



City of Sacramento City Council

915 I Street, Sacramento, CA, 95814

www.CityofSacramento.org

Meeting Date: 2/26/2013

Report Type: Consent

Title: Contract Supplement: Unarmed Security Guard Services (2/3 Vote Required)

Report ID: 2013-00151

Location: Citywide

Recommendation: Pass a Resolution: 1) accepting the unsolicited proposal submitted to the City by National Security Industries & Services (formally National Security Services); 2) rejecting the qualifications statements received in response to Request for Qualifications No. Q13131061002 issued on December 5, 2012; 3) suspending competitive bidding in the best interests of the City; 4) authorizing the City Manager or the City Manager's designee to extend City Contract No. 2008-032 with National Security Industries & Services for one year with four one-year renewal options for the purchase of unarmed security guard services in a total amount not to exceed \$12,753,497 for the potential additional five-year period; and 5) authorizing the City Manager or the City Manager's designee to execute the contract supplements specified above provided that sufficient funds are available in the adopted budget of the applicable fiscal year.

Contact: Rochelle Freyman, Administrative Technician, (916) 808-5748; Craig Lymus, Procurement Manager, (916) 808-5524, General Services Department

Presenter: Not applicable

Department: General Services

Division: Procurement Services Admin

Dept ID: 13001061

Attachments:

1-Description/Analysis

2-Background

3-Supplemental Agreement

4-Resolution

City Attorney Review

Approved as to Form
Lan Wang
2/20/2013 4:41:35 PM

City Treasurer Review

Reviewed for Impact on Cash and Debt
Russell Fehr
2/8/2013 10:21:13 AM

Approvals/Acknowledgements

Department Director or Designee: Reina Schwartz - 2/20/2013 9:43:57 AM

James Sanchez, City Attorney

Shirley Concolino, City Clerk
John F. Shirey, City Manager

Russell Fehr, City Treasurer

Description/Analysis

Issue: The City has an ongoing requirement for unarmed security guard services for approximately 22 City facilities. The existing City contract (Contract No. 2008-032) with National Security Industries & Services will expire on March 24, 2013. On December 13, 2012 National Security Industries & Services submitted a proposal offering significant financial discounts to the City to continue providing unarmed security guard services.

Policy Considerations: The recommendations in this report are in accordance with the provisions of: 1) City Code Chapter 3.56 requiring the suspension of competitive bidding; 2) City Code Chapter 3.58 requiring the payment of a living wage for certain non-professional services contracts; 3) Administrative Policy 4101 for the procurement of non-professional services; and 4) Resolution No. 2010-346 prohibiting the City from entering into any new contract to purchase goods or services from any business or entity headquartered in Arizona.

Economic Impacts: None

Environmental Considerations:

California Environmental Quality Act (CEQA): No environmental review is necessary because the recommendations in this report involve the administrative activity of contracting for the purchase of unarmed security guard services, and are not considered to be a project in accordance with Section 15378(b)(2) of the CEQA Guidelines.

Sustainability: Not applicable

Commission/Committee Action: None

Rationale for Recommendation: The City has an ongoing requirement for unarmed security guard services for approximately 22 City facilities. The existing City contract (Contract No. 2008-032) will expire March 24, 2013. On December 5, 2012, Procurement Services issued Request for Qualifications (RFQ) No. Q13131061002 to solicit qualified contractors to participate in an Invitation for Bid for unarmed security guard services. On December 13, 2012 National Security Industries & Services submitted a proposal offering significant financial discounts to the City to continue providing unarmed security guard services. This report recommends rejecting the qualifications statements received in response to the RFQ, suspending competitive bidding in the best interests of the City, and extending the existing contract with National Security Industries & Services because of the high level of service provided during the original contract term and the significant financial discount offered for the recommended contract extension.

Financial Considerations: National Security Industries & Services has offered the City a proposal to continue services with significant financial discounts including a 6.9 percent reduction in the hourly billable rate, no rate increases for the next three years, and continuation of the 1 percent prompt payment discount. The proposal allows for annual rate increases of 2 percent in the fourth and fifth years of the contract. Based on these terms, the City will realize a savings of approximately \$265,000 per year.

In determining the recommended spending authority, staff reviewed the expenditure history for this service and considered future needs. The recommended not-to-exceed amount of \$12,753,497 includes a 2 percent contingency in each year to allow for increases in service needs by City departments.

