0
Added Value Items (10 pts)	8

Finalist Grading Criteria

First Coast

Grading Criteria	Points
Management Plan (45 Points)	38
Organization and Management (5 pts)	5
Business History/Experience (10 pts)	9
Site Supervisor Experience (10 pts)	6
Approach to hiring Qualified and Experienced Staff (5 pts)	4
Training and Management Programs (5 pts)	5
Technical Plan (5 pts)	4
Transition Plan (5 pts)	5
Cost Proposal (50 Points)	43
Minority Business (5 Points)	0
Added Value Items (10 pts)	10

Finalist Grading Criteria


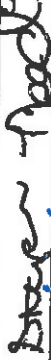

Universal Protection

Grading Criteria	Points
Management Plan (45 Points)	
Organization and Management (5 pts)	
Business History/Experience (10 pts)	
Site Supervisor Experience (10 pts)	
Approach to hiring Qualified and Experienced Staff (5 pts)	
Training and Management Programs (5 pts)	
Technical Plan (5 pts)	
Transition Plan (5 pts)	
Cost Proposal (50 Points)	
Minority Business (5 Points)	
Added Value Items (10 pts)	

Withdrawn on 12/4

Short List Selection Evaluation Form

Project Name: 24 Hour SECURITY	Short List Grading					Total
	Management Plan (30Pts)	Technical Plan (25Pts)	Minority Business (5Pts)	Cost Proposal (40 Pts)		
FIRST COAST SECURITY	26	23	0	24	73	3/4
G4S	28	22	0	7	57	7
EXCELSIOR DEFENSE	25	22	0	38	85	1
ANDY FRAIN	26	22	0	20.5	68.5	5
SENTRY	22	20	0	37	79	2
UNIVERSAL PROTECTION	26	23	0	24	73	3/4
SECURITY 1	20	22	0	13.5	55.5	8
KENT SECURITY	18	14	0	17.5	49.5	9
DYNAMIC	20	20	0	27.5	67.5	6

Name	Selection Committee Signatures
Maureen Myers	
Steve Reed	
Chris Jacquot	

Short List Selection Evaluation Form

Project Name:	Management Plan (30Pts)	Technical Plan (25Pts)	Minority Business (5Pts)	Cost Proposal (40 Pts)	Total
24 Blue Security					
Short List Grading					
GHS	30	24	0	7	61 (8)
FIRST COAST	27	23	0	24	74 (1)
Excelsior Defense	24	22	0	38	84 (2)
Andy FRAIN	26	25	0	20.5	71.5 (5)
Sedun	24	23	0	37	84 (3)
Universal Protection	24	25	0	24	73 (4)
Security One	26	23	0	13.5	62.5 (7)
West Security	19	15	0	17.5	51.5 (9)
Dynamics Security	19	20	0	27.5	66.5 (6)

Name	Selection Committee Signatures
Maureen Myers	<i>Maureen Myers</i>
Steve Reed	<i>Steve Reed</i>
Chris Jacquot	<i>Chris Jacquot</i>

Short List Selection Evaluation Form

Project Name:	Management Plan (30Pts)	Technical Plan (25Pts)	Minority Business (5Pts)	Cost Proposal (40 Pts)	Total
24 HR Bdy Security					
Short List Grading					
GYS	30	23	0	7	60 ^⑦
First Coast	27	24	0	24	75 ^③
Excelsior Defense	26	21	0	38	85 ^①
Andy Esain	26	24	0	20.5	70.5 ^⑤
Sentory Brent	24	21	0	37	82 ^②
Universal Protection	24	24	0	24	72 ^④
Security One	21	24	0	13.5	58.5 ^⑧
Vent Security	20	15	0	17.5	52.5 ^⑨
Dynamic Security	20	23	0	27.5	70.5 ^⑥

Name	Selection Committee Signatures
Maureen Myers	<i>Maureen Myers</i>
Steve Reed	<i>Steve Reed</i>
Chris Jacquot	<i>Chris Jacquot</i>

