

ITEM REQUIRING BOCC APPROVAL
 (7 ITEMS)

1. SECURITY GUARD SERVICES -- COMCARE/TREASURER'S OFFICE

FUNDING -- COMCARE/TREASURER'S OFFICE

(Request sent to 22 vendors)

RFP #18-0022 Contract

	Vets Securing America	Smart Security, Inc.	Securitas Security Services USA, Inc.	Vend-Tech Enterprise, LLC
COMCARE				
Crisis Intervention Service				
934 N. Water				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
Year 3 - Hourly Rate - Nonlethal/Lethal	\$14.64 / \$18.75	\$14.92 / \$18.36	\$9.00 / \$14.35	\$15.91 / \$21.19
Year 4 - Hourly Rate - Nonlethal/Lethal	\$14.84 / \$19.02	\$15.35 / \$18.91	\$9.00 / \$14.78	\$15.91 / \$21.19
Year 5 - Hourly Rate - Nonlethal/Lethal	\$14.98 / \$19.19	\$15.35 / \$18.91	\$9.00 / \$15.23	\$15.91 / \$21.19
Sedgwick County Offender Assessment Program (SCOAP)				
1720 E. Morris				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
Year 3 - Hourly Rate - Nonlethal/Lethal	\$14.64 / \$18.75	\$14.92 / \$18.36	\$9.00 / \$14.35	\$15.91 / \$21.19
Year 4 - Hourly Rate - Nonlethal/Lethal	\$14.84 / \$19.02	\$15.35 / \$18.91	\$9.00 / \$14.78	\$15.91 / \$21.19
Year 5 - Hourly Rate - Nonlethal/Lethal	\$14.98 / \$19.19	\$15.35 / \$18.91	\$9.00 / \$15.23	\$15.91 / \$21.19
Adult Services				
4035 E. Harry				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
Year 3 - Hourly Rate - Nonlethal/Lethal	\$14.64 / \$18.75	\$14.92 / \$18.36	\$9.00 / \$14.35	\$15.91 / \$21.19
Year 4 - Hourly Rate - Nonlethal/Lethal	\$14.84 / \$19.02	\$15.35 / \$18.91	\$9.00 / \$14.78	\$15.91 / \$21.19
Year 5 - Hourly Rate - Nonlethal/Lethal	\$14.98 / \$19.19	\$15.35 / \$18.91	\$9.00 / \$15.23	\$15.91 / \$21.19

	Vets Securing America	Smart Security, Inc.	Securitas Security Services USA, Inc.	Vend-Tech Enterprise, LLC
Center City (COMCARE Homeless Program 402 E. 2nd				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
Year 3 - Hourly Rate - Nonlethal/Lethal	\$14.64 / \$18.75	\$14.92 / \$18.36	\$9.00 / \$14.35	\$15.91 / \$21.19
Year 4 - Hourly Rate - Nonlethal/Lethal	\$14.84 / \$19.02	\$15.35 / \$18.91	\$9.00 / \$14.78	\$15.91 / \$21.19
Year 5 - Hourly Rate - Nonlethal/Lethal	\$14.98 / \$19.19	\$15.35 / \$18.91	\$9.00 / \$15.23	\$15.91 / \$21.19
OutPatient Services (OPS) 1919 Amidon (2 guards)				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
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Year 4 - Hourly Rate - Nonlethal/Lethal	\$14.84 / \$19.02	\$15.35 / \$18.91	\$9.00 / \$14.78	\$15.91 / \$21.19
Year 5 - Hourly Rate - Nonlethal/Lethal	\$14.98 / \$19.19	\$15.35 / \$18.91	\$9.00 / \$15.23	\$15.91 / \$21.19
Drug Court 4165 E. Harry				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
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Year 5 - Hourly Rate - Nonlethal/Lethal	\$14.98 / \$19.19	\$15.35 / \$18.91	\$9.00 / \$15.23	\$15.91 / \$21.19
Cost for any additional staff needed at any site				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
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	Vets Securing America	Smart Security, Inc.	Securitas Security Services USA, Inc.	Vend-Tech Enterprise, LLC
Tag Offices				
Main Tag Office				
2525 W. Douglas				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
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Year 4 - Hourly Rate - Nonlethal/Lethal	\$14.84 / \$19.02	\$15.35 / \$18.91	\$9.00 / \$14.78	\$15.91 / \$21.19
Year 5 - Hourly Rate - Nonlethal/Lethal	\$14.98 / \$19.19	\$15.35 / \$18.91	\$9.00 / \$15.23	\$15.91 / \$21.19
Chadsworth Tag Office				
2330 N.Maize, Ste 1100				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
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Year 4 - Hourly Rate - Nonlethal/Lethal	\$14.84 / \$19.02	\$15.35 / \$18.91	\$9.00 / \$14.78	\$15.91 / \$21.19
Year 5 - Hourly Rate - Nonlethal/Lethal	\$14.98 / \$19.19	\$15.35 / \$18.91	\$9.00 / \$15.23	\$15.91 / \$21.19
Brittany Tag Office				
2120 N. Woodlawn				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
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Year 4 - Hourly Rate - Nonlethal/Lethal	\$14.84 / \$19.02	\$15.35 / \$18.91	\$9.00 / \$14.78	\$15.91 / \$21.19
Year 5 - Hourly Rate - Nonlethal/Lethal	\$14.98 / \$19.19	\$15.35 / \$18.91	\$9.00 / \$15.23	\$15.91 / \$21.19
Derby Tag Office				
206 W. Greenway, Ste 14				
Year 1 - Hourly Rate - Nonlethal/Lethal	\$14.24 / \$18.24	\$14.92 / \$18.36	\$9.00 / \$13.53	\$15.91 / \$21.19
Year 2 - Hourly Rate - Nonlethal/Lethal	\$14.44 / \$18.50	\$14.92 / \$18.36	\$9.00 / \$13.94	\$15.91 / \$21.19
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Cost for any additional staff needed at any site				
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On the recommendation of Britt Rosencutter, on behalf of COMCARE and the Treasurer's Office, Scott Hadley moved to **accept the proposal from Smart Security, Inc. and establish contract pricing for three (3) years with two (2) one (1) year options to renew.** Tim Myers seconded the motion. The motion passed 3 to 1 with Linda Kizzire abstaining.

