



Date: May 24, 2016

To: THE TRUSTEES

From: THE PRESIDENT and CHIEF EXECUTIVE OFFICER

Subject: **Procurement (Services) Contract –
SENY and WPO Facilities – Uniformed
Security Guard Services – Contract Award**

SUMMARY

The Trustees are requested to approve the award of a five-year contract in the amount of \$15 million to G4S Secure Solutions USA, Inc. (“G4S”) of Elmsford, NY to provide uniformed security guard services at NYPA facilities in the Southeast New York (“SENY”) Region and at the White Plains Office.

Interim approval of this contract in the amount of \$750,000 was authorized in accordance with the Authority’s Guidelines for Procurement Contracts and Expenditure Authorization Procedures, subject to approval by the Board of Trustees at its May 24, 2016 meeting.

BACKGROUND

Section 2879 of the Public Authorities Law and the Authority’s Guidelines for Procurement Contracts require the Trustees’ approval for procurement contracts involving services to be rendered for a period in excess of one year.

The Authority’s Expenditure Authorization Procedures (“EAPs”) require the Trustees’ approval for the award of non-personal services, construction, equipment purchase or non-procurement contracts in excess of \$3 million, as well as personal services contracts in excess of \$1 million if low bidder, or \$500,000 if sole-source, single-source or non-low bidder.

The uniformed security guard services contract provides for NYS Licensed Security Guards to be posted at NYPA’s White Plains Office and SENY facilities on a 24x7 basis, 365 days a year. Security guard services also include real-time monitoring of security systems, processing visitors, conducting security patrols, writing reports, maintaining logs, and responding to incidents. Additionally, the uniformed security guard services contract will require that the contractor supply equipment, materials and supplies, including uniforms. In addition, separate security guard coverage may be required in response to emergency or contingency events.

DISCUSSION

In response to the Authority’s Request for Proposal (“RFP”) (Q15-5927RM) advertised in the New York State *Contract Reporter* on December 8, 2015, eighty-six (86) firms downloaded the bid document and fifteen (15) proposals were received on January 7, 2016. Each bidder

was requested to submit itemized hourly rates as well as to demonstrate how they would fulfill the requirements included in the Authority's RFP. Based on the review of the bids the six (6) most qualified bidders were interviewed during qualification meetings. The other nine (9) proposals were evaluated and deemed incomplete, unacceptable, not qualified, or not as robust, as further set forth in the separate Award Recommendation memo. The hourly rates provided by "G4S" were among the lowest across all categories and were the lowest for a standard security officer. In addition to the core services, G4S demonstrated the ability to provide additional value by offering, at no additional cost, a number of program elements including a training program supported by an ISO-registered training institute, a flex force of trained and vetted security guards that can be deployed, as needed, and access to a management software portal. Based on the foregoing, staff recommends the award of a contract to "G4S", which offers the most robust solution at a reasonable cost.

FISCAL INFORMATION

Funding for this contract will be provided by each facility and has been included in the Operations budget.

RECOMMENDATION

The Vice President – Technical Compliance and the Vice President – Procurement recommend that the Trustees authorize the award of a \$15 million contract for a five-year period from June, 2016 to May, 2020 to G4S Secure Solutions USA, Inc. ("G4S") of Elmsford, NY to provide for uniformed security guard services at NYPA's Facilities in the Southeast New York ("SENY") Region and at the White Plains Office.

For the reasons stated, I recommend the approval of the above-requested action by adoption of the resolution below.

Gil C. Quiniones
President and Chief Executive Officer

RESOLUTION

RESOLVED, That pursuant to the Guidelines for Procurement Contracts adopted by the Authority and the Authority’s Expenditure Authorization Procedures, the Trustees hereby authorize the award of a five-year contract to G4S Secure Solutions USA, Inc. of Elmsford, New York, in the amount of \$15 million, to provide for Uniformed Security Guard Services at NYPA’s facilities in the Southeast New York (“SENY”) Region and at the White Plains Office, as recommended in the foregoing memorandum of the President and Chief Executive Officer;

Contractor

**G4S Secure Solutions USA, Inc.
Elmsford, NY
(Q15-5927RM)**

Contract Approval

\$15,000,000

AND BE IT FURTHER RESOLVED, That the Chairman, the Vice Chairman, the President and Chief Executive Officer, the Chief Operating Officer, all other officers of the Authority and the Vice President of Procurement are, and each of them hereby is, authorized on behalf of the Authority to do any and all things, take any and all actions and execute and deliver any and all agreements, certificates and other documents to effectuate the foregoing resolution, subject to the approval of the form thereof by the Executive Vice President and General Counsel.