Estimated annual expenditures are provided in the following table.

Estimated Expenditures – Unarmed Security Guard Services						
Vendor	Year 1	Year 2	Year 3	Year 4	Year 5	Total
National Security Industries & Services	2,505,156	\$2,505,156	\$2,505,156	\$2,580,310	\$2,657,719	\$12,753,497

Funding for unarmed security guard services will be provided by the operating budgets of the departments utilizing this service. Sufficient funding is available in the FY2012/13 budget for security services through June 30, 2013. Purchases made after June 30, 2013 are subject to funding availability in the adopted budgets for the applicable fiscal year.

Emerging Small Business Development (ESBD): National Security Industries & Services is certified with the City as an emerging/small business enterprise.

Background:

On February 26, 2008, City Council adopted Resolution No. 2008-106 awarding a one-year contract with up to four one-year renewal options to National Security Services for unarmed security guard services in a total amount not to exceed \$11,402,155 for the five-year period.

On December 4, 2012, with the end of the original contract term approaching, City Council passed a motion suspending competitive bidding in the best interests of the City and authorizing the use of a Request for Qualifications (RFQ) process to solicit qualified contractors to participate in an Invitation for Bid for unarmed security guard services.

On December 5, 2012 Procurement Services issued RFQ No. Q13131061002. Six contractors responded to the RFQ. Two contractors, National Security Industries & Services and Paladin Private Security, were determined to be pre-qualified.

On December 13, 2012 National Security Industries & Services, the current provider, submitted an unsolicited proposal to the City. The proposal offered significant financial discounts, including a 6.9 percent reduction from the current hourly rate, no rate increases for next three years, and continuation of the 1 percent prompt payment discount.



Requires Council Approval: No YES Meeting:

Real Estate Other Party Signature Needed Recording Requested

General Information

Type: Non Professional Services Formal Bid-Non-Prof Service	PO Type:	Attachment: Supplement No.: Original Doc Number:
\$ Not to Exceed: \$ 24,155,652.00		3
Other Party: National Security Industries & Services		Certified Copies of Document::
Project Name: Security Services		Deed: <input type="checkbox"/> None <input type="checkbox"/> Included <input type="checkbox"/> Separate
Project Number:	Bid Transaction #: B081181035	E/SBE-DBE-M/WBE: Yes

Department Information

Department: General Services Division: Procurement
 Project Mgr: Rochelle Freyman Supervisor: Craig Lymus
 Contract Services: Date: 2/12/13 Division Mgr: Craig Lymus
 Phone Number: 916-808-5748 Org Number: 13001611
 Comment:

Review and Signature Routing

Department	Signature or Initial	Date
Project Mgr:	<i>mf</i>	2-12-13
Accounting:		
Contract Services:		
Supervisor:	<i>CBF</i>	2/13/13
Division Manager:	<i>CBF</i>	2/13/13

City Attorney Signature or Initial Date
 City Attorney: *shw* 2/13/13

Send Interoffice Mail Notify for Pick Up

Authorization Signature or Initial Date
 Schwartz, Reina
 Department Director: _____
 City Mgr: yes No

Contract Cover/Routing Form: Must Accompany ALL Contracts; however, is not part of the contract. (01-01-09)

For City Clerk Processing

Finalized:
Initial: _____
Date: _____

Imaged:
Initial: _____
Date: _____

Received:
(City Clerk Stamp Here)

**CONTRACT SUPPLEMENT
(Nonprofessional Services)**

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**Project Title: Unarmed Security Services
Purchase Order #: 0000018066**

**Date: 2/26/2013
Contract Supplement No.:3**

The City of Sacramento ("City") and National Security Industries & Services, 2081 Curtner Avenue, San Jose, CA 95124 ("Contractor"), as parties to that certain Nonprofessional Services Agreement designated as Agreement Number 2008-032 , including any prior contract supplements modifying said agreement (said agreement and contract supplements are hereafter collectively referred to as the "Agreement"), hereby supplement and modify the Agreement as follows:

- 1. The Scope of Services specified in Exhibit A of the Agreement is amended as follows: the Agreement is extended one (1) year through 3/24/14.

