

Date: March 27, 2024

To: Board of Directors

From: Sam Desue, Jr.



Subject: RESOLUTION NO. 24-03-19 OF THE TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A CONTRACT WITH UNIVERSAL PROTECTIVE SERVICE, LP, dba ALLIED UNIVERSAL SECURITY SERVICES (ALLIED) TO PROVIDE TRANSIT SECURITY SERVICES

1. Purpose of Item

This Resolution requests that the TriMet Board of Directors (Board) authorize the General Manager or his designee to execute a contract with Universal Protective Service, LP, dba Allied Universal Security Services (Allied) to provide transit security services (Contract).

2. Type of Agenda Item

- ☒ Initial Contract
☐ Contract Modification
☐ Other _____

3. Type of Contract Procurement

- ☐ Low Bid / Invitation to Bid (ITB)
☒ Request for Proposals (RFP) (inc. CM/GC)
☐ Request for Qualifications (RFQ) (Personal Services)
☐ Other (inc. sole source) _____

4. Reason for Board Action

Board authorization is required for all contracts obligating TriMet to pay in excess of \$1,000,000.

5. Type of Action

- ☒ Resolution
☐ Ordinance 1st Reading
☐ Ordinance 2nd Reading
☐ Other _____

6. Background

It is essential for TriMet to provide a high level of security throughout the TriMet system for the benefit of our customers, employees and the general public. Since 1988, TriMet has used contracted transit security services to support the work of the Transit Police Division.

TriMet's use of these unarmed transit security officers has been an extremely effective and cost-efficient way for the Agency to provide a visible security presence on the transit system and supplement its security activities.

These officers are radio-equipped and deployed at TriMet facilities, transit stations, MAX trains and buses throughout the District. They provide a uniformed presence to maintain order, deter crime, and encourage overall compliance with TriMet rules and regulations. They routinely ride trains, patrol transit centers and park and rides, and are stationed at specific locations to assist with employee and customer safety, and crowd control during special events, such as the Rose Festival and Race for the Cure. Their actions help ensure the safe movement of the public around transit vehicles.

Demand for these services continued to increase during the five years of the current contract due to large construction and/or track rehabilitation projects requiring a security presence, non-TriMet public events where TriMet provided additional security services, and recommendations arising from the Reimagining Public Safety Initiative. TriMet currently funds approximately 160 unarmed, uniformed transit security officers, but wishes to expand the ranks of its security personnel to as many as 240 officers.

Because the current security services contract expires on April 29, 2024, TriMet elected to issue a new solicitation for the services.

7. **Description of Procurement Process**

TriMet utilized a competitive Request for Proposals (RFP) process to select a contractor to provide the services. The RFP was issued on December 4, 2023, with a due date of January 9, 2024. A total of 184 vendors were notified of the RFP via TriMet's eProcurement System (TriP\$) website. Ten firms submitted proposals. Only eight of the ten firms submitted responsive proposals.

A Source Evaluation Committee (SEC) comprised of staff from TriMet's Safety & Security, Legal, and Maintenance Operations Divisions reviewed and evaluated the eight proposals. The evaluation criteria included: (1) qualifications of the proposer; (2) qualifications of the staff; (3) COBID Certification; (4) diversity in employment and contracting; (5) understanding of the work; and (6) price.

Scores of the eight proposers are as follows:

Possible Points	Allied Universal Security	American Guard Services	Cascadia Global Security	Fortified Int'l
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Evaluation Criteria

Qualifications of Proposer	15	15.0	10.0	9.5	7.3
Qualifications of Staff	15	14.3	10.5	10.8	7.3
COBID Certification	5	0.0	0.0	0.0	0.0
Diversity in Employment & Contracting	15	14.3	9.5	13.5	9.3
Understanding of the Work	30	28.8	21.3	23.8	16.8
Technical Proposal Totals . . .	80	72.4	51.3	57.6	40.7

Possible Points	Inter-Con Security Systems	Int'l Tactical Security	Portland Patrol	PPC Solutions
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Evaluation Criteria

Qualifications of Proposer	15	13.5	4.8	11.0	11.3
Qualifications of Staff	15	13.5	5.5	12.0	11.0
COBID Certification	5	0.0	5.0	0.0	0.0
Diversity in Employment & Contracting	15	14.5	8.8	10.0	12.0
Understanding of the Work	30	26.3	12.5	24.0	21.3
Technical Proposal Totals . . .	80	67.8	36.6	57.0	55.6

After evaluating the proposals, the SEC shortlisted Allied and Inter-Con Security (ICS) to the Competitive Finalist range and the SEC opened their price proposals. The SEC then asked both vendors to submit a Best and Final Offer (BAFO) to answer questions and to revise pricing. TriMet received both BAFOs prior to February 9, 2024.

