



Notice of Intent to Award

| | | | |
|---------------------|---------------------------|-------------|---------------------------------|
| Solicitation Number | 373412 | Award Date | 8/9/2024 9:23 AM CDT |
| Solicitation Title | Security Officer Services | | |
| Buyer Name | Sandra Walker | Buyer Email | sandra.walker@nashville.gov |
| BAO Rep | Sierra Washington | BAO Email | sierra.washington@nashville.gov |

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

| | | | | |
|----------------|------------------------------------|-----------------|---------------|---------------|
| Company Name | Archangel Protective Services Inc. | Company Contact | Sheila Thomas | |
| Street Address | 444 Metroplex Drive Suite B-201 | | | |
| City | Nashville | State | TN | Zipcode 37211 |

| | | | | |
|----------------|--|-----------------|--|---------|
| Company Name | | Company Contact | | |
| Street Address | | | | |
| City | | State | | Zipcode |

| | | | | |
|----------------|--|-----------------|--|---------|
| Company Name | | Company Contact | | |
| Street Address | | | | |
| City | | State | | Zipcode |

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable. No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable. No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

 Assistant Purchasing Agent (Initial)

Dennis Rowland
 Dennis Rowland
 Purchasing Agent & Chief Procurement Officer

RFQ: 373412-Security Officer Services

| Offeror | AMERICAN GUARD SERVICES, INC. | Archangel Protective Services Inc. | Clarion Security LLC | Dynamic Security, Inc. | Inter-Con Security Systems, Inc. | Protection Service LLC dba Allied Universal Security | Walden Security |
|---|-------------------------------|------------------------------------|----------------------|------------------------|----------------------------------|--|-----------------|
| Cost (25 Points) | 13.99 | 17.89 | 16.19 | 19.08 | 25.00 | 15.85 | 17.56 |
| Project Approach and Process (40 Points) | 23.00 | 40.00 | 17.00 | 17.00 | 21.00 | 34.00 | 22.00 |
| Qualifications and Experience (35 Points) | 22.00 | 34.00 | 21.00 | 16.00 | 21.00 | 24.00 | 21.00 |
| Total | 58.99 | 91.89 | 54.19 | 52.08 | 67.00 | 73.85 | 60.56 |

Evaluation Comments

| American Guard Services Inc. |
|---|
| <p>Strength-Transition Plan was adequate. Training Plan was adequate. Supervision Plan was adequate. Firm's knowledge in the provision of services related to the project was adequate. Excellent firm project experience. No employee licensing violations. Project team's organizational structure was adequate. Experience of proposed team members was good. Response to unique team experience, expertise, and/or approach for completing the project was adequate. Response to approach to maintaining positive daily working experience with Metro departments, clients and customers was adequate.</p> |
| <p>Weakness: Overall project approach and process lacked specific detail. Response lacked specific detail and was boilerplate on how the requirements and provisions of the scope of this project would be implemented. Comprehensive business plan for completing the specified work in accordance with the scope lacked specific detail. technology necessary for completing the project efficiently within the constraints outlined in the scope lacked detail. Retention Plan lacked detail. Staffing Plan when encountering high turnover rates lacked detail. Failed to provide a Maintenance plan for vehicles with notification of service status. Failed to provide a response to manpower capacity to perform work. Failed to provide a response to litigations. Projects listed not of similar scope. Response to service description lacked detail.</p> |
| Archangel Protective Services Inc. |

