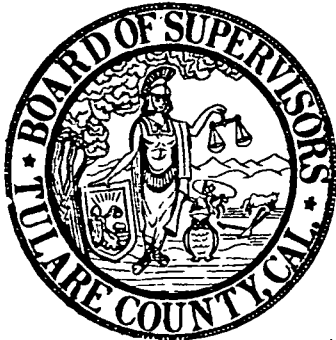


# BEFORE THE BOARD OF SUPERVISORS COUNTY OF TULARE, STATE OF CALIFORNIA

IN THE MATTER OF AWARD THE )  
CONTRACT FOR SECURITY GUARD ) Resolution No. 2018-0496  
SERVICES TO AMERICAN GUARD ) Agreement No. 28687  
SERVICES, INC. )

UPON MOTION OF SUPERVISOR ENNIS, SECONDED BY SUPERVISOR CROCKER, THE FOLLOWING WAS ADOPTED BY THE BOARD OF SUPERVISORS, AT AN OFFICIAL MEETING HELD JUNE 26, 2018, BY THE FOLLOWING VOTE:

AYES: SUPERVISORS CROCKER, VANDER POEL, SHUKLIAN, WORTHLEY,  
AND ENNIS  
NOES: NONE  
ABSTAIN: NONE  
ABSENT: NONE



ATTEST: MICHAEL C. SPATA  
COUNTY ADMINISTRATIVE OFFICER/  
CLERK, BOARD OF SUPERVISORS

BY: Mary Ravello  
Deputy Clerk

\* \* \* \* \*

1. Awarded the contract to American Guard Services, Inc., in an amount not to exceed \$1,957,602 per fiscal year, to provide security guard services for the period of July 1, 2018 to June 30, 2019.
2. Authorized the Chairman to sign the Agreement upon receipt of certificates of insurance, license verification, and contract subject to review and approval as to form by County Counsel.
3. Authorized the General Services Agency Director, or his designee, authority to approve up to the entire amount of the contingency.



**GENERAL SERVICES AGENCY  
COUNTY OF TULARE  
AGENDA ITEM**

**BOARD OF SUPERVISORS**

KUYLER CROCKER  
District One

PETE VANDER POEL  
District Two

AMY SHUKLIAN  
District Three

J. STEVEN WORTHLEY  
District Four

MIKE ENNIS  
District Five

**AGENDA DATE:** June 26, 2018 - **REVISED**

Public Hearing Required	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Scheduled Public Hearing w/Clerk	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Published Notice Required	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Advertised Published Notice	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
County Counsel Sign-Off	Yes	<input checked="" type="checkbox"/>	N/A	<input type="checkbox"/>
Meet & Confer Required	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Electronic file(s) has been sent	Yes	<input checked="" type="checkbox"/>	N/A	<input type="checkbox"/>
Budget Transfer (Aud 308) attached	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Personnel Resolution attached	Yes	<input type="checkbox"/>	N/A	<input checked="" type="checkbox"/>
Agreements are attached and signature line for Chairman is marked with tab(s)/flag(s)	Yes	<input checked="" type="checkbox"/>	N/A	<input type="checkbox"/>
CONTACT PERSON: Maria Benavides    PHONE: 559-624-7223				

**SUBJECT:** Award the Contract for Security Guard Services to American Guard Services, Inc.

**REQUEST(S):**

That the Board of Supervisors:

1. Award the contract to American Guard Services, Inc., in an amount not to exceed \$1,957,602 per fiscal year, to provide security guard services for the period of July 1, 2018 to June 30, 2019.
2. Authorize the Chairman to sign the Agreement upon receipt of certificates of insurance, license verification, and contract subject to review and approval as to form by County Counsel.
3. Authorize the General Services Agency Director, or his designee, authority to approve up to the entire amount of the contingency.

**SUMMARY:**

Tulare County contracts security guard services to provide safe environments for County employees and the public at multiple locations Countywide.