Both vendors' initial pricing and initial scores, and BAFO pricing and final scores are summarized below:

Possible Points	Allied Universal Security	Inter-Con Security Systems
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Evaluation Criteria

Qualifications of Proposer	15	15.0	13.5
Qualifications of Staff	15	14.3	13.5
COBID Certification	5	0.0	0.0
Diversity in Employment & Contracting	15	14.3	14.5
Understanding of the Work	30	28.8	26.3
Technical Proposal Totals . . .	80	72.4	67.8

Initial Price Proposals . . .	\$130,741,579	\$148,961,472
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BAFO Price Proposals . . .	\$127,507,887	\$148,961,472
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Price & BAFO Proposal Totals . . .	20	20.0	17.6
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Initial & Final Total Scores . . .	100	92.4	85.4
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Note that Inter-Con did not alter its pricing for the BAFO phase, therefore its scores remained unchanged.

Allied's proposal was scored highest and the SEC found that it represented the overall best value to TriMet. Allied proposed a robust staff and has a company presence in the Portland metropolitan area. Allied has an excellent relationship with TriMet, and knows our system better than any security contractor in or out of the area. The SEC also determined that Allied thoroughly demonstrated its ability to respond to TriMet's needs and would be able to

effectively represent TriMet's interests. In addition, Allied's proposal was found to be fair and reasonable based on rates charged from its prior TriMet contracts for similar services, and in comparison with TriMet's Independent Cost Estimate (ICE) of \$147,609,000 for a five-year contract term. Accordingly, staff recommends award of the contract to Allied.

The proposed contract with Allied will have an initial three-year term, with TriMet's unilateral option to extend the contract for two additional one-year terms. TriMet will also retain the right, at its sole discretion, to terminate the contract for convenience during the five-year period. Price adjustments will only be permitted if TriMet requests additional staff or services from Allied, otherwise Allied is locked into its BAFO pricing for the entire five-year Contract.

8. Diversity

Allied's total nationwide employee count is 261,795, and its workforce is 59.8% minority and 32.4% female. Allied will employ ACE Private Security, a local COBID-certified DBE/MBE/WBE contractor, to perform approximately 1.5% of the services to be provided (\$1,900,000) under this Contract.

9. Financial/Budget Impact

The cost of these security services will be included in the Safety & Security Division's projected annual budgets over the next five years.

10. Impact if Not Approved

Continuing to fund these services is necessary to ensure the safe movement of the public on and around TriMet's transit system. If the Resolution is not approved, TriMet will need to re-procure these services, but it is highly unlikely that re-soliciting will achieve better quality, price, or broader participation. Failure to approve this Resolution could result in diminished security on the transit system and create significant safety hazards to the public, staff, and TriMet facilities. Approval of this Resolution is strongly recommended.

RESOLUTION NO. 24-03-19

**RESOLUTION NO. 24-03-19 OF THE TRI-COUNTY METROPOLITAN
TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A
CONTRACT WITH UNIVERSAL PROTECTIVE SERVICE, LP, dba ALLIED
UNIVERSAL SECURITY SERVICES (ALLIED) TO PROVIDE TRANSIT
SECURITY SERVICES**

WHEREAS, TriMet has authority under ORS 267.200 to enter into a contract with Universal Protective Service, LP, dba Allied Universal Security Services (Allied) to provide transit security services (Contract); and

WHEREAS, by Resolution dated May 25, 2022, the TriMet Board of Directors (Board) adopted a Statement of Policies requiring the Board to authorize contracts obligating TriMet to pay in excess of \$1,000,000; and

WHEREAS, the total amount of the Contract exceeds \$1,000,000.

NOW, THEREFORE, BE IT RESOLVED:

1. That the Contract shall conform with applicable law.
2. That the General Manager or his designee is authorized to execute the Contract in an amount of \$127,507,887, with the actual expenditure based on the cost of services provided over the Contract's potential five-year term.

Dated: March 27, 2024

Presiding Officer

Attest:

Recording Secretary

Approved as to Legal Sufficiency:



Legal Department