

PROCUREMENT SUMMARY

INFRASTRUCTURE PROTECTION SERVICES / PS93158000 and PS93158001

1.	Contract Number: A. PS93158000 (North Region) B. PS93158001 (South Region)	
2.	Recommended Vendor: A. Universal Protection Service LP, dba Allied Universal Security Services (North Region) B. Inter-Con Security Systems, Inc. (South Region)	
3.	Type of Procurement (check one): <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: September 20, 2022	
	B. Advertised/Publicized: September 20, 2022	
	C. Pre-Proposal Conference: September 29, 2022	
	D. Proposals Due: November 16, 2022	
	E. Pre-Qualification Completed: January 25, 2023	
	F. Conflict of Interest Form Submitted to Ethics: December 22, 2022	
	G. Protest Period End Date: June 26, 2023	
5.	Solicitations Picked up/Downloaded: 47	Bids/Proposals Received: North Region: 4 South Region: 4
6.	Contract Administrator: Antonio Monreal	Telephone Number: 213-922-4679
7.	Project Manager: Cathryn Banuelos	Telephone Number: 213-922-7650

A. Procurement Background

This Board action is to approve the award of Contract No. PS93158000 (North Region) to Universal Protection Service LP, dba Allied Universal Security Services, and Contract No. PS93158001 (South Region) to Inter-Con Security Systems, Inc. to provide infrastructure protection services for selected portions of the regional Metro System, which includes rail and bus lines, stations, transit facilities, parking lots, construction sites, bus and rail operating divisions, and maintenance facilities. Infrastructure protection services may also be required at special functions or during emergencies on an as-needed basis. Board approval of contract awards is subject to resolution of any properly submitted protest(s).

On September 20, 2022, Request for Proposal (RFP) No. PS93158 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The proposed contract type is firm-fixed unit rate. Proposers were allowed to submit offers for either one or both regions, but a Proposer cannot be recommended for contract award for more than one region.

The RFP was issued with a Race Conscious Disadvantaged Business Enterprise (RC DBE) goal of 30%. It was also subject to the DBE Contracting Outreach and Mentoring Plan (COMP), which requires selected contractors to mentor at least two (2) DBE firms for protégé development.

Six amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued on October 25, 2022, waived the required 10% payment retention, revised Exhibit A - Scope of Services, updated Exhibit A.1 - Service Levels and Requirements, and revised Exhibit 2 - Schedule of Quantities and Prices;
- Amendment No. 2, issued on November 2, 2022, extended the proposal due date, updated Exhibit A.1 – Service Levels and Requirements, and revised Exhibit 2 - Schedule of Quantities and Prices;
- Amendment No. 3, issued on November 9, 2022, extended the proposal due date, updated Exhibit A - Scope of Services and revised Exhibit 2 - Schedule of Quantities and Prices;
- Amendment No. 4, issued on April 4, 2023, updated Exhibit A - Scope of Services, adjusted Exhibit A.1 – Services Levels and Requirements, and amended Exhibit 2 - Schedule of Quantities and Prices;
- Amendment No. 5, issued on April 5, 2023, revised Exhibit 2 – Schedule of Quantities and Prices – South Region only to adjust vehicle count; and
- Amendment No. 6, issued on May 31, 2023, adjusted Exhibit A.1 – Services Levels and Requirements and revised Exhibit 2 – Schedule of Quantities and Prices.

A virtual Pre-Proposal Conference was held on September 29, 2022, and was attended by 11 participants, representing five firms. There were 60 questions received, and responses were provided prior to the proposal due date.

A total of 47 firms downloaded the RFP and were included on the planholders' list.

Proposals were received by November 16, 2022, and are listed below in alphabetical order:

North Region

1. Diligent Protection Group Inc.
2. Inter-Con Security Systems, Inc.
3. RMI International, Inc.
4. Universal Protection Service LP, dba Allied Universal Security Services

South Region

1. Diligent Protection Group Inc.
2. Inter-Con Security Systems, Inc.
3. RMI International, Inc.
4. Universal Protection Service LP, dba Allied Universal Security Services

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from System Security and Law Enforcement, Office of the Chief Executive Officer, Operations, and Office of

Management and Budget, was convened and conducted a comprehensive technical evaluation of the proposals received.

On November 18, 2022, the PET met to review the evaluation criteria package, process confidentiality and conflict of interest forms and take receipt of the proposals to initiate the evaluation phase. Evaluations were conducted from November 18, 2022, through December 12, 2022.

