



DENVER
THE MILE HIGH CITY

General Services

Purchasing Division
201 W. Colfax Avenue, Dept. 304
Denver, CO 80202
P: 720.913.8100
F: 720.913.8101
www.denvergov.org/purchasing

Date: 10-30-2015

REQUEST FOR PROPOSAL BRIEF

Request for Proposal No. SECURITY_GUARD_0571A

SECURITY PERSONNEL SERVICES

City and County of Denver-Non-DIA Locations
{10% MWBE Goal Participation}

The City and County of Denver invited sealed competitive proposals from qualified firms interested in providing Uniformed Armed and Unarmed Security Personnel Services to the City on July 2nd 2015. The RFP closed on August 14, 2015 with five proposals from Advantage Security, Incorporated, AlliedBarton Security Services, G4S Secure Solutions USA, HSS, Commercial Security Division, and Securitas Security Services USA, Inc.

The proposals were released to, reviewed, and approved by the Office of Economic Development- Division of Small Business Office the week of August 17th for MWBE Goals compliance.

AlliedBarton Security Services was deemed non-responsive by the General Services Purchasing Division on August 25th for not submitting pricing and information for the security equipment section of the RFP.

Evaluation criteria was established with a 70% technical weighting, 30% pricing weighting, and an additional 25% technical weighting related to interview/ presentation for finalists.

The RFPs were released to the evaluation committee comprised of City representatives from General Services Facilities Management Division, General Services Administration, Public Works Department of Waste Water, City and County of Denver Human Services Department, City and County of Denver Office of Human Resources, and City and County of Denver County Courts on August 25th.

Evaluation criteria included the following categories:

Qualifications, City Scope of Work Affirmation, Experience/ DRMC Compliance, Credentials, Background Screening and Physical Requirements, Proposed Plan of Action and Organizational Structure, Customer Service, Training, Retention- Strategy/ History, Compensation and Benefits, Security Agent/ Staff Performance and Promotion, MWSBE Administration, Patrol Vehicles proposed, and Additional Considerations.

The evaluation committee re-convened on September 9, 2015 where the written technical submittal scoring was discussed and finalized. The evaluation scoring was combined with the price scoring (performed independently by the buyer) and a ranking of the proposers was established. It was determined at that the time the City would continue evaluation of proposals

from G4S Secure Solutions USA, HSS, Commercial Security Division, and Securitas Security Services USA, Inc through interviews.

An interview outline was formulated and sent to the finalists on Friday, September 11th with interviews conducted the following Tuesday September 15th. The evaluation committee reconvened on Wednesday September 16 and finalized scoring for the interviews.

Overall scoring for the written submittal evaluation, interview evaluation, and pricing evaluation was finalized and subsequently approved.

HSS, Commercial Security Division, attained the highest overall score and was selected to go forward with contract negotiations.

The following table summarizes the evaluation categories and the related scoring.

Evaluation Category	PROPOSERS				
	ADVANTAGE SECURITY	ALLIED BARTON Non-Responsive	G4S SECURE SOLUTIONS	HSS, INC	SECURITAS SECURITY
Pricing-30%	27.6%	N/A	29.6%	29.3%	29.8%
Written Submittal 70%	46.8%	N/A	62.5%	70.0%	58.7%
Interview 25%	N/A	N/A	20.6%	25.0%	22.5%
Overall Score		N/A	112.7%	124.3%	111.0%

Michael Romero
Buyer
City and County of Denver Purchasing Division