In consideration of the terms and covenants of the Agreement, including, but not limited to, the extension through 3/24/14, City shall have four separate options, which it may exercise in its sole discretion, to extend the term of the Agreement for successive periods of one (1) year each.

- 2. Schedule of Posts and Hours amended per Attachment A
- 3. Inclusion and acceptance of National Security Industries & Services proposal dated 02/04/2013 (Attachment B)
- 4. In consideration of the additional and/or revised services described in section 1, above, the maximum not-to-exceed amount that is specified in Exhibit B of the Agreement for payment of Contractor's fees and expenses, is **increased** by \$12,753,497.00, and said maximum not-to-exceed amount is amended as follows:

Agreement's original not-to-exceed amount:	<u>11,402,155.00</u>
Net change by previous contract supplements:	<u>0</u>
Not-to-exceed amount prior to this contract supplement:	<u>11,402,155.00</u>
Increase by this contract supplement:	<u>12,753,497.00</u>
New not-to exceed amount including all contract supplements:	<u>24,155,652.00</u>

- 5. Contractor agrees that the amount of increase or decrease in the not-to-exceed amount specified in section 2, above, shall constitute full compensation for the additional and/or revised services specified in section 1, above, and shall fully compensate Contractor for any and all direct and indirect costs that may be incurred by Contractor in connection with such additional and/or revised services, including costs associated with any changes and/or delays in work schedules or in the performance of other services or work by Contractor.
- 6. Contractor warrants and represents that the person or persons executing this contract supplement on behalf of Contractor has or have been duly authorized by Contractor to sign this contract supplement and bind Contractor to the terms hereof.
- 7. Except as specifically revised herein, all terms and conditions of the Agreement shall remain in full force and effect, and Contractor shall perform all of the services, duties, obligations, and conditions required under the Agreement, as supplemented and modified by this contract supplement.

Approval Recommended By:


Project Manager

Approved By:


Contractor

Approved By:

City of Sacramento

Approved As To Form By:


City Attorney

Attested To By:

City Clerk

Attachment A

SCHEDULE OF POSTS AND HOURS (revised)
Summary Listing

Post Item No.	Post Location	Estimated Weekly Hours
1	City Cemetery	60.0
2	City Hall	255.50
3	Historic City Hall	47.50
4	Convention Center	168.0
5	Crocker Art Museum	572.0
6	Marina	28.0
7	Meadowview City Service Center	168.0
8	Old Sac Garage	69.0
9	Tower Bridge Garage	69.0
10	Memorial Garage	50.0
11	Capital Garage	42.0
12	City Hall Garage	67.0
13	Mobile Patrol	135.50
14	24th Street Corporation Yard	220.50
15	20 A Street Landfill	168.0
16	Fairbairn Water Treatment Plant	Varies
17	North Area Corporation Yard	168.0
18	Sacramento River Treatment Plant	7.0
19	DOU Mobile Patrol	70.0
20	Non-Standard Hours - Various Locations	Varies

TOTAL Estimated Hours per week..... 2,365.00

Note: The above listing constitutes an estimate of current service needs and is a combination of hours of various personnel classifications. The total number of hours is subject to addition, increase, decrease, or deletion at each location and in total. Some sites may from time to time require additional hours on an "as needed" basis. The City and/or affiliated organizations are under no obligation to guarantee a minimum number of hours at any site, or in total, and expressly reserve the right to change hours and to add or delete sites and hours as necessary.

CITY FACILITIES

POST ITEM #1

LOCATION: City Cemetery
1000 Broadway
Sacramento, CA 95818

CLIENT CONTACT: Tom Thorton

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	1630-0430	1630-0430	1630-0430	Closed	Closed	1630-0430	1630-0430
Shift #2							
Shift #3							
Totals	12	12	12			12	12

TOTAL WEEKLY SITE HOURS: Spring = 60

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	1630-2030	1630-2030	1630-2030	Closed	Closed	1630-2030	1630-2030
Shift #2							
Shift #3							
Totals	4	4	4			4	4

