



**COUNCIL PROJECT FORM  
(RFP)**

\*\*\*\*\***POSTING LANGUAGE BELOW**\*\*\*\*\*

Please place the following item on the REGULAR agenda for the Council Meeting of DECEMBER 13, 2011.

Discussion and action on the award of Solicitation No. 2012-038R (Security Guard Services for the El Paso International Airport) to Shetler & Associates, LLC for a total estimated award of \$2,565,310.80.

Department:	Aviation
Award to:	Shetler & Associates, LLC Phoenix, AZ
Item(s):	All
Option:	None
Payment Terms:	Net 30 days
Total Estimated Award:	\$2,565,310.80 (3 years)
Account No.:	62620005 – 502212 – 40101 (Terminal) 62620006 – 502212 – 40101 (Parking Lot) 62620009 – 502212 – 40101 (Airfield)
Services required for construction projects at EPIA:	Various Projects
Funding Source:	Airport Operating Funds – Security Contracts
District(s):	All

This is a RFP, services contract.

The cost under this requirements contract is only an estimated minimum value. The actual cost of this contract may be higher or lower than the total estimated minimum value and will be the sum total at the end of the contract term, so long as increased funds are appropriated in the budget.

The Financial Services - Purchasing Division and Department of Aviation recommend award as indicated to Shetler & Associates, LLC, the highest ranked proposer based on evaluation factors established for this procurement.

# COMMITTEE SCORE SHEET

SOLICITATION TITLE: Security Guard Services for the El Paso International Airport

SOLICITATION NO: 2012-038R

		Allegiance Security Group, LLC El Paso, TX	ASEZ INC dba Sterling Security San Antonio, TX	Dynamic Security, Inc. Muscle Shoals, AL	G4S Secure Solutions (USA) INC. El Paso, TX	Mike Garcia Merchant Security, LLC El Paso, TX
<b>A. Price Proposal</b>		N30 \$2,326,559.40	N30 \$2,802,577.20	N30 \$2,444,236.20	N30 \$2,700,701.00	N30 \$2,548,709.00
<b>(# points max)</b>	<b>35</b>	<b>35.00</b>	<b>29.06</b>	<b>33.31</b>	<b>30.15</b>	<b>31.95</b>
<b>B. Experience &amp; Qualifications</b>						
<b>(# points max)</b>	<b>35</b>	<b>23.33</b>	<b>10.67</b>	<b>19.67</b>	<b>35.00</b>	<b>11.33</b>
<b>C. Technical Approach-Quality of Organization &amp; Personnel Provided</b>						
<b>(# points max)</b>	<b>15</b>	<b>10.33</b>	<b>5.33</b>	<b>6.33</b>	<b>15.00</b>	<b>4.67</b>
<b>D. Employee Medical Benefits &amp; Incentives</b>						
<b>(# points max)</b>	<b>10</b>	<b>0.00</b>	<b>6.00</b>	<b>9.00</b>	<b>8.00</b>	<b>6.00</b>
<b>E. Past Relationship/Performance with the City of El Paso</b>						
<b>(# points max)</b>	<b>5</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>5.00</b>
<b>GRAND TOTAL</b>	<b>100</b>	<b>68.67</b>	<b>51.06</b>	<b>68.31</b>	<b>88.15</b>	<b>58.95</b>
<b>(Maximum 100 points)</b>						

		Ruiz Protective Service, Inc. El Paso, TX	Shetler & Associates, LLC Phoenix, AZ	US Security Associates, Inc. Muscle Shoals, AL	Vets Securing America San Antonio, TX
<b>A. Price Proposal</b>		N30 \$2,347,450.80	N30 \$2,565,310.80	N30 \$2,417,404.20	N30 \$2,332,869.60
<b>(# points max)</b>	<b>35</b>	<b>34.69</b>	<b>31.74</b>	<b>33.68</b>	<b>34.91</b>
<b>B. Experience &amp; Qualifications</b>					
<b>(# points max)</b>	<b>35</b>	<b>15.00</b>	<b>35.00</b>	<b>0.00</b>	<b>10.00</b>
<b>C. Technical Approach-Quality of Organization &amp; Personnel Provided</b>					
<b>(# points max)</b>	<b>15</b>	<b>6.33</b>	<b>12.33</b>	<b>0.00</b>	<b>7.67</b>
<b>D. Employee Medical Benefits &amp; Incentives</b>					
<b>(# points max)</b>	<b>10</b>	<b>10.00</b>	<b>7.00</b>	<b>6.00</b>	<b>8.00</b>
<b>E. Past Relationship/Performance with the City of El Paso</b>					
<b>(# points max)</b>	<b>5</b>	<b>5.00</b>	<b>5.00</b>	<b>0.00</b>	<b>0.00</b>
<b>GRAND TOTAL</b>	<b>100</b>	<b>71.02</b>	<b>91.08</b>	<b>39.68</b>	<b>60.57</b>
<b>(Maximum 100 points)</b>					



