



SECURITY SERVICES

June 29, 2022

DENVER INTERNATIONAL AIRPORT
DAVE LAPORTE, SENIOR VICE PRESIDENT



AGENDA



- Implementing Vision 100
- Current contract (HSS)
- Contract procurement & strategy
- City Council request
- Proposed contracts
- Budget
- Priorities
- Q&A



100 MILLION ANNUAL PASSENGERS

- SUSTAINABILITY & RESILIENCY • EQUITY, DIVERSITY & INCLUSION
- CONTINUOUS STAKEHOLDER INPUT/FEEDBACK • ENHANCING THE CUSTOMER EXPERIENCE

PILLAR 1



**POWERING
OUR PEOPLE**

PILLAR 2



**GROWING OUR
INFRASTRUCTURE**

PILLAR 3



**MAINTAINING
WHAT WE HAVE**

PILLAR 4



**EXPANDING OUR
GLOBAL CONNECTIONS**

CURRENT SECURITY CONTRACT (HSS)

- Procured through a competitive request for proposal (RFP) process
- Current contract between DEN and HSS began February 2, 2018
- Maximum contract liability \$115M
- M/WBE goal – 5%
- Scope of services include:
 - Airfield vehicle and perimeter security
 - Vendor product inspections & concourse alarm/ incident responses
 - Employee screening & main terminal alarm/ incident responses
 - Curbside and public area interfaces
 - Traffic control, regulated bag drop inspections, and public space patrol

- The purpose was to provide and accelerate small and emerging business enterprises with access to DEN's contracting community by unbundling large construction, professional construction and design services, and/or non-construction goods and services contracts
- DEN has unbundled one existing security contract into two separate contracts
 - Regulatory Security Services – Resolution No. 22-0761
 - Curbside and Public Area Interfaces | Resolution No. 22-0760
- DEN reevaluated barriers to entry

- Approve security services agreement with ACTS – Airport Services, LLC for \$48,341,799.69 for 3 years with two 1-year options to extend | Resolution No. 22-0760
- Approve security services agreement with Covenant Aviation Security, LLC for \$145,548,419.28 for 3 years with two 1-year options to extend | Resolution No. 22-0761

SERVICES COVERED BY SECURITY CONTRACTS



- Services provided under the regulatory security services agreement (Covenant) include:
 - Airfield vehicle gate access
 - Perimeter patrols
 - Airfield vehicle check points
 - Vendor delivery inspections
 - Concourse and terminal patrols/response
 - Security inspections at employee access portals

SERVICES COVERED BY SECURITY CONTRACTS



- Services provided under the curbside and public area interfaces agreement (ACTS) include:
 - Terminal traffic control
 - Protection of security access points
 - Main terminal door alarm response
 - Airport Office Building lobby & loading dock oversight
 - Security incident resolution
 - Patrols (Terminal, transit center, parking areas)
 - Sterile area exits

- 100% American-owned company with 20 years of experience with 1,500 employees
- Provides security services at SFO, Oakland, Phoenix Sky Harbor, JFK, Orlando, George Bush Intercontinental Airport (IAH), and William P. Hobby Airport (HOU)
 - Largest contractor providing private screeners to the TSA under the Screening Partnership Program (at San Francisco International Airport since 2002)
- Experience with the Law Enforcement Officers Security Union (LEOSU) and extensive experience with labor relations and collective bargaining
- Headquartered outside of Chicago with local executive management resources

- ACTS is a subsidiary of ACTS-Aviation Security with over 20 years of experience
- Airports with current ACTS contracts include Minneapolis-St. Paul International Airport, Cincinnati International Airport, Charlotte-Douglas International Airport, Pittsburgh International Airport and multiple European airports, including Brussels, Toronto-Pearson International Airport, London Gatwick, Charles de Gaulle Paris
- Headquartered outside of Chicago

- Advanced Professional Security
- Privately-owned company headquartered in Denver with over 13 years of experience
 - Provides security services in Denver, Phoenix, and New Mexico employing 187 full-time employees
 - Key executive management resources are local and readily available to support the successful execution of the DEN contract

Overall summary of commerce hub research

- Areas Targeted:
 - Commerce Hub Research for outreach
 - Related Certified NAISC(s) Codes
 - Security
 - Traffic
 - Staffing
- **Outreach action items**
- Targeted email campaign & posted in the weekly newsletter
- Marketed through industry partnerships
- Companies were invited to the outreach event
- Invited targeted NAISC(s) codes

Contract Type	5-year cost	Annual (average)
Curbside/Public Interfaces	\$48,341,799	\$9,668,359
Regulatory Security	\$145,548,419	\$29,109,683
	\$193,890,218	\$38,778,042

- 5-year cost includes:
 - Two 1-year options to extend
 - 10% TSA mandate contingency
 - 100% RTD Fee
 - Fuel costs

EQUITY, DIVERSITY AND INCLUSION PLAN



- Covenant - Regulatory Services Agreement
 - M/WBE Goal: 5%
 - Subcontractor selected is Advanced Professional Security (APS)
 - Covenant intends to pursue a Mentor-Protégé agreement with LFL International and if successful, added as an additional subcontractor
 - DSBO has reviewed and signed EDI Plan on 05/02/2022
- ACTS - Curbside and Public Area Interfaces
 - M/WBE Goal: 5%
 - Subcontractor selected is Advanced Professional Security (APS)
 - DSBO has reviewed and signed EDI Plan on 4/28/2022

- Worker retention in compliance with D.R.M.C. §§ 58-31 through 58-34; communications of the same
- Wages and annual increases included in pricing negotiations
 - 38% increase in wages last Fall following an increase in the downtown contract with HSS
 - The average wages will be around \$20.70, which could be subject to change with collective bargaining processes
- Strong benefits package
- Remedy around performance (Implementation of Quarterly Incentive Program)
- Training plan and requirements
- EDI Plan

Q&A