TOTAL WEEKLY SITE HOURS: Fall = 20

Inspection Rounds/Verification System Required at Site? X YES NO

POST ITEM #2

LOCATION: City Hall
 915 "I" Street
 Sacramento, CA

CLIENT CONTACT: Maryann Deleon

STAFFING REQUIREMENT: S/O II / S/O III & LT

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	S/O III (7:00-15:00)	S/O II (7:30-16:00) LT.(7:00-16:00)	S/O II (7:30-16:00) LT.(7:00-16:00)	S/O II (7:30-16:00) LT.(7:00-16:00)	S/O II (7:30-16:00) LT.(7:00-16:00)	S/O II (7:30-16:00) LT.(7:00-16:00)	S/O III (07:00-15:00)
Shift #2	S/O III (15:00-23:00)	S/O II (15:00-23:00) S/O III (16:00-24:00)	S/O II (15:00-23:00) S/O III (16:00-24:00)	S/O II (15:00-23:00) S/O III (16:00-24:00)	S/O II (15:00-23:00) S/O III (16:00-24:00)	S/O II (15:00-23:00) S/O III (16:00-24:00)	S/O III (15:00-23:00)
Shift #3	S/O III (23:00-07:00)	S/O III (23:30-07:00)	S/O III (23:30-07:00)	S/O III (23:30-07:00)	S/O III (23:30-07:00)	S/O III (23:30-07:00)	S/O III (23:00-07:00)
Totals	24.00	41.50	41.50	41.50	41.50	41.50	24.00

Total Weekly Hours S/O II (82.5hrs) SO/ III (128 hrs) & LT. (45hrs)

TOTAL WEEKLY SITE HOURS: 255.50

Inspection Rounds/Verification System Required at Site? X YES NO

Shift # 1 See Schedule
 Shift # 2: See Schedule
 Shift # 3: See Schedule

POST ITEM #3

LOCATION: Historic City Hall
 915 "I" Street
 Sacramento, CA

CLIENT CONTACT: Maryann Deleon

STAFFING REQUIREMENT: S/O II

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1		S/O II	S/O II	S/O II	S/O II	S/O II	
Shift #2							
Shift #3							
Totals		9.50	9.50	9.50	9.50	9.50	

TOTAL WEEKLY SITE HOURS: 47.50

Inspection Rounds/Verification System Required at Site? X YES NO

Shift 1: 7:30am -5:00pm

POST ITEM #4

LOCATION: Sacramento Convention Center
 1400 J Street
 Sacramento, CA

CLIENT CONTACT: Dan Goodwater

STAFFING REQUIREMENT: S/O I/II

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS
Shift #2	S/O: I 8HOURS	S/O: II 8HOURS	S/O: II 8HOURS	S/O: II 8HOURS	S/O: II 8HOURS	S/O: II 8HOURS	S/O: I 8HOURS
Shift #3	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS	S/O: I 8HOURS
Totals	24HOURS	24HOURS	24HOURS	24HOURS	24HOURS	24HOURS	24HOURS

Total Weekly Hours: S/O I: 128 HOURS S/O II: 40 hours

Two (2) guards on shift #1

TOTAL WEEKLY SITE HOURS: 168

Inspection Rounds/Verification System Required at Site? X YES NO

- Shift # 1 12 am to 8 am
- Shift # 2 8 am to 4 pm
- Shift # 3 4 pm to 12 am

POST ITEM #5

LOCATION: CROCKER ART MUSEUM
 216 O Street
 Sacramento, CA 95814

CLIENT CONTACT: Darren Ali

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	8	6	8	8	8	8	8
Shift #2	8	6	8	8	8	8	8
Shift #3	8	6	8	8	8	6	8
Shift #4	8	6	8	8	8	8	8
Shift #5	8	6	8	8	8	8	8
Shift #6	8	6	8	8	8	8	8
Shift #7	8		8	8	6	8	8
Shift #8	8		8	8	6	8	8
Shift #9	8		8	8	6	8	8
Shift #10			8	8	6	8	
Shift #11			8	8	6		
Shift #12			8	8	6		
Shift #13					6		
Shift #14					6		
Shift #15					6		
Shift #16					6		
Shift #17					6		
Shift #17					6		
Totals	72	36	96	96	120	80	72

TOTAL WEEKLY SITE HOURS: 572

Special parking arrangements have been arranged to help assure guard service is not interrupted.