**CITY OF EL PASO  
REQUEST FOR PROPOSAL TABULATION FORM**



Bid Opening Date: November 9, 2011

Project Name: Security Guard Services For The El Paso International Airport

Solicitation #: 2012-038R

Department: Aviation

ALLEGIANCE SECURITY GROUP. LLC	EL PASO, TX
ASEZ INC dba STERLING SECURITY	SAN ANTONIO, TX
DYNAMIC SECURITY INC.	MUSCLE SHOALS, AL
G4S SECURE SOLUTIONS (USA) INC.	EL PASO, TX
MIKE GARCIA MERCHANT SECURITY, LLC	EL PASO, TX
RUIZ PROTECTIVE SERVICE, INC.	EL PASO, TX
SHETLER & ASSOCIATES, LLC	PHOENIX, AZ
US SECURITY ASSOCIATES, INC.	EL PASO, TX
VETS SECURING AMERICA	SAN ANTONIO, TX
RFPs SOLICITED: 15	RFPs RECEIVED: 9
	RFPs LOCAL: 11
	NO RFPs: 0

NOTE: The information contained in this rfp tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED: *Mary Jane Lopez*

DATE: *11-17-11*

WHELAN SECURITY  
ATTN: PRESIDENT  
7362 REMCON CIRCLE  
EL PASO, TX 79912

CHIEF SECURITY  
3707 SOUTHERN AVENUE SUITE 1096  
MESA, AZ 85206

SHETLER SECURITY SERVICES  
702 EAST OSBORN RD., SUITE 160  
PHOENIX, AZ 85014

RUIZ PROTECTIVE SERVICE  
ATTN: AL CAMPOS  
5530 E. PAISANO DRIVE  
EL PASO, TX 79905

MIKE GARCIA MERCHANT SECURITY  
ATTN: MIGUEL GARCIA  
6000 WELCH AVENUE SUITE 11  
EL PASO, TX 79905

EL PASO LONE STAR SECURITY AGENCY  
ATTN: MANUEL CARLOS  
3510 LEE BLVD  
EL PASO, TX 79936

ALL AMERICAN INTERNATIONAL  
SECURITY  
ATTN: PRESIDENT  
324 EUCLID  
EL PASO, TX 79905

ALLEGIANCE SECURITY GROUP  
ATTN: DANIEL HIBBARD  
8900 VISCOUNT BLVD. SUITE AN-234  
EL PASO, TX 79925-5897

G4S SECURE SOLUTIONS (USA) INC.  
ATTN: KAY GLANCEY  
955 N. RESLER, STE. 104-109  
EL PASO, TX 79912

GUARDSMARK, L.L.C  
ATTN: RANDI CABRERA  
MANAGER BUSINESS DEVELOPMENT  
5959 GATEWAY WEST BLVD, SUITE 642  
EL PASO, TEXAS 79925-3320

SUN CITY SECURITY SERVICE  
9155 DYER ST., SUITE B90  
EL PASO, TX 79924-6496

NIGHT EYES  
2407 E. YANDELL, SUITE C  
EL PASO, TX 79903

SECURITAS SECURITY SERVICES USA, INC.  
1155 WESTMORELAND DR., SUITE 201  
EL PASO, TX 79925-5659

INTERNATIONAL SECURITY AGENCY, INC.  
ATTN: RYUJI BRUMLEY  
311 HIGHLAND CROSS DR. #2108  
HOUSTON, TX 77073

ALL PRO SECURITY SERVICES  
11000 W. MCNICHOLS  
SUITE 115  
DETROIT, MI 48221

BN MK  
H-1  
UTP