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# **CITY OF OCALA**

## **CITY COUNCIL REPORT**

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**Council Meeting Date: 10/05/21**

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Subject: Contract# 210903 - Security Guard Services Contract

Submitted By: Winsome Jacobs

Department: Information Technology

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**STAFF RECOMMENDATION** (Motion Ready): Approve Agenda Item (ID # 16162) three-year contract with VIP Security & Investigations, LLC to provide citywide security services with an estimated expenditure for the initial term of \$870,416

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**OCALA'S RELEVANT STRATEGIC GOALS:** Quality of Place

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**PROOF OF PUBLICATION:** Solicitation released to the public: July 13, 2021

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### **BACKGROUND:**

The scope of work includes security services for City Hall, Customer Service Office, City Complex, and the downtown parking garage. The security officers provide guidance to citizens, greet and process visitors at City Hall, monitor the parking garage, monitor Citizens' Circle, patrol city complex and enforce ordinances and rules on City property.

Security officers have responded promptly when called upon to deal with aggressive patrons at the Customer Service Office and City Hall. Security officer presence provides a visible deterrent throughout the City Complex, parking garage and Citizen's Circle. Additionally, loitering in and around Citizens' Circle has been reduced and their presence ensures the safety of citizens in the public parking garage during late evening hours. Having security guards on-site has proven to be a valuable asset to ensure staff, citizens and visitors are protected from potential acts of violence.

### **FINDINGS AND CONCLUSIONS:**

The City of Ocala Procurement Department issued RFP#ITS/210576 on July 13, 2021 and there were 10 proposers who responded. The selection committee unanimously selected VIP Security & Investigations, LLC as the best fit to continue providing security services for the City. The pricing offered by VIP Security is very competitive and they are a locally owned and operated business. Staff recommends approval for an initial contract term of three-years with VIP Security & Investigations, LLC.

Proposer Name and Office Location	Ranking	Hourly Rate	
<b>VIP Security &amp; Investigations, LLC</b>	<b>1</b>	<b>Armed</b>	<b>Unarmed</b>
Ocala, FL	(92.75)	\$ 21.50	\$ 17.50
<b>Veterans Security Corp of America</b>	<b>2</b>	<b>Armed</b>	<b>Unarmed</b>
Ft. Lauderdale, FL	(88.75)	\$ 19.12	\$ 16.39
<b>Giddens Security Corp.</b>	<b>3</b>	<b>Armed</b>	<b>Unarmed</b>
Jacksonville, FL	(84.25)	\$ 20.36	\$ 19.40
<b>P.G. Security, Inc</b>	<b>4</b>	<b>Armed</b>	<b>Unarmed</b>
Jacksonville, FL	(82.25)	\$ 20.44	\$ 17.33
<b>A &amp; A Associates</b>	<b>4</b>	<b>Armed</b>	<b>Unarmed</b>
West Palm Beach, FL	(82.25)	\$ 22.21	\$ 18.25
<b>Raven 22 Solutions Group, Inc</b>	<b>5</b>	<b>Armed</b>	<b>Unarmed</b>
St. Johns, FL	(78.00)	\$ 23.13	\$ 20.63
<b>Centurion Security Group, LLC</b>	<b>5</b>	<b>Armed</b>	<b>Unarmed</b>
Miami, FL	(78.00)	\$ 20.12	\$ 17.39
<b>American Guard Services, Inc</b>	<b>6</b>	<b>Armed</b>	<b>Unarmed</b>
Gardena, CA	(77.75)	\$ 24.44	\$ 19.94
<b>Valentis Security Services, Inc</b>	<b>7</b>	<b>Armed</b>	<b>Unarmed</b>
Orlando, FL	(75.75)	\$ 25.00	\$ 19.75
<b>Encore One, LLC</b>	<b>8</b>	<b>Armed</b>	<b>Unarmed</b>
Winter Park, FL	(71.25)	\$ 24.06	\$ 20.67

#### **FISCAL IMPACT:**

The cost of these services is budgeted for the current fiscal year and subsequent years in 001-035-214-529-52-31010.

#### **PROCUREMENT REVIEW:**

This contract has been reviewed and approved for compliance with the City's procurement policies.

#### **LEGAL REVIEW:**

The contract has been reviewed and approved for form and legality by the City Attorney, Robert W. Batsel, Jr.

#### **ALTERNATIVE:**

Amend  
Deny  
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#### **SUPPORT MATERIALS:**

- #a: Bid Tab, Scoring, 210576 (PDF)
- #b: Agreement for Security Guard Services - VIP Security & Investigations, LLC (ITS 210576) (PDF)