A review committee comprised of Nancy Patterson and Curtis Kirkpatrick - COMCARE; Randy Bargdill and John Humphries - Treasurer's Office; Jessica Ostmeyer - Finance; and Britt Rosencutter - Purchasing evaluated all proposals based on the criteria put forth in the RFP. The committee scored Smart Security, Inc. the highest. The committee brought Smart Security, Inc. in for an interview. Based on the interview and scoring, Smart Security, Inc. was chosen unanimously.

Securitas Security Services USA, Inc. is the current contracted provider for these services. In 2017, the Treasurer spent \$14,276.24 for the tag office locations and COMCARE spent \$378,846.95.

8/9/18 - This proposal was originally presented at the Board of Bids and Contracts meeting July 26, 2018. It was deferred until this week so the following information could be provided:

1. What is the difference in cost of service for COMCARE from 2017 pricing/expenditures and the new proposed cost of service if accepted?

A. Based on a review of the Securitas invoices, 26,830 hours were billed in 2017 for a total of \$375,353.00. A similar amount of service hours are expected for each year moving forward. Based on the proposed cost of \$14.92/hr. multiplied by 26,830 hours, the total will be \$400,305.00.

2. Is COMCARE able to absorb the cost increase within the current requested budget?

A. The FY2019 budget for COMCARE does include enough funding to cover the proposed increase.

Questions and Answers (7/26/18)

Scott Hadley: The recommended vendor is quite more expensive than the current vendor. Could someone elaborate the context behind what Securitas wasn't providing or what the new vendor will provide that they haven't provided? Did they do poor work? Does anyone know the estimated spend?

Curtis Kirkpatrick: The current pricing that we have, not reflected here, Securitas is charging just at \$14.00 an hour, it's \$13.98. So in reality the increase is not as substantial as it looks in the bid. We have over the last several months had several issues with Securitas as far as professionalism and training of their officers. We have had officers on duty that are sleeping, using devices reading books, and things that are against the policies that we have with them. Our view on this with the pricing dropping from \$14.00 an hour down to \$9.00 an hour that would impact the quality of the officer we are getting. Smart Security has implemented an application that is on the cell phone that will track them with GPS. It monitors whether the officer is up and moving through the facility as we request. It will allow them to clock in and clock out and give us more accurate information as far as the actual on hours the officers are on duty at the location. All of those things lead us to the decision that we did not want to continue with Securitas as far as the quality of service that we were getting and safety of our clients and employees.

Scott Hadley: Do you know what the estimated total spend may be going with the new vendor based on decreasing locations? Do you expect the same number of hours?

Curtis Kirkpatrick: We expect the same numbers of hours. I did not look at total spend. I could come up with a figure if given a little bit of time if that would be important.

Scott Hadley: Was Securitas brought in for an interview or just Smart Security?

Joe Thomas: Looks like Smart Security was the only one. Securitas' decision was based on previous past performance.

Richard Powell: I understand that you only speak for your particular application. We have quotes for both armed and unarmed security officers at various locations. Are you looking at armed or unarmed or mixture?