Inspection Rounds/Verification System Required at Site? YES X NO

POST ITEM #6

LOCATION: Marina
 2710 Ramp Way
 Sacramento, CA

CLIENT CONTACT: Paula Bradley or Joe Garcia

STAFFING REQUIREMENT: S/O III

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1							
Shift #2							
Shift #3	2300 - 0300	2300 - 0300	2300 - 0300	2300 - 0300	2300 - 0300	2300 - 0300	2300 - 0300
Totals *	4	4	4	4	4	4	4

TOTAL WEEKLY SITE HOURS: 28

Inspection Rounds/Verification System Required at Site? YES NO

Post Item#7

LOCATION: Meadowview City Service Complex
 2812 Meadowview Road
 Sacramento, CA 95823

CLIENT CONTACT: Melissa Mowry

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	0800-1600	0800-1600	0800-1600	0800-1600	0800-1600	0800-1600	0800-1600
Shift #2	1600-2400	1600-2400	1600-2400	1600-2400	1600-2400	1600-2400	1600-2400
Shift #3	2400-0800	2400-0800	2400-0800	2400-0800	2400-0800	2400-0800	2400-0800
Totals	24	24	24	24	24	24	24

TOTAL WEEKLY SITE HOURS: 168

Inspection Rounds/Verification System Required at Site? YES NO

Post Item#8

OLD SACRAMENTO GARAGE

Location 201 I Street
Sacramento, CA 95814

Contact: Anthony Valle

STAFFING REQUIREMENT: S/O III

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	1000-1800						1000-1800
Shift #2	1900-0000	1800-0200	1800-0200	1800-0200	1800-0200	1900-0300	1900-0300
Shift #3							
Totals	13.0	8.0	8.0	8.0	8.0	8.0	16.0

TOTAL WEEKLY SITE HOURS: 69.0

Inspection Rounds/Verification System Required at Site? YES NO

Post Item# 9

LOCATION TOWER BRIDGE GARAGE
 135 Neasham circle
 Sacramento CA 95814

Contact: Anthony Valle

STAFFING REQUIREMENT: S/O I/II

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	1000-1800						1000-1800
Shift #2	1900-0000	1800-0200	1800-0200	1800-0200	1800-0200	1900-0300	1900-0300
Shift #3							
Totals	13.0	8.0	8.0	8.0	8.0	8.0	16.0

TOTAL WEEKLY SITE HOURS: 69.0

Inspection Rounds/Verification System Required at Site? YES NO

Post Item#10

LOCATION MEMORIAL GARAGE
 1401 H Street
 Sacramento, CA 95814

Contact: Anthony Valle

STAFFING REQUIREMENT: S/O I/II

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1		1700-0000	1700-0000	1700-0000	1700-0000	1700-0000	
Shift #2						2200-0200	2200-0200
Shift #3							1930-0230
Totals		7.0	7.0	7.0	7.0	11.0	11.0

TOTAL WEEKLY SITE HOURS: 50.0

Inspection Rounds/Verification System Required at Site? YES NO

Post Item#11

LOCATION CAPITOL GARAGE
 1126 11th Street
 Sacramento, CA 95814

Contact Anthony Valle

STAFFING REQUIREMENT: S/O I/II

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1		1700-0000	1700-0000	1700-0000	1700-0000	1800-0100	1930-0230
Shift #2							
Shift #3							
Totals		7.0	7.0	7.0	7.0	7.0	7.0

TOTAL WEEKLY SITE HOURS: 42.0

Inspection Rounds/Verification System Required at Site? X YES NO

Post Item#12

LOCATION CITY HALL GARAGE
 914 11th Street
 Sacramento, CA 95814

Contact: Anthony Valle

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1		0600-1200	0600-1200	0600-1400	0600-1200	0600-1200	
Shift #2		1700-0000	1700-0000	1700-0000	1700-0000	1700-0000	
Shift #3							
Totals		13.0	13.0	15.0	13.0	13.0	

TOTAL WEEKLY SITE HOURS: 67.0

Inspection Rounds/Verification System Required at Site? YES NO

Post Item#13

STAFFING REQUIREMENT: S/O I/II MOBILE PATROL (ALL CITY LOTS)

Contact: Anthony Valle

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	0800-1700	0800-1700	0800-1700	0800-1700	0800-1700	0800-1700	0800-1700
Shift #2	1700-0100						1700-0100
Shift #3	0100-0800	2330-0800	2330-0800	2330-0800	2330-0800	2330-0800	0100-0800
Totals	24.0	17.5	17.5	17.5	17.5	17.5	24.0

