COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 901933

### for

HOTEL SECURITY GUARD SERVICES

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This RFQ Q&A will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

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**Responses to Written Questions**

1. Do you anticipate extending the bid due date?
   1. **The County will not be extending the due date barring any changes in the requirements of the RFP.**
2. What additional details are you willing to provide, if any, beyond what is stated in bid documents concerning how you will identify the winning bid?
   1. **The County will select the bidder whose proposal is complete, meets the requirements of the RFP, and scores the highest based on the RFP’s Evaluation Criteria (Section F. EVALUATION CRITERIA/SELECTION COMMITTEE).**
3. Was this bid posted to the nationwide free bid notification website [www.mygovwatch.com/free](http://www.mygovwatch.com/free)?
   1. **The RFP was posted on the County’s website on July 17, 2020 and an EGOV bulletin was sent to 4010 subscribers of GSA Professional Services - Current Contracting Opportunities. The ad for this RFP was advertised in The Inter-City Express on July 22, 2020 and the Oakland Post on July 29, 2020. An email was also sent to the Chambers of Commerce e-mail group.]**
4. We believe the guards need radios. We did not see a radio nor a cell phone requirement. Was this requirement in the RFP or was it just missed?
   1. **The contracted shelter operator provides radios to the assigned guards.**
5. Please explain the difference we see on the Bid Response Packet Page 18 wherein it shows 4 guards for example at 8350 Edes Ave. Oakland, 7 days per week during 3 shifts versus the bid Spreadsheet which states there are 2 guards, 7 days per week during 3 shifts. Which is correct and the number of FTE’s we should base our bid on?
   1. **Numbers/quantities on the Bid Form are estimates and are not to be construed as commitment. The Site Shift Requirements reflects the County’s needs to date and may be subject to change. The County also reserves the right to delete or remove any location(s) from the contract.**
6. What Medical Grade PPE will the County Supply for the Guards and Supervisors who will come in contact with COVID-19 positive residents? It is next to impossible for anyone outside of the medical community to get medical grade PPE right now.
   1. **The County will provide PPE to all security guards appropriate for the particular assignment. In general, security guards working at Operation Safer Ground hotel sites will be issued surgical masks and gloves. At Operation Comfort sites, guards will be issued N-95 respirator masks and gloves. In general, guards are not expected to enter a guest’s room, but if it is necessary to enter a guest’s room additional PPE consisting of a disposable gown and face shield will be issues.**
7. In the RFP it says that extremely vulnerable individuals experiencing homelessness will be housed with other persons who have tested positive for COVID-19. This hasn’t worked out in New York City in Nursing Homes. How will this work in the hotels?
   1. **The County of Alameda is currently utilizing hotels as non-congregate shelter sites for individuals referred by the Alameda County Health Care Services Agency to be temporarily isolated from others due to their being at-risk or tested positive for COVID-19. Individuals who are COVID-19 positive are housed separately from those not COVID positive but at risk due to certain factors (age, certain chronic health conditions).**
8. Will the County be paying for the disinfecting of the uniforms as this will of course cost extra and reduce the useful life of the uniforms making them need replacement often.
   1. **The County will not be paying for disinfecting the guard uniforms.**
9. Please spell out the day to day supervisory responsibilities for Guard Supervisors if they go beyond the normal being sure the guard is in place and properly attired, etc.
   1. **Section D. 5. b. Security Guard Supervisor states:**

**“[Bidder must ensure that the Security Guard Supervisor] Can perform the duties of Security Guard, with additional duties to include but are not limited to:**

**(1) Performing various day-to-day supervisory responsibilities for Security Guard’s under his/her command;**

**(2) Serving as a liaison to the County;**

**(3) Preparing shift schedules;**

**(4) Training replacement Security Guards;**

**(5) Ensuring post orders are updated and complete, inspecting and ensuring that Security Guards are in compliance with all agreement requirements, reviewing Security Guard reports;**

**(6) Disciplining Security Guards, when necessary; and reporting directly to the Contractor or the County. When not performing administrative responsibilities, the Security Guard Supervisor will assume routine patrol duties. The County may modify the Security Guard Supervisor’s duties to fit its needs.**

