



OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT
Governmental Center Annex

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MEMORANDUM

DATE: September 30, 2021

TO: Felicia McRae, Purchasing Agent Senior
Purchasing Division

THRU: Sandy-Michael McDonald, Director
Office of Economic and Small Business Development

FROM: Maribel Feliciano, Assistant Director
Office of Economic and Small Business Development

RE: **RFQ Two-Step: GEN2119058R1- General Security Guard Services at Various County Facilities**
County Business Enterprise (CBE) Evaluation

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This memorandum supersedes the September 14, 2021 memorandum.

The Office of Economic and Small Business Development (OESBD) has conducted a review of the respondents' compliance with the CBE program requirements for the solicitation. In terms of the CBE requirements, this procurement involves a Two-Step Process. For Step One, vendors must submit a Contractor Assurance Statement with their submittal acknowledging the CBE goal and agree to engage in good faith effort solicitation of CBE firms to achieve the goal program's requirements.

For Step Two, qualified vendors are required to submit a Letter of Intent (LOI) between the prime Bidder/Offeror and the CBE Subcontractor/Supplier for each certified CBE firm the vendor intends to use to achieve the assigned CBE participation goal. This RFQ consisted of three (3) groups. Group 1 has a 25% CBE Goal. Groups 2 and 3 are CBE Reserves. Since all three groups have CBE program requirements, LOIs were requested from vendors who submitted proposals for all three (3) groups at the time of this compliance review. An overview of the CBE provisions recommended for each of the three (3) groups for this contract is provided below:

Group 1 CBE Requirement: 25% CBE Goal
Group 2 CBE Requirement: CBE Reserve
Group 3 CBE Requirement: CBE Reserve

Overview of CBE Compliance Evaluation RFQ GEN2119058R1 (Step-One): The following is summary the seven (7) proposers required to submit Contractors Assurance Statements for Group 1 of the RFQ process:

Met the CBE Requirements for submittal of Contractor Assurance Statement:

Allied Universal Security Services
Centurion Security Group, LLC
Regions Security Services, Inc.
Security Alliance
Westmoreland Protection Agency, LLC

Did not meet the CBE Requirements for submittal of Contractor Assurance Statement:

F1rst Tactical Solutions, LLC
Kent Security Services, Inc.

Compliance Comments for Contractor Assurance Statement (Step-One):

Allied Universal Security Services; Centurion Security Group, LLC; Regions Security Services, Inc.; Security Alliance and Westmoreland Protection Agency, LLC provided the completed and signed Contractor Assurance Statements. Therefore, they are compliant with the CBE program requirements of the solicitation.

F1rst Tactical Solutions, Inc. and Kent Security Services, Inc. did not submit a Contractor Assurance Statement with their bid package. The firms were given three (3) business days to complete and submit the form to OESBD. Both firms did not submit any additional information. Therefore, F1rst Tactical Solutions, LLC and Kent Security Services, Inc. are not in compliance with the CBE program requirements of the solicitation.

Overview of CBE Compliance Evaluation RFQ GEN2119058R1 (Step- Two): For Step-Two of the RFQ process, OESBD requested Letters of Intent (LOIs) from all nine vendors who intend to use CBE subcontractors to meet the 25% goal for Group 1 and the CBE Reserve for Groups 2 and 3 which requires 100% CBE participation.

Met the CBE Requirements (Group 1):

<u>Firms</u>	<u>Category</u>	<u>Percentage</u>
Allied Universal Security Services (prime)		
Haynes Security Services, Inc.	CBE	25%
Centurion Security Group, LLC (prime)		
Action Group MGMT, LLC	CBE	2%
King Intelligence and Security Services, Inc.	CBE	18%
Veterans Security Corps of America, Inc.	CBE	20%
Total:		40%
Regions Security Services, Inc. (prime)		
I Watch Services, Inc.	CBE	25%

County Business Enterprise (CBE) Evaluation

Met the CBE Requirements (Group 1) (cont.):

<u>Firms</u>	<u>Category</u>	<u>Percentage</u>
Security Alliance (prime) Haynes Security Services, Inc.	CBE	25%
Westmoreland Protection Agency (prime) Bright Light Security Services, LLC	CBE	25%

Did not meet the CBE Requirements (Group 1):

