



MARION COUNTY BOARD OF COMMISSIONERS

Board Session Agenda Review Form

Meeting date: 6/14/2017

Department: Finance Agenda Planning Date: 6/8/2017 Time required: 5

Audio/Visual aids

Contact: Camber Schlag Phone: x3944

Department Head Signature: [Handwritten Signature]

TITLE: Marion County Contract Review Board - Unarmed Security and Patrol Services RFP Protest Letter

Issue, Description & Background: On May 17, 2017 AAA/Prostar Security Inc. issued a protest letter to Dwight Bowles, Senior Contract Specialist at the Marion County Health Department. The Marion County Health Department issued an RFP for Unarmed Security and Patrol Services on March 6, 2017 and closed on March 27, 2017. The purpose of the RFP was to obtain qualified firms to provide vehicular patrol and unarmed security services to four of the Health Department locations. Seven proposals were received in response to the RFP. Six were found responsive specifically for vehicular patrol and unarmed security services. The Health Department issued a notice of intent to award letter on May 15, 2017 to the highest ranking proposal, Advanced Security, Inc.

Financial Impacts: The contract award to Advanced Security will cost the county an increase of \$3.60 an hour for a total of \$53,914 increase over the contract term than AAA/Prostar. However, the attached Scoring Summary indicates the other factors for evaluation.

Impacts to Department & External Agencies: N/A

Options for Consideration: Option 1: Deny protest and direct award to Advanced Security, Inc. Option 2: Cancel the RFP and direct reissuance of a new RFP with revised evaluation criteria. Option 3: Approve protest and direct award to AAA/Prostar Security Inc.

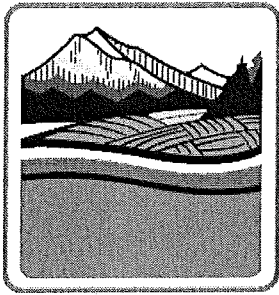
Recommendation: Since Marion County Finance Department can identify no basis for AAA/Prostar's appeal, it is recommended that the Board choose option 1.

List of attachments: Marion County Request for Proposal - AAA/Prostar Security Inc. Protest Information AAA/Prostar Security Inc. Protest Letter Marion County Solicitation Award Transmittal Marion County RFP Scoring Summary

Presenter: Camber Schlag, Bruce Armstrong, and Dwight Bowles

Copies of completed paperwork sent to the following: (Include names and e-mail addresses.)

Copies to: Camber Schlag Cschlag@co.marion.or.us



Marion County

OREGON

Board of Commissioners

Date: May 31, 2017

(503) 588-5212
(503) 588-5237 - FAX

BOARD OF COMMISSIONERS

Samuel Brentano
Kevin Cameron
Janet Carlson

CHIEF ADMINISTRATIVE OFFICER

John Lattimer

To: Board of Commissioners
From: Camber Schlag
RE: Request for Proposal – AAA/Prostar Security Inc. Protest Information

The Marion County Health Department issued an RFP for Unarmed Security and Patrol Services on March 6, 2017 and closed on March 27, 2017. The purpose of the RFP was to obtain qualified firms to provide vehicular patrol and unarmed security services to four of the Health Department locations.

Seven proposals were received in response to the RFP. Six were found responsive specifically for vehicular patrol and unarmed security services: Advanced Security Inc., Doing Better Protective Services US, LLC, Knight Vision Security Inc., NW Veterans Security Services, Phoenix Protective Corp, and AAA/Prostar Security Inc. The Marion County Health Department issued a notice of intent to award letter on May 15, 2017 to the highest ranking proposal, Advanced Security, Inc., based on the evaluation criteria of the RFP.

On May 17, 2017 AAA/Prostar Security Inc. issued a protest letter to Dwight Bowles, Senior Contract Specialist at the Marion County Health Department. A copy of the protest letter received by AAA/Prostar Security Inc. is attached to this memo. The protest letter was timely.

The primary issue raised by AAA/Prostar Security Inc. in its protest letter is quoted below:

“In conclusion, we scored a maximum score and indicated that as a financial consideration, our proposal met or exceeded Marion County Health Department’s criteria. While providing security services for Marion County Health Department, we have never increased rates and that would retain the same rates in the future as well. AAA/Prostar Security has retained a long list of long term and satisfied clientele which is proven through our maximum reference score. During our tenure as a security service provider with Marion County we have ensured you, the client, have received the best services possible.”

The Unarmed Security and Patrol Services RFP Section III, B.1 stated that

The Marion County Contract Review Board may:

- Option 1: Deny protest and direct award to Advanced Security, Inc.
- Option 2: Cancel the RFP and direct reissuance of a new RFP with revised evaluation criteria.
- Option 3: Approve protest and direct award to AAA/Prostar Security Inc.

Since Marion County Finance Department can identify no basis for AAA/Prostar's appeal, it is recommended that the Board choose option 1.



AAA / Prostar Security Inc.