City lots including Planning & Building location at 2101 Arena Drive, Sacramento

TOTAL WEEKLY SITE HOURS: 135.50

Inspection Rounds/Verification System Required at Site? X YES NO

Post Item#14

LOCATION: 24 Street Corporation Yard
 5730 24th Street
 Sacramento, CA 95822

Contact: Gary Holm

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	0800-1600	0800-1600	0800-1600	0800-1600	0800-1600	0800-1600	0800-1600
Shift #2	1600-2400	1600-2400	1600-2400	1600-2400	1600-2400	1600-2400	1600-2400
Shift #3	2400-0800	2400-0800	2400-0800	2400-0800	2400-0800	2400-0800	2400-0800
Totals	24	24	24	24	24	24	24

TOTAL WEEKLY SITE HOURS: 168

Inspection Rounds/Verification System Required at Site? YES NO

STAFFING REQUIREMENT: S/O II

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1		0530-1030	0530-1030	0530-1030	0530-1030	0530-1030	
Shift #2		1030-1600	1030-1600	1030-1600	1030-1600	1030-1600	
Totals		10.5	10.5	10.5	10.5	10.5	

TOTAL WEEKLY SITE HOURS: 52.5

Inspection Rounds/Verification System Required at Site? YES NO

Post Item#15

LOCATION: 28TH Street Corp Yard (Sutter's Landing)
 20 A Street
 Sacramento CA 95816

Contact: John Olesen

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	8	8	8	8	8	8	8
Shift #2	8	8	8	8	8	8	8
Shift #3	8	8	8	8	8	8	8
Totals	24	24	24	24	24	24	24

TOTAL WEEKLY SITE HOURS: 168

Inspection Rounds/Verification System Required at Site? YES NO

Vehicle required to patrol facility and the 110 acres landfill

Post Item#16

LOCATION Fairbairn Water Treatment Plant
7501 College Town Dr.
Sacramento, CA 95826

CONTACT: Mary Krizanosky

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	Varies	Varies	Varies	Varies	Varies	Varies	Varies
Shift #2	Varies	Varies	Varies	Varies	Varies	Varies	Varies
Shift #3	Varies	Varies	Varies	Varies	Varies	Varies	Varies
Totals	Varies	Varies	Varies	Varies	Varies	Varies	Varies

TOTAL WEEKLY SITE HOURS: Varies

Inspection Rounds/Verification System Required at Site? YES NO

Post Item # 17

LOCATION: North Area Corp Yard
 918 Del Paso Road
 Sacramento CA 95838

Contact: Bob Cooper and Ramon Gibbons

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	8	8	8	8	8	8	8
Shift #2	8	8	8	8	8	8	8
Shift #3	8	8	8	8	8	8	8
Totals <input type="checkbox"/>	24	24	24	24	24	24	24

TOTAL WEEKLY SITE HOURS: 168

Shift hours: To be determined

Inspection Rounds/Verification System Required at Site? YES NO

Post Item#18

LOCATION Sacramento River Treatment Plant Intake
 450 Jibboom St.
 Sacramento, CA 95814

CONTACT: Dan Houston

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Spring Season	2000-2100	2000-2100	2000-2100	2000-2100	2000-2100	2000-2100	2000-2100
Fall Season	1700-1800	1700-1800	1700-1800	1700-1800	1700-1800	1700-1800	1700-1800
Totals	1	1	1	1	1	1	1

TOTAL WEEKLY SITE HOURS: 7.0

Inspection Rounds/Verification System Required at Site? YES NO

POST ITEM #19

LOCATION: Multiple Sump Sites: (Addresses Attached)

Sumps: 11, 12, 15, 16, 17, 20, 58, 62, 64, 102, 103, 129, 130, 140, 141, 144, 151, 153, 154, 157, 159, & 160.

CLIENT CONTACT: Sacramento Control Center (916) 808-4961

STAFFING REQUIREMENT: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1							
Shift #2							
Shift #3	1800-0400	1800-0400	1800-0400	1800-0400	1800-0400	1800-0400	1800-0400
Totals	10	10	10	10	10	10	10

TOTAL WEEKLY SITE HOURS: 70

Inspection Rounds/Verification System Required at Site? YES NO

A minimum of two visits per site each day.

A minimum of two security patrol signs placed at each facility.