<u>Firms</u>	<u>Category</u>	<u>Percentage</u>
F1rst Tactical Solutions, LLC (prime)	Non-CBE	0%
Kent Security Services, Inc. (prime)	Non-CBE	0%

Met the CBE Reserve Requirements (Group 2)

<u>Firm</u>	<u>Category</u>	<u>Percentage</u>
King Intelligence and Security Services (prime)	CBE	100%
Veterans Security Corps of America, Inc. (prime) Action Group MGMT, LLC	CBE	98%
	CBE	2%
Total:		100%

Did not meet the CBE Reserve Program Requirements but committed to CBE

Participation for Group 2

<u>Firm</u>	<u>Category</u>	<u>Percentage</u>
Centurion Security Group, LLC (prime)	Non-CBE	
Action Group MGMT, LLC	CBE	2%
King Intelligence and Security Services, Inc.	CBE	18%
Veterans Security Corps of America, Inc.	CBE	20%
Total:		40%

Met the CBE Reserve Requirements (Group 3)

<u>Firm</u>	<u>Category</u>	<u>Percentage</u>
King Intelligence and Security Services (prime)	CBE	100%
Veterans Security Corps of America, Inc. (prime) Action Group MGMT, LLC	CBE	98%
	CBE	2%
Total:		100%

Did not meet the CBE Reserve Program Requirements but committed to CBE

Participation for Group 3

<u>Firm</u>	<u>Category</u>	<u>Percentage</u>
Centurion Security Group, LLC (prime)	Non-CBE	
Action Group MGMT, LLC	CBE	2%
King Intelligence and Security Services, Inc.	CBE	18%
Veterans Security Corps of America, Inc.	CBE	20%
Total:		40%

Compliance Comments for Step- Two (Group 1):

Centurion Security Group, LLC submitted all the required documentation with their proposal; therefore, they are deemed compliant with the CBE program requirements for Group 1 of the solicitation.

Allied Universal Security Services; Regions Security Services, Inc.; Security Alliance and Westmoreland Protection Agency initially did not submit CBE Letters of Intent (LOIs) with their proposals. The firms were given three (3) business days to provide their CBE commitment on the required LOI form and/or provide proof of their good faith efforts. The required information was submitted within the required timeframe. Therefore, Allied Universal Security Services; Regions Security Services, Inc.; Security Alliance and Westmoreland Protection Agency are in compliance with the CBE program requirements for Group 1 of the solicitation.

F1st Tactical Solutions, LLC and Kent Security Services, Inc. initially did not submit executed CBE Letters of Intent (LOIs) with their bid packages. The firms were given three (3) business days to provide their CBE commitment on the required LOI form and/or provide documentation of their good faith efforts. Both firms did not submit any additional information; therefore, F1st Tactical Solutions, LLC and Kent Security Services, Inc. are not in compliance with the CBE program requirements for Group 1 of the solicitation.

Compliance Comments for Step-Two (Groups 2 and 3):

King Intelligence and Security Services and Veterans Security Corps of America, Inc. submitted their CBE documentation and are compliant with the CBE Reserve requirements for Groups 2 and 3 of the solicitation.

Centurion Security Group, LLC is not a CBE certified firm with Broward County and therefore; did not meet the CBE Reserve Program requirements for Groups 2 and 3 of the solicitation.

Centurion Security Group, LLC submitted CBE Letters of Intent (LOIs) listing the following CBE certified firms: Action Group MGMT, LLC; King Intelligence and Security Services, Inc. and Veteran Security Corps of America for a total of 40% CBE participation with their proposal. Therefore, Centurion Security Group, LLC met the CBE goal requirement for Groups 2 and 3 of the solicitation.

Compliance Comments (cont.):

Pursuant to Section 1-81.3(f) of the Broward County Business Opportunity (the Act), Solicitations Involving Reserves. When a CBE reserve is established in connection with a County solicitation, CBEs and nonCBEs may respond to the solicitation. If a CBE with capacity to perform the work submits a responsive and responsible Bid or Proposal, the work will be awarded to the CBE that submits the lowest responsive and responsible Bid, or the highest-ranked responsive and responsible Proposal, subject to the conditions stated below (and consistent with all applicable terms and conditions of the County's Procurement Code and subject to entering into an agreement acceptable to the County). The CBE with the lowest responsive and responsible Bid, or with the highest-ranked responsive and responsible Proposal, as compared to all other CBEs (the "CBE Presumptive Awardee"), shall be awarded the contract if the CBE Presumptive Awardee meets the following requirements, as applicable:

