



## MEMORANDUM

DATE: March 21, 2002  
TO: The Contract File  
PREPARED BY: Enrique Acosta Jr.  
SUBJECT: Bid No. 2002-087 "Security Guard Services for the El Paso International Airport"

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### Summary

In accordance with State of Texas bidding requirements, formal bids were obtained for this acquisition. The solicitation when awarded will establish a contract for Security Guard Services at the El Paso International Airport. Akal Security has provided the Best Value Bid.

### Background Information

In January 2002, formal bids were requested from twenty-seven companies, including thirteen area companies, in accordance with State of Texas bidding requirements. This solicitation was listed on the City's Internet web page and advertised in the El Paso Times (published January 15 and 22, 2002).

Staff recommends award for the Security Guard Services for the El Paso International Airport to Akal Security; this vendor has provided the Best Value Bid. Staff has evaluated the bid and finds that it meets City specifications. This action will best serve the public interest.

Akal Security supplied the City with the names of previous projects of a similar nature performed by their firm. These projects included security guard services for the Honolulu International Airport, Lalaeloia Airport, FAA (Honolulu Control Facility), FAA (Southern California TRACON), City of Santa Fe (Parking) and US Marshals Service (Court Security Program).

All contacts that replied to the City's reference check reported that the quality of their work was very good to excellent, responsive to contract requirements, conducted in a timely and efficient manner and that firm was responsive to technical direction.

All employees are provided employer-sponsored Employee Medical Benefit Coverage. Currently, Akal Security offers fully paid employer-sponsored Employee Medical Benefit Coverage to 77% of its employees. Akal Security offers to the remainder of the employees (23%), employer-sponsored Employee Medical Benefit Coverage through payroll deduction. All employees are provided compensated days off for sick leave, vacation, holidays or personal necessity.

The Texas Commission on Private Security's web site verified that Akal Security's Guard Company License is current, active, and in good standing, that is, with no disciplinary actions/enforcements. Staff also reviewed the List of Parties Excluded from Federal Procurement and Nonprocurement Programs and found no adverse records (debarred, suspended or excluded from receiving Federal contracts) for Akal Security. Based on the firm's prior performance record, little doubt exists that the recommended bid will successfully perform the required effort.

Respectfully submitted,

Enrique Acosta Jr.  
Procurement Analyst

**BEST VALUE ASSESSMENT**Ruiz Protective  
Service, Inc.Mike Garcia Merchant  
Security, Inc.

Akai Security

Reputation of the Bidder and the Bidder's service.	Ruiz Protective Service, Inc. has not provided fully satisfactory service.	Firm has provided Contractor Performance Evaluations from the FAA, the DEA and the IRS. Evaluators are satisfied with firm's performance.	All contacts that replied to the City's reference check reported that the quality of their work was very good to excellent, responsive to contract requirements, conducted in a timely and efficient manner and that firm was responsive to technical direction.
The quality of the Bidder's past relationship with the City.	Ruiz Protective Service, Inc. has not provided fully satisfactory service.	No City of El Paso performance record available.	No City of El Paso performance record available.
Employee Medical Benefit Coverage and other benefits.	Currently, firm does not offer employer-sponsored Employee Medical Benefit Coverage. Firm states that if awarded the contract, employees assigned to work on the Airport's contract will be provided coverage, but no others.	Currently, firm only offers employer-sponsored Employee Medical Benefit Coverage to 55% of its employees.	Currently, firm offers fully paid employer-sponsored Employee Medical Benefit Coverage to 77% of its employees. Firm offers to the remainder of the employees (23%), employer-sponsored Employee Medical Benefit Coverage through payroll deduction.
Other benefits.	Only management staff of 8 employees is provided compensated days off for sick leave, vacation, holidays or personal necessity.	Only 22 employees are provided compensated days off for sick leave.	Employees are provided compensated days off for sick leave, vacation, holidays or personal necessity.

**BEST VALUE ASSESSMENT**Ruiz Protective  
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Security, Inc.

Akal Security

Certification and Training guidelines for personnel.	Ruiz Protective Service, Inc. has not provided fully satisfactory service.	Staff is satisfied with firm's Certification and Training guidelines for personnel.	Staff is satisfied with firm's Certification and Training guidelines for personnel.
Safety Program.	Ruiz Protective Service, Inc. has not provided fully satisfactory service.	Staff is satisfied with firm's Safety Program.	Staff is satisfied with firm's Safety Program. Firm states that employees assigned to work on the Airport's contract will be certified in CPR and First-Aid, as set forth by the American Red Cross.
Compliance in performing other contracts.	Ruiz Protective Service, Inc. has not provided fully satisfactory service.	Firm has provided Contractor Performance Evaluations from the FAA, the DEA and the IRS. Evaluators are satisfied with firm's performance.	Firm has provided numerous letters of commendation from the FAA, the US Marshals Service, the Hawaii DPS and the HDOT Airports Division. No City of El Paso performance record available. However, with firm's Past Performance Questionnaires, supplied by other government entities, little doubt exists that the recommended bid will successfully perform the required effort.

**Consent** Agenda for April 23, 2002

BID NO.:	2002-087	Security Guard Services for the El Paso International Airport
AWARD TO:	VENDOR:	Akal Security
		Espanola, NM
	ITEM:	All
	AMOUNT:	\$1,157,340.84 (estimated)

The Department of Aviation and Purchasing Departments recommend award as indicated as this vendor has provided the Best Value Bid.

This is a three (3) year Contract, for Security Guard Services at the El Paso International Airport. The contract is divided into two parts. Year 1 and year 2 will be at an estimated annual amount of \$381,757.38 for each year. Year 3 will be at an estimated annual amount of \$393,826.08.

The Contract will officially begin at 12:01 a.m., May 1, 2002.

Vendor offers the City the option of extending the term of the contract for twelve (12) additional months at the same unit prices, if the option is exercised within one (1) year or two (2) years from the date of award of the contract.

Vendor does not offer a prompt payment discount.

Department:	Department of Aviation
Funds available:	62620003-503121
Funding source:	Airport Operating Fund
Total amount:	\$1,157,340.84 (estimated)
District(s):	3