Strength: Overall response to project approach and process was very detailed. Detailed response on how the requirements and provisions of the scope of this project would be implemented. Detailed comprehensive business plan for completing the specified work in accordance with the scope. Detailed response to efficient use of manpower, material resources, equipment, and technology necessary for completing the project efficiently within the constraints outlined in the scope. Detailed Transition Plan. Forty five day transition timeline but willing to compress if needed. Detailed Training Plan. Detailed Retention Plan catered to employee needs. Very detailed Staffing plan when encountering high turnover rates. Excellent and very detailed Supervision plan. Detailed Maintenance plan for vehicles with notification of service status. Good overall Qualifications and Experience. Detailed response to firm's knowledge in the provision of services related to the project. Excellent and detailed response to firm's related project experience. Detailed response on firm's financial and manpower capacity to perform work. No current litigations. No employee licensing violations. Detailed organizational structure including responsibilities of subcontractors. Included additional Corporate and Metro organizational structures. Excellent and detailed experience of proposed team members. Detailed response to unique team experience, expertise, and/or approach for completing the project. Detailed response to maintaining positive daily working experience with Metro departments, clients and customers.

Weakness: One project listed not of similar scope.

Clarion Security LLC

Strength: Proposed a sixty day transition plan and a fourteen day buffer if needed. Response to firm's knowledge in the provision of services related to the project was adequate. Firm's related project experience was adequate. Response to current litigation was adequate. Response to employee licensing violations was adequate. Response to relevant experience of proposed team members was good. Response to unique team experience, expertise, and/or approach for completing the project was adequate. Response to maintaining positive daily working experience with Metro departments, clients and customers was adequate.

Weakness: Overall responses were difficult to locate. Overall responses were boilerplate. Response to demonstrate how the requirements and provisions of the scope of this project will be implemented was boilerplate. Comprehensive business plan for completing the specified work in accordance with the scope was not clear and lacked detail. Response to efficient use of manpower for completing the project efficiently within the constraints outlined in the scope lacked specific detail. Transition Plan lacked specific detail. Training Plan response was generic and lacked detail.

Retention Plan lacked detail was adequate. L. Staffing Plan when encountering high turnover rates lacked detail. Supervision Plan lacked detail. Maintenance plan for vehicles with notification of service status lacked detail. Failed to provide a response to firm's financial and manpower capacity to perform work. Project team's organizational structure lacked detail. One project listed not of similar scope.

Dynamic Security, Inc.

Strength: Sixty day transition plan. Good demonstration of firms manpower capacity to perform work. Response to current litigations was adequate. Response to employee licensing violations was adequate. Response to project team's organizational structure including defined responsibilities was adequate. Response to information documenting firm's subcontractors' was adequate. Experience of proposed team members was adequate. Response to unique team experience, expertise, and/or approach for completing the project was adequate.

Weakness: Boilerplate response on how the requirements and provisions of the scope of this project would be implemented. Overall responses were difficult to locate and lacked specific detail. Response to comprehensive business plan for completing the specified work in accordance with the scope was vague and lacked specific detail. Overall response to demonstration of efficient use of manpower, material resources, equipment, and technology necessary for completing the project efficiently within the constraints outlined in the scope lacked detail. Transition Plan lacked detail. Training Plan was vague and lacked detail. Retention Plan lacked detail. Staffing Plan when encountering high turnover rates was unclear and lacked detail. Supervision Plan lacked detail. Maintenance plan for vehicles with notification of service status lacked specific detail. Firm's knowledge in the provision of services related to the project and demonstration of firm's related project experience lacked specific detail. Demonstration of firm's financial ability to perform work was unclear. Failed to provide a response to approach to maintaining positive daily working experience with Metro departments, clients and customers. Projects listed not of similar scope.

Inter-Con Security Systems, Inc.

Strength: Response to demonstration of efficient use of manpower, material resources, equipment, and technology necessary for completing the project efficiently within the constraints outlined in the scope was adequate. Sixty day transition plan. Retention Plan was adequate. Demonstration of firm's financial and manpower capacity to perform work was adequate. Response to project team's organizational structure was adequate. Good experience of proposed team members.

