PROCUREMENT SUMMARY

SECURITY GUARD SERVICES/PS560810024798

1.	**Contract Number**: PS560810024798	
2.	**Recommended Vendor**: RMI International, Inc.	
3.	**Type of Procurement (check one):** ☐ **IFB** ☒ **RFP** ☐ **RFP–A&E** ☐ **Non-Competitive** ☐ **Modification** ☐ **Task Order**	
4.	**Procurement Dates**:	
	A. Issued: March 14, 2016	
	B. Advertised/Publicized: March 14, 2016	
	C. Pre-Proposal/Pre-Bid Conference: March 23, 2016	
	D. Proposals/Bids Due: April 25, 2016	
	E. Pre-Qualification Completed: July 14, 2016	
	F. Conflict of Interest Form Submitted to Ethics: April 28, 2016	
	G. Protest Period End Date: September 26, 2016	
5.	**Solicitations Picked up/Downloaded**: 48	**Bids/Proposals Received**: 7
6.	**Contract Administrator**: Aielyn Dumaua	**Telephone Number**: (213) 922-7320
7.	**Project Manager**: Alex Wiggins	**Telephone Number**: (213) 922-4433

A. Procurement Background

This Board Action is to approve Contract No. PS560810024798 to provide security guard 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.

RFP No. PS24798 was issued as a competitively negotiated procurement in accordance with Metro's Acquisition Policy and the contract type is a firm fixed unit price. This RFP was issued with a RC DBE contract goal of 30%. It is also subject to the DBE Contracting Outreach and Mentoring Plan (COMP), which the selected contractor is required to mentor one firm for protégé development.

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

- Amendment No. 1, issued on March 28, 2016, provided electronic copies of the Planholders' List and pre-proposal conference materials, extended the proposal due date and final date for questions, clarified the contact information of the DEOD representative, and deleted the retention provision per CP-03 Retention, Escrow Accounts and Deductions;
- Amendment No. 2, issued on April 14, 2016, revised the Statement of Work (Exhibit A) to include Attachment D, Service Level Requirements by Personnel Classification;
- Amendment No. 3, issued on April 15, 2016, reiterated the proposal due date.

A pre-proposal conference was held on March 23, 2016, and was attended by 22 participants representing 18 firms. There were 112 questions received and responses were provided prior to the proposal due date.

A total of seven proposals were received on April 25, 2016, and are listed below in alphabetical order:

1. AlliedBarton Security Services LP
2. Ceed Security Corporation
3. Cypress Security, LLC aka Cypress Private Security
4. G4S Secure Solutions (USA) Inc.
5. Platinum Security, Inc.
6. RMI International, Inc.
7. Securitas Security Services USA, Inc.

B. Evaluation of Proposals/Bids

A Proposal Evaluation Team (PET) consisting of staff from Metro's System Security and Law Enforcement, and Transportation was convened and conducted a comprehensive technical evaluation of the proposals received.

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

- Qualifications of the Firm/Team 20 percent
- Qualifications and Experience of Key Personnel 25 percent
- Management Plan/Approach 31 percent
- DBE Contracting Outreach & Mentor Protégé Approach 4 percent
- Price 20 percent

The evaluation criteria are appropriate and consistent with criteria developed for similar security guard services procurements. Several factors were considered when developing these weights, giving the greatest importance to the management plan/approach.

On April 26, 2016, the PET met to review the evaluation criteria package, process confidentiality and conflict forms and take receipt of the seven responsive proposals to initiate the evaluation phase. Evaluations were conducted from April 27, 2016, through May 27, 2016.

On May 27, 2016, the PET reconvened and determined that of the seven proposals received, three were within the competitive range. The three firms within the competitive range are listed below in alphabetical order:

1. AlliedBarton Security Services LP
2. Platinum Security, Inc.

3. RMI International, Inc.

Four firms were determined to be outside the competitive range and were not included for further consideration.

On June 2, 2016, proposers in the competitive range were invited to make oral presentations. The firms' project managers and key team members had an opportunity to present each team's qualifications and respond to the PET's questions.

In general, each team's presentation addressed how they will meet pertinent Metro Key Performance Indicators and maintain compliance with Metro's Drug and Alcohol and Drug-Free Workplace Program. The teams were also asked to discuss their training plan and suggestions were solicited on alternative approaches that could benefit Metro now or in the future.