Fully marked patrol vehicles

Sump Address

11	4964 Natomas Blvd.
12	2004 Elkhorn Blvd.
15	# 2 Terracina Drive
16	3470 Airport Road
17	3320 Wittier Way
20	3611 Truxel Road Behind Home Depot
58	1158 AzusaWay
62	120 Promenade Circle
64	1501 Striker Ave.
102	310 Bowman Ave. in Gardenland Park
103	32 Altos Ave.
129	2901 San Juan Ave 2 Azevedo

Sump Address

130	2634 West El Camino @ Grassland Dr.
140	188 Pinsdale Ave.
141	921 Elm Ridge way
144	4101 May Street
151	600 Leisure Lane at Canterbury ,West of the Raddison
153	2300 Colfax Street
154	77 Arcade Blvd. @ Colfax Street
157	#1 Morrison Ave @ Western Ave
159	813 Arcade Blvd.
160	Corner of Shorebird and Kittywake Drive

POST ITEM #20

LOCATIONS:

Samuel C. Pannell/Meadowview Community Center, 2450 Meadowview Road, Sac, CA 95832

George Sim Community Center, 6207 Logan Street, Sac, CA 95824

Oak Park Community Center, 3425 Martin Luther King, Jr. Blvd., Sac, CA 95817

Evelyn Moore Community Center, 1402 Dickson Street, Sac, CA 95822

Belle Coolegge Community Center, 5699 S. Land Park Drive, Sac, CA 95822

Coloma Community Center, 4623 T Street, Sac, CA 95819

Ethel Hart Senior Center, 915 27th Street, Sac, CA 95816

Woodlake Clubhouse, 500 Arden Way, Sac, CA 95815

South Natomas Community Center, 2921 Truxel Road, Sac, CA 95833

Mims/Hagginwood Community Center, 3271 Marysville Blvd., Sac, CA 95815

Client Contact: Laura Bjornsen 808-7753

Staffing Requirement: S/O I

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Shift #1	Varies	Varies	Varies	Varies	Varies	Varies	Varies
Shift #2	Varies	Varies	Varies	Varies	Varies	Varies	Varies
Shift #3	Varies	Varies	Varies	Varies	Varies	Varies	Varies
Totals	Varies	Varies	Varies	Varies	Varies	Varies	Varies

Guard requests vary based on the events that are booked at the above referenced facilities. The number of guards requested is based on the stated attendance of the event, at a ratio of 1 guard for every 75 people, this can range from 1 to as many but not limited to 24 guards required. The events coordinators will try to give at least two (2) weeks' notice prior to the event. At times there may be unexpected or last minute events or cancelations. Events ending less than the scheduled hours must be paid ½ of scheduled hours.

Guards are to report to the front desk, then as directed by City Staff, duties may include but are not limited to, roving the parameter of the facility, rove the parking lot area, monitor door for unauthorized entrance, walk the interior of the room where the event is taking place, observe guests for underage drinking or other inappropriate behaviors and stand guard in the parking lot. Guards are expected to be visible at all times and report any inappropriate behaviors.



NATIONAL SECURITY INDUSTRIES & SERVICES

SERVING CALIFORNIA'S SECURITY NEEDS

Reference: Unarmed Security Guard Services

Revised 02/04/2013

National Security Industries and Services is the current security guard provider for the City of Sacramento since 2008. National Security appreciate the opportunity given to us to serve the City and has been involved with programs that are to the best interest of the City of Sacramento.

National Security believes that it is to the City's best interest to adopt the provision of the City Code Section 3.56.230 (c), which states that city could suspend competitive bidding. Here are few reasons for our recommendation:

- Discount of \$172,361.00 annually based on 2012 billing rate.
- There will be no rate increase (3% at present/year) for the next 3 years, which is \$74,000.00 annually.
- There will be a 1% discount for net 30 days payment, which is \$26,000.00 annually.
- Total Saving to the City will be \$265,000.00/year in compare to 2012-2013 billing rate.
- National Security billing rate will roll back and will freeze until March 2016; then 2 percent increase per year with City approval.