The current contract with Allied Universal Security Services is set to expire on June 30, 2018. The County chose to request proposals for security guard services in lieu of exercising a renewal option with Allied due to ongoing concerns regarding billing errors, service inconsistency and responsiveness, which the vendor was unable to fully resolve within the first year of the contract. In March 2018, the General Services Agency requested written proposals for security guard services. Proposals were submitted by seven vendors. After consideration by a review team, American Guard Services received the highest overall score.

**SUBJECT:** Award the Contract for Security Guard Services to American Guard Services, Inc.

**DATE:** June 26, 2018

The scores were based upon the Best Value procurement practice, a combination of qualifications, experience, and price. A summary of scores for all seven vendors is included in Attachment A. American Guard Services was determined to have the experience and qualifications to meet service expectations, maintain high standards for employees, and respond to the needs of the County.

The proposed contract term with American Guard Services is for one (1) year, effective July 1, 2018 and expiring June 30, 2019. The contract also stipulates an option to extend for an additional two (2) one (1) year periods by mutual written consent. However, the County reserves the right to terminate the contract, with or without cause, by giving a thirty (30) day written notice of intent to terminate.

It is requested the Board award the contract for security guard services to American Guard Services, Inc., in the amount of \$1,864,383 with a an annual extra work contingency of 5% for a total not to exceed \$1,957,602 with the understanding that per the Agreement Scope of Work (Exhibit A) any extra work will be approved in advance by the General Services Agency Director, or his designee, the GSA Contract Administrator. Therefore, it is also requested that the Board authorize the General Services Agency Director, or his designee, the authority to approve up to the entire amount of the contingency, and authorize the Chairman to sign the Agreement upon receipt of certificates of insurance and license verification. This Agreement is subject to review and approval as to form by County Counsel due to time needed for negotiation and the need for uninterrupted guard services.

**FISCAL IMPACT/FINANCING:**

There are no net County costs to the General Fund. Security guard services are paid for by the individual departments based upon their requirements for service. Contract will also include a 5% annual extra work contingency as stated in Exhibit B of the agreement.

**LINKAGE TO THE COUNTY OF TULARE STRATEGIC BUSINESS PLAN:**

The County's Strategic Business plan includes the Safety and Security Initiative that provides for the safety and security of the public. These services will help to provide facilities where the general public and staff are enabled to conduct business in a safe and secure environment.

**ADMINISTRATIVE SIGN-OFF:**



\_\_\_\_\_  
John Hess  
General Services Agency Director

cc: County Administrative Office

**SUBJECT:** Award the Contract for Security Guard Services to American Guard Services, Inc.

**DATE:** June 26, 2018

Attachment(s):

A - Security Guard RFP Scores

B - Security Guard Contract American Guard Services

## ATTACHMENT A - SECURITY GUARD SERVICES RFP SCORE SHEET

VENDOR NAME	SIGNATURE PAGE (CHECK YES OR NO)	QUALIFICATIONS/EXPERIENCE MAX POINTS 40	DEPARTMENT EXHIBIT A (CHECK YES OR NO)	INSURANCE (PASS/FAIL)	VENDOR REFERENCE FORM EXHIBIT C MAX POINTS 10	PRICE PROPOSAL MAX POINTS 50	TOTAL POINTS	AVERAGE POINTS
AMERICAN GUARD SERVICES	Y	160	Y	Y	36.5	181.5	<b>463</b>	115.75
POWER SECURITY GROUP	Y	141	Y	Y	36	195	<b>462</b>	115.5
FUENTES SECURITY SERVICES	Y	134	Y	Y	35.5	190.5	<b>445</b>	111.25
ALLIED BARTON	Y	124	Y	Y	26.5	156.5	382	95.5
HYLTON SECURITY INC.	Y	118	Y	Y	31	127	<b>346</b>	86.5
TRANS-WEST	Y	143	Y	Y	34	74	<b>321</b>	80.25
AAA SECURITY*	Y	25	Y	N	17	85	<b>127</b>	42.33

*Departments conducting proposal review: Health and Human Services Agency and the General Services Agency*

*Total number of reviewers: 4*