BID TABULATION
24 HOUR BUILDING SECURITY
BID #15-01 - DUE DATE/TIME: 11/10/15 @ 2:00PM

	V	E	N	D	O	R	S
	Dynamic Security Wrong Cost Sheet (27.5)	Black Momba No Experience	Excelstior Defense (38)	First Coast Security (24)			
Amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes.							
24 Hour Building Security Regular Rate of Pay	(4) 15.33	13.60	(5) 14.01	(2.5) 15.95			
24 Hour Building Security Holiday Rate of Pay	(3.5) 22.07	19.50	(4) 21.02	(4.5) 15.95			
24 Building Security Event Related Rate of Pay	(4) 15.33	13.10	(5) 14.01	(2.5) 15.95			
24 Building Security Event Related Holiday Rate of Pay	No Bid	13.65	(4) 21.02	(4.5) 15.95			
Total Columns VI & VII - 24 Hour Building Security	(7.5) 347,188.60	294,840	(9) 317,749.48	(7) 357,471.40			
Total Columns VI & VII - Event Related Security	(4) 12,264	10,480	(9) 11,208	(7) 12,760			
Grand Total of 24 Hour & Event Related Security Services	(16) 359,452.60	305,320	(20) 328,957.48	(10) 370,231.40			
Option 1 - Armed Security Rate Per Hour	17.26	15.50	14.29	16.72			
Option 1 - Armed Security Holiday Rate Per Hour	No Bid	23.25	21.44	16.72			

	G4S Wrong Cost Sheet (7)	Kent Security (17.5)	Security One (13.5)	Sentry Event Services (37)
Amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes.				
24 Hour Building Security Regular Rate of Pay	(1) 21.75	(2) 16.00	(1.5) 18.26	(4.5) 14.95
24 Hour Building Security Holiday Rate of Pay	(1) 30.45	(2) 24.00	(1.5) 27.39	(5) 14.95
24 Building Security Event Related Rate of Pay	(1) 30.45	(2) 16.00	(1.5) 18.26	(4.5) 14.95
24 Building Security Event Related Holiday Rate of Pay	(0) No Bid	(3.5) 24.00	(3) 27.39	(5) 14.95
Total Columns VI & VII - 24 Hour Building Security	(2) 492,124	(4) 362,880	(3) 414,136.80	(9.5) 335,059
Total Columns VI & VII - Event Related Security	(1) 24,360	(5.5) 12,800	(4.5) 14,608	(9.5) 11,960
Grand Total of 24 Hour & Event Related Security Services	(4) 516,484	(8) 375,680	(6) 428,744.80	(18) 347,019
Option 1 - Armed Security Rate Per Hour	23.78	19.00	18.26	21.00
Option 1 - Armed Security Holiday Rate Per Hour	33.29	28.50	27.39	21.00

Amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes.	Andy Frain Wrong Cost Sheet (20.5)	Universal Protection Wrong Cost Sheet (24)	
24 Hour Building Security Regular Rate of Pay	(3) 15.65	(3.5) 15.48	
24 Hour Building Security Holiday Rate of Pay	(2.5) 23.48	(3) 23.21	
24 Building Security Event Related Rate of Pay	(3) 15.65	(3.5) 15.48	
24 Building Security Event Related Holiday Rate of Pay	(0) No Bid	(0) No Bid	
Total Columns VI & VII – 24 Hour Building Security	(5.5) 354,944.68	(6.5) 351,082	
Total Columns VI & VII – Event Related Security	(3) 12,520	(3.5) 12,384	
Grand Total of 24 Hour & Event Related Security Services	(12) 367,464.68	(14) 363,466	
Option 1 – Armed Security Rate Per Hour	20.50	23.42	
Option 1 – Armed Security Holiday Rate Per Hour	30.75	35.13	

BID EVALUATION FORM - PROCUREMENT
24 HOUR BUILDING SECURITY
BID #15-01 - DUE DATE/TIME: 11/10/15 @ 2:00PM

V E N D O R S

Amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes.	Black Mamba Tactical Security	Dynamic Security	Excelsior Defense	First Coast Security
Total Columns VI & VII – 24 Hour Building Security	294,840	347,188.60	317,749.48	357,471.40
Total Columns VI & VII – Event Related Security	10,480	12,264	11,208	12,760
Grand Total of 24 Hour & Event Related Security Services	305,320	359,452.60	328,957.48	370,231.40
Option 1 – Armed Security Rate Per Hour	15.50	17.26	14.29	16.72
Option 1 – Armed Security Holiday Rate Per Hour	23.25	No Bid	21.44	16.72
Signed Declaration & Proposal Guarantee	Missing Witness Sign.	Yes	Yes	Yes
Acknowledgment of Bidder, If Corporation	N/A	Yes	Yes	Yes
Acknowledgment of Bidder, If a Partnership or Individual	Yes	N/A	N/A	N/A
Acknowledgment of Principal, If a Corporation	N/A	Not Filled Out	Yes	Yes
Legal Status of Bidder	Yes	Yes	Yes	Yes
Bidder Qualification/Reference Form	Yes	Yes	Yes	Yes
Sworn Statement – Disclosure of Relationships	Yes	Yes	Yes	Yes
Sworn Statement – Public Entity Crimes	Yes	Yes	Yes	Yes
Acknowledgment of Addendum(s), if applicable	Yes	Yes	Yes	Yes
Drug-Free Workplace Program Acknowledgment Form	Yes	Yes	Yes	Yes
Statement of No Bid	N/A	N/A	N/A	N/A
RFP Checklist (Non-Mandatory Form)	Yes	Yes	Yes	Yes
D/MBE Certification / Additional Points	No	No	No	No

