



CITY OF RAPID CITY

Department of Parks and Recreation

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To: Public Works Committee, City Council
From: Scott Anderson, Parks Division Manager
Subject: RFP for Parks and Recreation Security Services
Date: September 27, 2017

We received two proposals for Security Services. The selection process is based on the following criteria:

1. Applicants experience & references – 25%
2. Availability of staff to cover the required services – 25%
3. Service cost – 50%

Criteria #1: Applicants Experience & References

Mountain States Security

30 years in the business with over 75 years of combined experience between law enforcement and military veterans.

References:

Midtown Plaza, Matt Batchelder:

Confirmed that MSS is currently providing security services for them and have been since 2004. To date Mr. Batchelder is very impressed with their performance and has had virtually no negative issues in that time.

Black Hills Energy, Rod Hubbard:

Confirmed that MSS is currently providing security services for them at the construction site of their new building. Mr. Hubbard expressed that he has no complaints and has been satisfied with their service.

Big D Oil, Monica Hargens:

Confirmed that MSS is currently providing security services for them and have been for a number of years. Ms. Hargens expressed that she is very satisfied with their work and they are accommodating when they need to add a store to the contract or change something.

Black Hill Surgical Hospital, Greg Loos – No Response.

Black Hills Patrol

Over 50 years of law enforcement experience amongst their management team

References

Moyle Petroleum, Doug Smith:

Confirmed that BHP is currently providing security services along with a courier service that delivers monetary deposit to the bank. M. Smith expressed that he is satisfied with the service BHP has provided and they are willing to work with differing situations and have no problems with changing schedules. They are willing to please their customers and are flexible.

Rafter J Resort, Todd George:

Confirmed that BHP is currently providing security services for them. Mr. George expressed that BHP has been outstanding to work with and are very professional in their duties and appearance. They have been dependable and accommodating and easy to contact at all hours.

Bear Country, Shannon Ballard:

Confirmed that BHP has provided security services for them in the past. The service is no longer needed at Bear Country. Ms. Ballard expressed that she was satisfied with the services that were provided by BHP and that she would highly recommend them.

Presidential Hospitality, Tim Johnson – No Response

Criteria #2: Available Staff to Cover Required Services

Mountain States Security

15 available staff to cover required services. Use of the Deggy Tour Guard System to prove exactly when, specifically where and what they inspected at a client's location. Easily provide monthly or weekly logs at client's request.

Black Hills Patrol

40 available staff to cover required services. BHP will divide locations amongst two nightly patrols to allow for quicker response for issues at the locations. Will provide 3 nightly patrols at designated facilities.

Criteria #3: Service Cost

Mountain States Security

Total cost for security services \$25,434.15

Black Hills Patrol

Total cost for security services \$26,012.50

Conclusion

With the three criteria considered, both the proposals meet the qualifications and are very comparable on all three counts.

MSS has an edge on the experience with over 30 years in business and 75 combined years of law enforcement and military experience compared to BHP which boasts 50 years of law enforcement experience amongst their management team.

BHP would have an edge on the available staff to cover the required services as it employs 40 staff compared to 15 for MSS.

With the service cost accounting for 50% of the weight of the selection, MSS has a slight advantage with lower cost by \$578.35. That equates to a cost that is 2% lower than BHP.

I recommend to award the contract for security services for the City of Rapid City Parks & Recreation Department to **Mountain States Security**.