

MIAMI BEACH

COMMISSION MEMORANDUM

To: Honorable Mayor and Members of the City Commission
From: Jimmy L. Morales, City Manager
Date: October 14, 2020

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Jimmy Morales
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Subject: A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, APPROVING AND AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE THE PROFESSIONAL SERVICE AGREEMENTS WITH (1) FPI SECURITY SERVICES, INC., AND (2) SECURITY ALLIANCE LLC, PURSUANT TO REQUEST FOR PROPOSALS (RFP) NO. 2020-007-JC, FOR SECURITY OFFICER SERVICES.

RECOMMENDATION

The Administration recommends that the Mayor and City Commission of the City of Miami Beach, Florida approve the resolution authorizing the Mayor and City Clerk to execute the agreements with FPI Security Services, Inc. and Security Alliance LLC, pursuant to RFP 2020-007-JC, for Security Officer Services.

BACKGROUND/HISTORY

The City's current security officer services contractor is G4S Secure Solutions (USA), Inc. The agreement for these services was executed in April 2016 and is valid until April 2021. In anticipation of the expiring agreement, the City issued RFP 2015-007-JC, for security officer services, which resulted in the receipt of seven proposals. The evaluation committee appointed by the City Manager ranked the proposals as follows:

- 1st – FPI Security Services, Inc. (TIED)
- 1st – Security Alliance, LLC (TIED)
- 3rd – Kent Security Services
- 4th – G4S Secure Solutions (USA), Inc.
- 5th – American Guard Services
- 6th – DECO International Security Corporation
- 7th – Centurion Security Group, LLC

On July 29, 2020, upon considering both the qualifications and cost, the City Manager recommended that the Mayor and City Commission approve his recommendation to award contracts to FPI Security Services, Inc., and Security Alliance LLC, the tied top-ranked proposers, as co-primary contractors. The Mayor and City Commission approved the award of contracts to FPI Security and Security Alliance and directed the Administration to return the negotiated contracts to the City Commission for final approval. On September 16, 2020, a motion to reconsider the award of contracts to the two firms was considered by the City Commission; however, the motion failed.

ANALYSIS

As directed by the City Commission, the Administration conducted negotiations with both firms relative to contract terms, scope of work, and pricing. Currently, the City has an agreement with G4S Security which expires in April 2021. As a result, following the execution of the new contracts, security officer deployments will be divided between G4S, FPI and Security Alliance until April 2021. Doing so will give the Police Department an opportunity to work with FPI Security and Security Alliance to assure that the new firms are well trained on City needs and there is a smooth transition between the current contractor and the new firms. After the incumbent's contract ends in April 2021, the Police Department will divide security officer deployments between FPI Security and Security Alliance based on City needs.

As has been practice in other similar agreements and as directed by the City Commission, the Administration has included language in the agreements that requires FPI and Security Alliance to consider providing an opportunity for continued employment to employees of the current contractor, based on each employee's individual qualifications.

With regard to pricing, the cost proposals initially submitted by FPI Security and Security Alliance were fairly comparable to the City's pricing under the current contract, despite an approximate 9% increase in the CPI over the five years since the current contract was awarded. Notwithstanding, staff has been able to secure additional pricing concessions from FPI Security and Security Alliance which equates to approximately \$33,000 and \$36,000, respectively, in annual savings when compared to the original proposals submitted by the firms. Final rates are included in Exhibit A. In summary, assuming usage is equal to prior years, the City will not experience a cost increase under the new agreement despite the CPI increase previously referenced.

Finally, the Police Department has met with both FPI Security and Security Alliance and are convinced both firms will perform well in delivering security services of the highest quality and customer focus. Both firms have contracts for other public organizations and the references verified have confirmed the same.

FINANCIAL INFORMATION

The costs associated with security officer services for the City of Miami Beach is subject to the fund's availability approved through the City's budgeting process.

CONCLUSION

Based on staff's analysis, I recommend that the Mayor and City Commission approve the Professional Services Agreements with (1) FPI Security Services, Inc.; and (2) Security Alliance LLC, pursuant to Request for Proposals (RFP) 2020-007-JC, for Security Officer Services (with said Agreements incorporated herein by reference and attached hereto as Exhibit "A").

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