Qualifications Summary of Firms Within the Competitive Range:

AlliedBarton Security Services LP

AlliedBarton Security Services LP, established in 1957, is headquartered in Conshohocken, Pennsylvania. It serves more than 20 transit agencies. Clients include Santa Clara VTA, Denver RTD, Phoenix Valley Metro, RTC of Southern Nevada, Houston Metro, New York MTA and Metrolink

Platinum Security, Inc.

Platinum Security, Inc., founded in 1997, is based in Los Angeles, California. It provides security services to critical government infrastructure, six food distribution centers and 271 retail chain facilities. Government clients include the City of San Bernardino and LADWP.

RMI International, Inc.

RMI International, Inc. has been in business for 19 years and currently provides security guard services to Metro. Security services provided include executive and dignitary protection, armed and unarmed security staff and security consulting. It has provided security services to numerous entities in the private and public sector. Clients include the City of Los Angeles Department of General Services and Department of Transportation, the Port of Long Beach, and the City of Downey.

At the conclusion of the evaluation process, including oral presentations, RMI International, Inc. was determined to be the top ranked firm.

The following is a summary of the PET scores:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	**RMI International, Inc**				
3	Qualifications of the Firm/Team	86.00	20.00%	17.20	
4	Qualifications and Experience of Key Personnel	84.92	25.00%	21.23	
5	Management Plan/Approach	89.45	31.00%	27.73	
6	DBE Contracting Outreach & Mentor Protégé Approach	25.00	4.00%	1.00	
7	Price	99.95	20.00%	19.99	
8	**Total**		**100.00%**	**87.15**	**1**
9	**AlliedBarton Security Services LP**				
10	Qualifications of the Firm/Team	92.65	20.00%	18.53	
11	Qualifications and Experience of Key Personnel	87.88	25.00%	21.97	
12	Management Plan/Approach	89.35	31.00%	27.70	
13	DBE Contracting Outreach & Mentor Protégé Approach	25.00	4.00%	1.00	
14	Price	88.58	20.00%	17.72	
15	**Total**		**100.00%**	**86.92**	**2**
16	**Platinum Security, Inc.**				
17	Qualifications of the Firm/Team	82.00	20.00%	16.40	
18	Qualifications and Experience of Key Personnel	86.68	25.00%	21.67	
19	Management Plan/Approach	78.81	31.00%	24.43	
20	DBE Contracting Outreach & Mentor Protégé Approach	100.00	4.00%	4.00	
21	Price	100.00	20.00%	20.00	
22	**Total**		**100.00%**	**86.50**	**3**

C. Cost/Price Analysis

The recommended price has been determined to be fair and reasonable based on adequate price competition including an independent cost estimate, price analysis, technical analysis, and fact-finding. The recommended price is lower than Metro's ICE. Furthermore, Metro staff clarified RMI's proposed costs as they relate to the Living Wage. As a result of a lower Living Wage rate increase effective July 1, 2016, costs were adjusted accordingly.

	Proposer Name	Proposal Amount	Metro ICE	NTE amount
1.	RMI International, Inc.	$82,763,922	$89,028,609	$81,944,840
2.	AlliedBarton Security Services LP	$93,424,157	$89,028,609	
3.	Platinum Security, Inc.	$82,755,918	$89,028,609	

D. Background on Recommended Contractor

The recommended firm, RMI International, Inc. (RMI) is headquartered in Paramount. CA. It is a privately held, Minority Business Enterprise with ongoing operations in 17 states across the United States. RMI has been providing private security guard services to Metro since 2008 and performance has been satisfactory.

RMI team includes three DBE subcontractors: Security America, Inc.; Allied Protection Services, Inc., and North American Security and Investigations, Inc.. All three DBE subcontractors are full-service security companies predominantly serving commercial and government clients. Collectively, the DBE subcontractors will provide all unarmed security guards and 22% of armed security personnel required by the contract. RMI will provide armed security personnel.

The proposed Project Manager has over 21 years of experience in the security field. He is skilled at retail theft investigations, conflict resolution, customer service, report analysis, staffing and scheduling. He is the project manager of Metro's current contract.