BID EVALUATION FORM - PROCUREMENT
24 HOUR BUILDING SECURITY
BID #15-01 - DUE DATE/TIME: 11/10/15 @ 2:00PM

	V	E	N	D	O	R	S
	Kent Security	G4S	Security One	Sentry Event Services			
Amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes.							
Total Columns VI & VII – 24 Hour Building Security	362,880	492,124	414,136.80	335,059			
Total Columns VI & VII – Event Related Security	12,800	24,360	14,608	11,960			
Grand Total of 24 Hour & Event Related Security Services	375,680	516,484	428,744.80	347,019			
Option 1 – Armed Security Rate Per Hour	19.00	23.78	18.26	21.00			
Option 1 – Armed Security Holiday Rate Per Hour	28.50	33.29	27.39	21.00			
Signed Declaration & Proposal Guarantee	Yes	Yes	Yes	Yes			Yes
Acknowledgment of Bidder, If Corporation	Yes	Yes	Yes	Yes			Yes
Acknowledgment of Bidder, If a Partnership or Individual	N/A	N/A	N/A	N/A			N/A
Acknowledgment of Principal, If a Corporation	Yes	Yes	Yes	Yes			Yes
Legal Status of Bidder	Yes	Yes	Yes	Yes			Yes
Bidder Qualification/Reference Form	Yes	Yes	Yes	Yes			Yes
Sworn Statement – Disclosure of Relationships	Yes	Yes	Yes	Yes			Yes
Sworn Statement – Public Entity Crimes	Yes	Yes	Yes	Yes			Yes
Acknowledgment of Addendum(s), if applicable	Yes	Yes	Yes	Yes			Yes
Drug-Free Workplace Program Acknowledgment Form	Yes	Yes	Yes	Yes			Yes
Statement of No Bid	N/A	N/A	N/A	N/A			N/A
RFP Checklist (Non-Mandatory Form)	Yes	Yes	Yes	Yes			Yes
D/MBE Certification / Additional Points	No	No	No	No			No

BID EVALUATION FORM - PROCUREMENT
24 HOUR BUILDING SECURITY
BID #15-01 - DUE DATE/TIME: 11/10/15 @ 2:00PM

V E N D O R S

Amounts listed below do not necessarily mean the lowest listed cost bid constitutes the lowest responsive and responsible bid package. Tampa Sports Authority staff must complete a detailed evaluation of each bid package submitted and, once the evaluation of all bids submitted is complete, the bid will be awarded to the bidder who is most responsive and responsible as required by Florida Statutes.				
Total Columns VI & VII – 24 Hour Building Security	354,944.68	Andy Frain Services	Universal Protection	351,085
Total Columns VI & VII – Event Related Security	12,520			12,384
Grand Total of 24 Hour & Event Related Security Services	367,464.68			363,466
Option 1 – Armed Security Rate Per Hour	20.50			23.42
Option 1 – Armed Security Holiday Rate Per Hour	30.75			35.13
Signed Declaration & Proposal Guarantee	Yes			Yes
Acknowledgment of Bidder, If Corporation	Yes			N/A
Acknowledgment of Bidder, If a Partnership or Individual	N/A			Yes
Acknowledgment of Principal, If a Corporation	Yes			N/A
Legal Status of Bidder	Yes			Yes
Bidder Qualification/Reference Form	Yes			Yes
Sworn Statement – Disclosure of Relationships	Yes			Yes
Sworn Statement – Public Entity Crimes	Yes			Yes
Acknowledgment of Addendum(s), if applicable	Not Acknowledged			Yes
Drug-Free Workplace Program Acknowledgment Form	Yes			Yes
Statement of No Bid	N/A			N/A
RFP Checklist (Non-Mandatory Form)	Yes			N/A
D/MBE Certification / Additional Points	No			No