Weakness: Overall information was difficult to locate. Demonstration on how the requirements and provisions of the scope of this project will be implemented was boilerplate and lacked specific detail. Comprehensive business plan for completing the specified work in accordance with the scope lacked specific detail on the financial administration. Transition plan has major delay in hiring new personnel which would impact the sixty day schedule. Training Plan lacked specific detail. Staffing Plan when encountering high turnover rates lacked specific detail and staffing plan included overtime which is not in line with the solicitation. Supervision Plan lacked specific detail. Maintenance plan for vehicles with notification of service status not in line with the scope of the solicitation. Demonstration of firm's knowledge in the provision of services related to the project and firm's related project experience response lacked detail. Current litigation response was incomplete. Employee licensing violation response was incomplete. Failed to provide information documenting firm's subcontractors. Responses to unique team experience, expertise, and/or approach for completing the project and approach to maintaining positive daily working experience with Metro departments, clients and customers lacked specific detail. One project listed not of similar scope.

Universal Protection Service LLC dba Allied Universal Security Services

Strength: Response to demonstrate how the requirements and provisions of the scope of this project will be implemented was adequate. Response to comprehensive business plan for completing the specified work in accordance with the scope was adequate. Response to demonstrating efficient use of manpower, material resources, equipment, and technology necessary for completing the project efficiently within the constraints outlined in the scope was adequate. Good and detailed Training Plan. Good Retention Plan. Good and detailed Supervision Plan. Maintenance plan for vehicles with notification of service status was adequate. Demonstration of firm's knowledge in the provision of services related to the project and firm's related project experience was adequate. Response to employee licensing violations was adequate. Response to experience of proposed team members was adequate. Projects of similar scope.

Weakness: Transition Plan was boilerplate. Failed to provide a response for Staffing Plan when encountering high turnover rates. Response to demonstrating firm's financial and manpower capacity to perform work was vague and lacked specific detail. Response to current litigations was incomplete. Response to project team's organizational structure did not contain subcontractor information. Subcontractor information lacked specific detail. Response to unique team experience, expertise, and/or approach for completing the project and approach to maintaining positive daily working experience with Metro departments, clients and customers lacked detail. Service description response lacked specific detail.

Walden Security

Strength: Response to comprehensive business plan for completing the specified work in accordance with the scope was adequate. Transition Plan response was adequate. Forty five to sixty day transition plan included. Retention Plan was adequate. Response to Maintenance plan for vehicles with notification of service status was adequate. Response to firm's knowledge in the provision of services related to the project and firm's related project experience was adequate. Response to project team's organizational structure was good. Response to experience of proposed team members was adequate.

Weakness: Demonstration of how the requirements and provisions of the scope of this project would be implemented was boilerplate and lacked specific detail. Vendor proposed a thirty two hour work week with the option for overtime which is not in line with the scope of the solicitation. Response to demonstrating efficient use of manpower, material resources, equipment, and technology necessary for completing the project efficiently within the constraints outlined in the scope was unclear. Training Plan response was generic and vague. Response to Staffing Plan when encountering high turnover rates was vague. Supervision Plan lacked specific detail. Failed to provide firm's financial capacity to perform work. Response to current litigations was incomplete. Response to employee licensing violations was incomplete. Documentation of firm's subcontractors information was incomplete. Response to unique team experience, expertise, and/or approach for completing the project and approach to maintaining positive daily working experience with Metro departments, clients and customers was vague. Projects listed not of similar scope. Failed to provide a response to Service description.

| RFQ:373412-Security Officer Services | | Max. RFP Cost Points |
|--|-------------------|------------------------------------|
| | | 25 |
| Offeror's Name | Total Cost | RFP Cost Point Distribution |
| AMERICAN GUARD SERVICES, INC. | \$117,761.90 | 13.99 |
| Archangel Protective Services Inc. | \$92,120.09 | 17.89 |
| Clarion Security LLC | \$101,779.34 | 16.19 |
| Dynamic Security, Inc. | \$86,338.35 | 19.08 |
| Inter-Con Security Systems, Inc. | \$65,910.00 | 25.00 |
| Universal Protection Service LLC dba Allied | | |
| Universal Security Services | \$103,970.28 | 15.85 |
| Walden Security | \$93,810.71 | 17.56 |