



# Pinellas County

## Staff Report

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**File #:** 20-2085A, **Version:** 1

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### **Subject:**

Award of bid to Dynamic Security, Inc. for security guard services; a Tampa Bay Area Purchasing Cooperative contract.

### **Recommended Action:**

Rejection of bids from Alert Patrol Inc, Blue Shield Security Protection, Centurion Security Group LLC, Centurion Security Services LLC, Empire Security Services, Inc., Safeguard Protection Services, LLC and Swift Security Inc. on the basis of being non-responsive for not meeting bid requirements further delineated in the summary bullets below.

Approval of the award of bid to Dynamic Security, Inc. for requirements of security guard services; a Tampa Bay Area Purchasing Cooperative (Cooperative) contract.

- This Cooperative contract is for annual requirements for security guard services.
- Fourteen bids were received with Dynamic Security, Inc. as the lowest responsive, responsible bidder.
- Dynamic Security, Inc. is the current provider for security guard services.
- Five of the fourteen bids were deemed non-responsive for not adhering to contract specifications and/or not meeting minimum bid requirements; in addition, two bids were deemed non-responsive for not submitting firm fixed pricing.
- This contract is facilitated and administered by the Department of Administrative Services; Cooperative participants include the City of St. Petersburg.
- Cooperative participants are responsible for issuance of their own awards and funding; Cooperative expenditures for the sixty-month term are estimated at \$2,688,396.45 and County expenditures are estimated at \$4,742,168.30 for a total County and Cooperative expenditure in the amount of \$7,430,564.75.
- The hourly billing rate of the current contract awarded five years ago is \$13.21; the hourly billing rate for the new contract is \$18.83. This comparison is not equitable however as the minimum wage in Florida has increased in the last five years and will continue to increase per Amendment 2 to \$15.00 per hour in 2026. Bidders had to account for these increases when responding to this solicitation.
- This contract replaces the current contract that was awarded by the Board of County Commissioners on November 24, 2015 in the amount of \$5,035,558.50.
- Security guard services are utilized at many County facilities including but not limited to the Clearwater Courthouse Complex, the St. Pete Judicial/Courthouse Complex, the South

County Service Center, the Keller Water Treatment Plant, and the Public Works Central Campus.

Bid No. 21-0077-B RO for an average annual expenditure of \$948,433.66 with a sixty-month term total of \$4,742,168.30 on the basis of being the lowest responsive, responsible bid meeting specifications. Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

**Strategic Plan:**

Ensure Public Health, Safety and Welfare

2.1 Provide planning, coordination, prevention, and protective services to ensure a safe and secure community.

**Summary:**

The purpose of this contract is to provide security guard services that include unarmed security guards for routine patrol, emergencies, or unforeseen events. This is a Tampa Bay Area Purchasing Cooperative (Cooperative) contract for requirements of security guard services, facilitated and administered by the Department of Administrative Services including requirements for the City of St. Petersburg.

The contract includes \$50,000.00 (\$25,000.00 per agency) unspecified expenses for the sixty-month term to provide for security guard services for courtesy patrol, emergencies and unforeseen events.

Duration of the contract shall be for a period of sixty (60) months with unit prices held firm for the first thirty-six (36) months of the contract. The contract has provision for one (1) price adjustment for the remaining twenty-four (24) month term in an amount not to exceed the average of the Consumer Price Index (CPI) for all Urban Consumers or 3%, whichever is less.

**Background Information:**

On November 25, 2020, the Purchasing and Risk Management Division, on behalf of Cooperative participants, released an invitation to bid with the intent to establish a contract for security guard services. Fourteen bids were received with Dynamic Security, Inc. as the lowest responsive, responsible bidder meeting specifications. Of the fourteen bids received, five bids were deemed non-responsive for not submitting all required documents or firms did not meet minimum security requirements and two bids were deemed non-responsive for not holding firm fixed pricing.

This contract replaces the current contract with Dynamic Security, Inc.

Cooperative participants are responsible for issuance of their own awards and funding in the amount of \$2,688,396.45.

**Fiscal Impact:**

County estimated five-year expenditure not to exceed: \$4,742,168.30

Estimated County average annual expenditure not to exceed: \$948,433.66

Funding is derived from requisitioning departments' operating budgets.

Cooperative participants are responsible for their own funding.

**Staff Member Responsible:**

Andrew Pupke, Division Director, Facilities and Real Property, Administrative Services

Merry Celeste, Division Director, Purchasing and Risk Management, Administrative Services

Joe Lauro, Director, Administrative Services

**Partners:**

City of St. Petersburg

**Attachments:**

Services Agreement

Bid Tabulation