- (1) Monetary Differential: The total Bid or Proposal amount of the CBE Presumptive Awardee: (a)(i) does not exceed Three Million Dollars (\$3,000,000) and (ii) does not exceed the total amount of the lowest responsive and responsible Bid, or the total amount of the highest-ranked responsive and responsible Proposal, as applicable, from a nonCBE by more than ten percent (10%); or (b)(i) exceeds Three Million Dollars (\$3,000,000) and (ii) does not exceed the total amount of the lowest responsive and responsible Bid, or the total amount of the highest-ranked responsive and responsible Proposal, as applicable, from a nonCBE by more than five percent (5%); and
- (2) Points Differential: For competitive solicitations in which the Proposals are assigned point totals, after deducting the points awarded for price from the total points awarded to each applicable Proposal, the total points assigned to the CBE Presumptive Awardee: (a) for Proposals that do not exceed Three Million Dollars (\$3,000,000), are not more than ten percent (10%) less than the total points assigned to the highest-ranked responsive and responsible nonCBE; or (b) for Proposals that exceed Three Million Dollars (\$3,000,000), are not more than five percent (5%) less than the total points assigned to the highest-ranked responsive and responsible nonCBE.

If the CBE Presumptive Awardee does not meet the above requirements, as applicable, then the CBE with the next lowest responsive and responsible Bid, or the next highest-ranked responsive and responsible Proposal, as compared to all other CBEs, will be deemed the CBE Presumptive Awardee and awarded the contract if the CBE Presumptive Awardee meets the above requirements, as applicable.

If no CBE Presumptive Awardee meets the above requirements, as applicable, the award shall be made to the nonCBE that submits the lowest responsive and responsible Bid, or the highest-ranked responsive and responsible Proposal, provided the Director of that would be eligible to receive the contract award; and (b) the Director of Purchasing issues a written determination that the delay occasioned by resolicitation would not materially harm the County's interests. If a nonCBE is awarded the contract because no CBE with capacity to perform the work submits a responsive and responsible Bid or Proposal, or because no

Compliance Comments (cont.):

CBE meets the applicable requirements stated above, any contract awarded to a nonCBE must include at least a twenty-five percent (25%) CBE goal (unless the CBE goal is waived or otherwise modified by Board action).

Purchasing determines the total amount of the Bid or Proposal is fair and reasonable, unless (a) the Director of OESBD issues a written determination that resolicitation with modified specifications is likely to result in one or more Bids or Proposals from CBEs that would be eligible to receive the contract award; and (b) the Director of Purchasing issues a written determination that the delay occasioned by resolicitation would not materially harm the County's interests. If a nonCBE is awarded the contract because no CBE with capacity to perform the work submits a responsive and responsible Bid or Proposal, or because no CBE meets the applicable requirements stated above, any contract awarded to a nonCBE must include at least a twenty-five percent (25%) CBE goal (unless the CBE goal is waived or otherwise modified by Board action).

CBE Compliance History:

The following is a report of the respondents' CBE compliance history for active and completed projects within the last five (5) years of the RFP opening date of August 4th, 2021. OESBD cannot report CBE Compliance history of active projects for Centurion Security Group, LLC; F1rst Tactical Solutions, LLC; Kent Security Services; King Intelligence & Security Services; Region Security Services, Inc.; Security Alliance and Veterans Security Corps of America, Inc. due to no active or completed projects exist within the last five (5) years of the RFQ's opening date for these firms.

Allied Universal Security Services has the following active project with CBE goals:

Project Name	Project Number	Amount Paid to CBE Firms
Broward County Airport and Seaport Security Services	R1311116P1	\$7,815,040.89

Source: ALTs, I Contract Central and MURs.

Westmoreland Protection Agency has the following active project with CBE goals:

Project Name	Project Number	Amount Paid to CBE Firms
Security Guard Services for Broward County- CBE Reserve	R1326208P1	\$12,989,664.88

Source: ALTS, I Contract Central and MURs.

cc: Scott Campbell, Director, FMD
James Vose, Jr., Small Business Development Specialist, OESBD