RFP for Unarmed Security and Patrol Services
AAA/Prostar Security Inc . Response to RFP #C25102-HE092-17
May 17th, 2017

Marion County Health Department
Attn: Sr. Contract Specialist
3180 Center St NE Suite 2100
Salem, OR 97301

To Whom It May Concern,

This letter serves as Prostar Security's protest of award regarding RFP #C25102-HE092-17. We wish to contest the intent to award to an opposing bidder on the following grounds:

In response to A.3.3, Prostar Security clearly stated our experience and qualifications as it pertains to our ability to provide quality services for Marion County Health Department. For over 25 years, which includes over two years of continued security services with Marion County Health Department, we have proven our ability to provide quality security services to Marion County Health Department. Prostar Security has also provided a decade of security services to demanding security projects such as Salem-Keizer School District.

In response to A.3.5, Prostar Security took over and stabilized security operations after DePaul Security ceased operations with Marion County Health Department. In 2015, we assumed security duties for your Davcor site and have received positive feedback from personnel located at that site. Prostar Security has been a consistent and professional presence at both the Lancaster and Davcor sites. We also provided continual patrol coverage during your Front Street site. Any and all complaints or issues regarding patrol services or site security officers were handled immediately and effectively through our quality assurance program.

In conclusion, we scored a maximum score and indicated that as a financial consideration, our proposal met or exceeded Marion County Health Department's criteria. While providing security services for Marion County Health Department, we have never increased rates and that would retain the same rates in the future as well. Prostar Security has retained a long list of long term and satisfied clientele which is proven through our maximum reference score. During our tenure as a security service provider with Marion County we have ensured that you, the client, have received the best services possible.

Respectfully,

Corey Davis
General Manager of Prostar Security Inc.
173 Salem Heights Ave SE
Salem, OR 97302
Corey@AAASecurity.us



Marion County
OREGON
FINANCE DEPARTMENT

Solicitation Award Transmittal

Submitted By: Dwight D Bowles Department: Health

Contact Phone #: 503.361.2795 Date Sent: 5/09/2017

Solicitation Name: Unarmed Security and Patrol Services

Formal: Bid RFP Advertising Date: Mar 6, 2017 Close Date: Mar 27, 2017
Quote: Verbal Written IRFP

Addenda Issued/Date
#1 Mar 15, 2017 #2 _____ #3 _____ #4 _____

Solicitations Received From (or attach solicitation summary)

Contractor Name	Bid-Quote Amount/Proposal Score
Advanced Security Inc Doing Better Proterective Services US, LLC Knight Vision Security Inc NW Veterans Security Services Phoenix Protective Corp	AAA/Prostar Security Inc US Security Associates See attached scoring sheet summary for Phase I and Phase II interviews.

Bid/Proposal in compliance for all requirements: Yes No (Detailed explanation required if "No" is checked)

Us Security Associates exceeded the proposal submission page limitation per A2.2 and did not include the RFP information on the outside of envelope/package submitted per B1.2. A non-responsive letter was submitted to proposer on 3/31/17 and is attached to this SAT. Phase II interviews completed for top two proposers 4/26/17.

Fiscal Impact (Description of impact)

Approximately \$330,000.00 over a two year priod of performance

Service: 2300 Account: 525555

DEPARTMENT RECOMMENDATION

Name: Advanced Security Inc.

- Award to Low Bid-Quote/Highest Rank Proposal Multiple Awards
 Award to other than Low Bid-Quote/Highest Rank Proposal (Attach written support)
 Reject All Bids/Proposals (Attach written justification for rejection of all bids/proposals)

Finance Use: (when required)

Date Finance Received: 5-10-17

Comments:

Solicitation Award Approval: Advanced Security

Comber Schleg 5/10/17
Finance Contracts / Date

[Signature] 05/11/17
Chief Administrative Officer / Date

Date paperwork returned to department: _____

SCORING SUMMARY

Request for Proposal #C25102-XXXX-16
 Unarmed Security and Patrol Services

Due Date: Monday, March 27, 2017
 Review Date: Wednesday, April 12, 2017

EVALUATION TEAM:

1. LD
2. JK
3. JF

<i>PROPOSER</i>	<i>Enter Name</i>				
Evaluation Criteria	Max Score	1	2	3	Total
1. Understanding of Requested Services/Project	20	20	15	18	53.0
2. Experience and References	20	19	10	18	47.0
3. Cost Proposal	20	17	16	17	50.0
4. References	15	13	15	15	43.0
5. Interviews	25	24	25	25	74.0
Total Score	100	93	81	93	267.0 ✓

<i>PROPOSER</i>	<i>Enter Name</i>				
Evaluation Criteria	Max Score	1	2	3	Total
1. Understanding of Requested Services/Project	20	13	14	13	40.0
2. Proposed Solution	20	10	17	15	42.0
3. Cost Proposals	20	20	20	20	60.0
4. References	15	15	15	15	45.0
5. Interviews	25	22	25	23	70.0
Total Score	100	80	91	86	257.0 ✓