Competitive advantages:

- National Security is a certified City of Sacramento Small Business.
- National Security has a Physical office and staff presence in the City of Sacramento.
- We offer medical, dental and vision coverage through Kaiser Permanente (HMO) and Blue Cross of California (PPO) for employees assigned to the City of Sacramento with no deductible.
- National Security is proud to announce that we are officially a Green Certified Business (Gold) since 1/05/2010.
- There will be no disruption or overlapping of services.
- National Security has not had any final judgments or administrative orders from. California Department of Industrial Relations, California Department of Fair Employment, or Housing Department.
- Comprehensive and free employee training program to ensure our security force meets the highest standards.

NATIONAL SECURITY INDUSTRIES & SERVICES

SERVING CALIFORNIA'S SECURITY NEEDS

- We have a highly trained staff of qualified Security Guards, supervisors, Lieutenants, project manager and training managers who are experienced and have more than four years working knowledge in all city departments.
- National Security currently staff over 73 security guards servicing this account with a 20 additional backup.
- Ongoing Training via a California State Police Certified Instructor. CPR and First Aid, certified by American Red Cross.
- Daily supervisory visits to all job sites.
- 24/7 Dispatch center.
- Our 'Retention and Compensation' statistics is a reflection of the quality of our guards we train for our clients. The retention of our guards is OVER 80% for Security Officers and Supervisors. This is a 25% higher retention rate than the security industry's average.
- National Security has an overall Account Manager that serves as a central point of contact for all issues and also designates a Facility Manager that will be the highest rank representative assigned to this contract.

In support of The City policy to set standard in providing benefit to our community, National Security has adopted several policies to compliment the City's effort. National Security has incorporated hiring practice (from La Familia, EDD hiring, Licensing and fully train qualified individuals that have been unemployed) and environmental consideration into its operation to positively impact City of Sacramento goal.

Start up cost

We could simply avoid several addition costs that our company will incur if we continued the contract without interruption.

- Performance Bond cost of \$150,000.00 per year
- Medical, dental and vision coverage. Our excellent Medical package rate and pre existing condition enrollment is grandfather in to 2008 rate and conditions. To re-enroll for the similar package will cause an increased in cost and decrease in services.

Thank you

Michael Gerami
President
National Security Industries and Services

Adopted by the Sacramento City Council

February 26, 2013

AWARDING CONTRACT SUPPLEMENTS FOR UNARMED SECURITY GUARD SERVICES

BACKGROUND

- A. On February 26, 2008, City Council adopted Resolution No. 2008-106 awarding a one-year contract with up to four one-year renewal options to National Security Services, Inc. for unarmed security guard services in a total amount not to exceed \$11,402,155 for the five-year period.
- B. On December 4, 2012, with the end of the original contract term approaching, City Council passed a motion suspending competitive bidding in the best interests of the City and authorizing the use of a Request for Qualifications (RFQ) process to solicit qualified contractors to participate in an Invitation for Bid for unarmed security guard services.
- C. On December 10, 2012 Procurement Services issued RFQ No. Q13131061002. Six contractors responded to the RFQ. Two contractors, National Security Industries & Services and Paladin Private Security, were determined to be pre-qualified.
- D. On December 13, 2012 National Security Industries & Services, the current provider, submitted an unsolicited proposal to the City. The proposal offered significant financial discounts, including a 6.9 percent reduction from the current hourly rate, no rate increases for next three years, and continuation of the 1 percent prompt payment discount.
- E. Rejecting the qualifications statements received in response to the RFQ, suspending competitive bidding in the best interests of the City, and extending the existing contract with National Security Industries & Services is recommended because of the high level of service provided by National Security Industries & Services during the original contract term and the significant financial discount offered for the recommended contract extension.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. The unsolicited proposal submitted to the City by National Security Industries & Services (formally National Security Services) is hereby accepted.
- Section 2. The qualifications statements received in response to RFQ No. Q13131061002 issued on December 5, 2012 are hereby rejected.
- Section 3. In the best interests of the City, competitive bidding is hereby suspended for the purchase of unarmed security guard services.

- Section 4. The City Manager or the City Manager's designee is authorized to extend City Contract No. 2008-032 with National Security Industries & Services for one year with four one-year renewal options for the purchase of unarmed security guard services in a total amount not to exceed \$12,753,497 for the potential additional five-year period.
- Section 5. The City Manager or the City Manager's designee is authorized to execute the contract supplements specified above provided that sufficient funds are available in the adopted budget of the applicable fiscal year.