



**CITY OF FORT LAUDERDALE  
City Commission Agenda Memo  
REGULAR MEETING**

**#19-0380**

---

**TO:** Honorable Mayor & Members of the  
Fort Lauderdale City Commission

**FROM:** Chris Lagerbloom, ICMA-CM, City Manager

**DATE:** May 7, 2019

**TITLE:** Motion to Approve Contract for Purchase of Airport Security Services –  
Universal Protection Service, LLC d/b/a Allied Universal Security Services,  
LLC – \$1,156,635 (estimated three-year total) – **(Commission District 1)**

---

**Recommendation**

It is recommended that the City Commission approve a three-year contract, in substantially the form attached, for the purchase of airport security services from Universal Protection Service, LLC d/b/a Allied Universal Security Services, LLC (“AUSS”) in the estimated amount of \$1,156,635.00, and authorize the City Manager to approve two, one-year renewal options contingent upon appropriation of funds.

**Background**

Fort Lauderdale Executive Airport (“FXE”) staff worked with the City’s Procurement Services Division to develop a Request for Proposals (“RFP”) to solicit qualified security firms for FXE and Downtown Heliport. FXE currently utilizes a security contractor to provide 24-hour site security, initial response to aircraft/airport incidents, emergencies and air traffic control tower assistance requests. The timeline for this solicitation process included the following:

- December 27, 2018 – RFP No. 12237-895 was issued for airport security services.
- January 29, 2019 - A pre-bid conference and site visit meeting was held at the FXE administration building for prospective proposers.
- February 12, 2019 – The solicitation ended with a total of six firms submitting proposals in response to the RFP.
  - Universal Protection Service, LLC d/b/a Allied Universal Security Services (“AUSS”)
  - American Guard Services, Inc. (“AGS”)
  - Chameleon Security Group
  - F.I.R.S.T. Team Security Agency LLC
  - Madison Security Group, Inc.
  - St. Moritz Security Services, Inc. (“SMSS”)

- March 1, 2019 – The RFP evaluation committee (“committee”) met to evaluate and rank the proposals based on the following criteria:

Understanding of the overall needs of the City as presented in the narrative proposal, and your overall approach to address those needs (technical approach, management reports, communication, and mobilization)	20%
Experience, qualifications and past performance of the proposing firm, including persons proposed for the project/staff, licenses/certificates, resources, training, screening, evaluations, supervising, references	20%
Experience providing <b>airfield</b> patrol services at an airport for at least one year. (Baggage screening does not qualify)	30%
Estimated Grand Total Cost /Year to the City	30%
TOTAL PERCENT AVAILABLE:	100%

It was determined that three firms would give oral presentations to the committee.

- AUSS
  - AGS
  - SMSS
- March 11, 2019 – SMSS sent notification that they were unable to continue to participate for the RFP.
- March 18, 2019 – AUSS and AGS made oral presentations to the committee. After the presentations were completed, the committee scored and ranked the proposers as follows:
  - AUSS – 1<sup>st</sup>
  - AGS – 2<sup>nd</sup>

AUSS has current and extensive airport security experience and uses integrated technology and online solutions for reporting, record keeping, and monitoring. They are the most responsive and responsible vendor. Staff recommends Commission award a three-year contract to AUSS for airport security services.

### **Resource Impact**

There will be a current year fiscal impact to the City in the amount of \$32,128.75. Funding for this purchase is available in the FY 2019 Operating Budget in the account listed below. Future expenditures are contingent upon approval of annual operating budgets.

<i>Funds available as of March 21, 2019</i>					
ACCOUNT NUMBER	INDEX NAME (Program)	CHARACTER CODE/ SUB-OBJECT NAME	AMENDED BUDGET (Character)	AVAILABLE BALANCE (Character)	AMOUNT
468-TAM070101-3249	Executive Airport	Services & Materials/ Security Services	\$4,188,091	\$2,620,874	\$32,128.75
<b>TOTAL AMOUNT ►</b>					<b>\$32,128.75</b>

### **Strategic Connections**

This item is a *Press Play Fort Lauderdale Strategic Plan 2018* initiative, included within the Business Development Cylinder of Excellence, specifically advancing:

- Goal 7: Be a well-positioned City within the global economic and tourism markets of the South Florida region, leveraging our airports, ports, and rail connections.
  - Objective 4: Deliver best-in-class regional general aviation airport amenities and services to domestic and international stakeholders.

This item advances the *Fast Forward Fort Lauderdale 2035 Vision Plan: We Are Prosperous*.

### **Attachments**

Exhibit 1 – Solicitation

Exhibit 2 – AUSS Proposal

Exhibit 3 – AGS Proposal

Exhibit 4 – Chameleon Security Group Proposal

Exhibit 5 – F.I.R.S.T. Team Security Agency LLC Proposal

Exhibit 6 – Madison Security Group, Inc. Proposal

Exhibit 7 – SMSS Proposal

Exhibit 8 – Tabulations and Final Rankings

Exhibit 9 – Contract

---

Prepared by:	Carlton Harrison, Transportation and Mobility Laurie Platkin, Finance Linda Blanco, Finance
--------------	---

Department Directors:	Ben Rogers, Transportation and Mobility Kirk Buffington, Finance
-----------------------	---