The PET evaluated all proposals based on the following evaluation criteria and weights:

- Experience and Qualifications of the Firm 20%
- Experience and Qualifications of Key Personnel 20%
- Understanding and Approach to the Work 36%
- DBE Contracting Outreach & Mentor Protégé Approach 4%
- Price Proposal 20%

The evaluation criteria are appropriate and consistent with criteria developed for similar procurements. Several factors were considered in developing these weights, giving the greatest importance to the understanding and approach to the work.

On December 12, 2022, the PET reconvened and determined proposals within the competitive range per region that are listed below in alphabetical order:

North Region

1. Inter-Con Security Systems, Inc.
2. RMI International, Inc.
3. Universal Protection Service LP, dba Allied Universal Security Services

South Region

1. Inter-Con Security Systems, Inc.
2. RMI International, Inc.
3. Universal Protection Service LP, dba Allied Universal Security Services

The proposals submitted by Diligent Protection Group Inc. for the North and South Regions were determined to be outside of the competitive range and were excluded from further consideration.

All firms within the competitive range were invited to make oral presentations on December 16, 2022. The Proposers' key team members had an opportunity to present their team's qualifications and to respond to the PET's questions.

Qualifications Summary of Firms within the Competitive Range:

Inter-Con Security Systems, Inc.

Inter-Con Security Systems, Inc., has been in business for 50 years. It currently provides security solutions to a number of local, state, and federal agencies across the United States, including transit authorities such as the Port Authority of New York and New Jersey (PANYNJ), the Chicago Transit Authority (CTA), and the San Diego Metropolitan Transit System (SDMTS).

Universal Protection Service LP, dba Allied Universal Security Services

Universal Protection Service LP, dba Allied Universal Security Services, has been operating in the Los Angeles market since 1970 and provides security services to local and county government clients, including the County of Los Angeles Sheriff, County of Los Angeles Department of Health Services, and Southern California Regional Rail Authority (Metrolink).

RMI International, Inc.

RMI International, Inc., has been in business for 26 years and has been providing infrastructure protection services to Metro since 2008. It has provided security services to numerous entities in the private and public sectors, including the City of Los Angeles Department of General Services and Department of Transportation, the Port of Long Beach, and the City of Downey.

Subsequently, Metro issued Amendments No. 4, 5 and 6 to adjust staffing levels to 50% unarmed protection guards and 50% armed protection guards and revise service level requirements. Revised proposals were requested from the firms within the competitive range only, in accordance with Metro's Acquisition Policy.

On June 2, 2023, Metro scored the revised price proposals in accordance with the RFP evaluation criteria and concluded the evaluation process. In consideration of the RFP cap which limited the number of contracts that may be awarded to a proposer to a single contract, the following firms are being recommended for contract award:

Region	Recommended Firm
North Region	Universal Protection Service LP, dba Allied Universal Security Services
South Region	Inter-Con Security Systems, Inc.

For the South Region, contract award is being recommended to the second ranked firm because of the RFP cap, which limited the number of contracts that may be awarded to a proposer.

The following is a summary of the PET scores.

North Region

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Universal Protection Service LP, dba Allied Universal				
3	Experience and Qualifications of the Firm	91.00	20%	18.20	
4	Experience and Qualifications of Key Personnel	90.65	20%	18.13	
5	Understanding and Approach to the Work	87.33	36%	31.44	
6	DBE Contracting Outreach & Mentor Protégé Approach	50.00	4%	2.00	
7	Price Proposal	100.00	20%	20.00	
8	Total		100.00%	89.77	1
9	Inter-Con Security Systems, Inc.				
10	Experience and Qualifications of the Firm	93.00	20%	18.60	
11	Experience and Qualifications of Key Personnel	90.65	20%	18.13	
12	Understanding and Approach to the Work	87.33	36%	31.44	
13	DBE Contracting Outreach & Mentor protégé Approach	25.00	4%	1.00	
14	Price Proposal	98.90	20%	19.78	
15	Total		100.00%	88.95	2
16	RMI International, Inc.				
17	Experience and Qualifications of the Firm	84.00	20%	16.80	
18	Experience and Qualifications of Key Personnel	84.65	20%	16.93	
19	Understanding and Approach to the Work	83.33	36%	30.00	
20	DBE Contracting Outreach & Mentor Protégé Approach	75.00	4%	3.00	
21	Price Proposal	94.75	20%	18.95	
22	Total		100.00%	85.68	3