Curtis Kirkpatrick: Primarily, right now all of our locations are unarmed. We have been looking at the possibility of increasing it to a mixture of armed and unarmed. We have a couple of locations, such as our crisis facility where we seem to have more issues and we feel that it may be an option we want to pursue in the future.

Richard Powell: This may be of Purchasing question than an end user question. In the past there have been provisions by city ordinance that requires training and licensure of the armed security guards. I don't know if that's still in play or not and if it is since these are county properties is that applicable to what we are talking about?

Will Deer: I don't know. I can certainly research it.

Randy Bargdill: Wichita Police Department still does oversee the licensing and certification of security companies within the City of Wichita. I took the occasion to contact Captain Brian White with the Wichita Police Department, who's the commander of the training section. He indicated to me that both Smart Security and Securitas have not had any violations reported. They haven't had any problems with them. He did say that with Smart Security he was aware they provide more training to the officers, as well as better equipment. He indicated he thought Smart Security would be a better choice for us.

Tom Stolz: Both of them are license with the city though?

Randy Bargdill: They are.

Tom Stolz: For armed or unarmed?

Randy Bargdill: Correct.

Tom Stolz: Do you use armed or unarmed?

Randy Bargdill: Unarmed.

Tom Stolz: Will you be closing down some offices? So the total cost could come down a bit because you are going to consolidate some location?

Randy Bargdill: It probably should. We had the security primarily for when we had to Murdock building. As you know, there was only like 38 parking places there so we had security to direct traffic to keep the lines moving. Now that we've got a larger facility, we've actually kind of cut down on the number of hours or the

number of staff that we had come out there. That might even be something where we're going to consider not having security.

Tom Stolz: What is the length of this contract?

Randy Bargdill: Three years, with two one year renewals.

Scott Hadley: I take it that COMCARE budget can absorb if the cost is higher? Based on the bid, it looks like \$1.00 more an hour? You have the funds to absorb that additional cost?

Randy Bargdill: Yes.

Tom Stolz: Including if you decide to make the organization decision go with some armed or unarmed, that is going to drive the cost up significantly as well. Your total spend last year was \$378,846.95. Interesting, I'm very curious to know what the total cost would be too. We just did a mathematic of that. Tag Office is cutting down for organizationally and facility-wise so we know their rates may go down but I'm a little concerned with not knowing what our estimated total cost is. And not necessarily that even...you're telling me that Securitas has documented shortcomings through the years, I think that's important. That was the only one on here that was actually cheaper. Vets was very close. Actually it's slightly less. What was the matter with Vets?

Randy Bargdill: I don't know for certain but as I recall they don't have a local presence. It would take them a period of time to cover our contract. From memory, the pricing here doesn't look accurate. I thought it was slightly higher than Smart Security with the initial information.

Tom Stolz: I'm going to just cut to the chase right here. Are we meeting next week?

Joe Thomas: I believe so.

Tom Stolz: Let's table this for one week and let's get some total cost worked on this and double check the rates if he has concerns about the rates. Is there any hurry on this? How good is our current contract?

Randy Bargdill: Current contract is that we are on a month-to-month with Securitas. They have agreed to fill in until we make a discussion on a new contract.

Tom Stolz: So we're bound to them through the month of August no matter what?

Randy Bargdill: Yes.

Tom Stolz: This wouldn't go before the Commission until, even if we approved it today, wouldn't go until August 1st. We're not having a meeting on August 8th but we are on August 15th. We can do this on the consent, budget adoption day. Let's bring this back next week with the total cost and then we can still get it on August 15th BoCC. That way you can still migrate to your new company by maybe September.

Joe Thomas: Just for the record I just checked the pricing and it is correct. They separated the two, the armed guard lethal matches the right side and the unarmed, nonlethal the left.

Tom Stolz: They are not a Wichita, Sedgwick County company and that is significant and I get it. So let's work up total cost, best we can on the COMCARE end of this for sure with Smart. Let's try to forecast what our 2018/2019 annual would be. Can you do that? Come back next week?

Randy Bargdill: Yes sir.

Tom Stolz: Do I have to have a motion to table this as well?

Joe Thomas: Yes.

Questions and Answers (8/9/18)

Linda Kizzire: Are they not going to be using any armed guards at any of these locations?

Curtis Kirkpatrick: No, we will not be using armed guards currently. We will be looking at the possibility in the future in 2019 or 2020. We've moved to some new locations and we have some trouble clients we feel might benefit from an armed situation. We are not intending to do that yet.

Tom Stolz: What does the Treasurer's office use, armed or unarmed?

Linda Kizzire: Unarmed.

Tom Stolz: Smart Security has a little higher bid than the other competitors here but the rationale for that is Securitas is our current vendor and we've had some documented issues with them and the concern moving forward we want better quality. Is that correct?