South Region ^{1/}

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Universal Protection Service LP, dba Allied Universal				
3	Experience and Qualifications of the Firm	91.00	20%	18.20	
4	Experience and Qualifications of Key Personnel	90.00	20%	18.00	
5	Understanding and Approach to the Work	87.33	36%	31.44	
6	DBE Contracting Outreach & Mentor Protégé Approach	50.00	4%	2.00	
7	Price Proposal	100.00	20%	20.00	
8	Total		100.00%	89.64	1 ^{1/}
9	Inter-Con Security Systems, Inc.				
10	Experience and Qualifications of the Firm	93.00	20%	18.60	
11	Experience and Qualifications of Key Personnel	90.65	20%	18.13	
12	Understanding and Approach to the Work	87.33	36%	31.44	
13	DBE Contracting Outreach & Mentor Protege Approach	25.00	4%	1.00	
14	Price Proposal	99.05	20%	19.81	
15	Total		100.00%	88.98	2 ^{1/}
16	RMI International, Inc.				
17	Experience and Qualifications of the Firm	85.00	20%	17.00	
18	Experience and Qualifications of Key Personnel	86.65	20%	17.33	
19	Understanding and Approach to the Work	83.33	36%	30.00	
20	DBE Contracting Outreach & Mentor Protégé Approach	75.00	4%	3.00	
21	Price Proposal	94.95	20%	18.99	
22	Total		100.00%	86.32	3

1/ Award is being recommended to the second top-ranked firm due to the RFP cap which limited the number of contracts that may be awarded to a proposer to a single contract.

C. Price Analysis

North Region

The recommended award amount has been determined to be fair and reasonable based on adequate price competition, Independent Cost Estimate (ICE), price analysis, technical analysis, and fact-finding. Universal Protection Service LP, dba Allied Universal Security Services' total price is 4% lower than Metro's ICE.

	Proposer Name	Proposal Amount			Metro ICE	Award Amount
		Base	Option	Total		
1.	Universal Protection Service LP, dba Allied Universal Security Services	\$111,266,844	\$49,171,427	\$160,438,271	\$167,555,826	\$111,266,844
2.	Inter-Con Security Systems, Inc.	\$112,418,657	\$49,767,399	\$162,186,056		
3.	RMI International, Inc.	\$117,365,925	51,941,707	\$169,307,632		

The price proposal evaluation was based on the total proposal amount, inclusive of one, two-year option. This Board action recommends contract award for the base term only.

South Region

The recommended award amount has been determined to be fair and reasonable based on adequate price competition, ICE, price analysis, technical analysis, and fact-finding. Inter-Con Security Systems, Inc.'s total price is 3% lower than Metro's ICE.

	Proposer Name	Proposal Amount			Metro ICE	Award Amount
		Base	Option	Total		
1.	Inter-Con Security Systems, Inc.	\$85,972,439	\$38,052,267	\$124,024,706	\$127,972,883	\$85,972,439
2.	Universal Protection Service LP, dba Allied Universal Security Services	\$85,217,792	\$37,604,298	\$122,822,090		
3.	RMI International, Inc.	\$89,670,127	\$39,676,057	\$129,346,184		

The price proposal evaluation was based on the total proposal amount, inclusive of one, two-year option. This Board action recommends contract award for the base term only.

D. Background on Recommended Contractors

North Region

The recommended firm for the North region, Universal Protection Service LP, dba Allied Universal Security Services (Allied Universal), headquartered in Santa Ana, California, has been providing security services in the County of Los Angeles since 1970.

Allied Universal's proposed Project Manager has nearly 40 years of combined military and law enforcement experience. The Allied Universal team includes three DBE subcontractors: Cherub Executive Service, National Eagle Security, Inc., and Montano Security.

South Region

The recommended firm for the South region, Inter-Con Security Systems, Inc., (Inter-Con), headquartered in Pasadena, California, was founded in 1973. Inter-Con is a family-owned and operated company that operates in North and South America, Africa, and Europe.

Inter-Con's proposed Project Manager has 13 years of combined military and security experience serving numerous industries and regions within California, including public transit, utilities, and banking. The Inter-Con team includes two DBE subcontractors: Supreme Security Services, Inc., and Absolute International Security.

Inter-Con supported Metro's Infrastructure Protection Program from 2003 until 2008, during which time they provided armed personnel to select portions of the rail system, inclusive of the A and C lines, Park-N-Ride lots, Metro construction sites, Metro operating divisions, and other Metro properties.