1. In order to protect the County and the Security Company, will the County provide Body Cameras for the Guards and Supervisors?
   1. **The County will not be providing Body Cameras.**
2. Can you separate the opportunities into two or three groups instead of giving the business to one firm? This has been done with other agencies in the past.
   1. **The County reserves the right to award to however many contractors it sees fit in provision of the required services.**
3. Who is the current incumbent?
   1. **Good Guard Security Services.**
4. When was the current incumbent awarded the contract?
   1. **Contract start date was 5/1/2020.**
5. What was the amount spent on this contract last year?
   1. **This contract is new and specific to the County’s response to COVID-19.**
6. How many guards are required for each location?
   1. **Please see Site Shift Requirements (page 18) of Exhibit A – Bid Response Packet.**
7. Beyond the state and federal minimum wage, is there a prevailing wage, living wage ordinance, local mandated wage, or contract-specific wage?
   1. **Federal and State Minimum Wage Laws apply. The County is not imposing any additional requirements regarding wages.**
8. Is the current contract using vehicles? If yes, how many?
   1. **Vehicles are not used as part of the current contract.**
9. We understand this bid will be submitted online. Does the County require a hard copy of the technical proposal as well?
   1. **All proposals in response to this RFP must be submitted through the Alameda County EZ Sourcing portal as laid out in the RFP Document. Written hard copy proposals are not required and will not be accepted.**
10. The proposal has 2 due dates, is the due date August 10th or August 11th?
    1. **Bid Response due date is August 11, 2020, 2:00 p.m.**
11. Will armed officers be needed in event of special request?
    1. **Armed officers are not required as part of this RFP.**
12. Are any of the hotels union sites?
    1. **No, none of the hotels are union sites.**
13. What special equipment are needed (i.e. radios, metal detectors, security wands, etc.)?
    1. **No special equipment is required.**
14. Will there be any patrol details that will require vehicles such as bikes, trikes, golf carts, and/or cars?
    1. **See A17.**
15. Is this project FEMA funded?
    1. **This project is partially FEMA funded.**
16. Does the County currently have security at the sites?
    1. **Yes, the County has security services provided at the sites.**
17. How are mandatory meal and rest periods handled? Is the selected vendor able to stagger the breaks to ensure only one post is not present per time or is the expectation that all shifts are filled at all times and break relief is needed?
    1. **The County expects all shifts to be covered at all times.**
18. Is subcontracting 20% to a Small Local Emerging Business (SLEB) required for this contract?
    1. **Please see Addendum No. 1. The RFP does not have any SLEB requirements.**
19. Is the County exempt from payment of state and local sales and use taxes?
    1. **The County pays for state and local sales and use tax as necessary.**
20. Section I.D.1.b of the RFP states:
21. Contractor shall have no more than three (3) warnings or three (3) fines issued within five (5) years preceding the Agreement Start Date for violations of the Business and Professions Code, Chapter 11.5, Article 3, Section 7582 et seq. Exceeding three (3) warnings or three (3) fines issued by BSIS during the Agreement term may be cause for contract termination.

Will the County entertain proposals submitted by bidders that cannot satisfy the criteria stated in the cited section, provided a statement disclosing all fines which includes the date of issuance, amount of the fine and description of the infraction is also submitted with the bid for the County’s review and consideration?

* 1. **The County stands by its requirements and will evaluate bidders accordingly.**

### EXHIBIT C

VENDOR LIST

RFP No. 901933 – Hotel Security Guard Services

Below is the Vendor Bid List for this project consisting of vendors who have been issued a copy of this RFP. This Vendor Bid List is being provided for informational purposes to assist bidders in making contact with other businesses as needed to develop local small and emerging business subcontracting relationships to meet the requirements of the Small Local Emerging Business (SLEB) Program: <http://www.acgov.org/gsa/departments/purchasing/policy/slebpref.htm>.

| **RFP No. 901933** | | | | | | |
| --- | --- | --- | --- | --- | --- | --- |
| **Business Name** | **Contact Name** | **Contact Phone** | **Address** | **City** | **ST** | **Email** |
| Fisher Executive Protection | Ana Chretien | (510) 436-0666 | 1840 Embarcadero | Oakland | CA | ana@abcsecurityservice.com |
| G4S Secure Solutions USA | Ray Thrower | (800) 872-1666 | 1840 Embarcadero | Oakland | CA | [ray@abcsecurityservice.com](mailto:ray@abcsecurityservice.com) |
| Guardsmark, GP | Isaac DelaFuente | (510) 485-3454 | 1840 Embarcadero | Oakland | CA | issac@abcsecurityservice.com |
| HC Solutions, Inc. | Mohamed Ahmed | (888) 471-1128 | 2151 Salvio St., Suite 260 | Concord | CA | mohamed@admiralss.com |
| HC Solutions, Inc. | Allison Lukanich | (916) 943-5228 | 100 Hegenberger Rd., Ste 130 | Oakland | CA | Allison.lukanich@aus.com |
| Integral Protection Inc. | Greg Feldman | (510) 562-7606 | 100 Hegenberger Rd., Ste 130 | Oakland | CA | Greg.feldman@aus.com |
| International Protection & Inv | Nicole Salisbury | (424) 213-4092 | 1299 E Artesia Blvd., Ste. 200 | Carson | CA | marketing@americanguardservices.com |
| International Protection & Investigation | Nagah Abdelshahid |  |  |  |  | NAbdelshahid@americanguardservices.com |
| National Security Industries | K. Animasnaun | (510) 652-6833 | 4122 Broadway | Oakland | CA | segun@anisecurity.net |
| Nu-Way Security and Investigative Services, Inc | Charles Jolivet | (510) 652-6833 | 4122 Broadway Street | Oakland | CA | charlesj@anisecurity.net |
| Olympic Security Services, Inc. | Moura Borisova | (415) 647-5200 | 2016 Oakdale Ave. | S.F. | CA | msmoura@blackbearsecurity.com |
| OSS International, Inc | Toney Canty | (831) 634-0500 | 351 Tres Pinos Rd., Ste. C-2 | Hollister | CA | tcanty@cantysecurity.com |
| PacWest Security Services | Ed Ihenacho | (310) 628-1115 | 12813 South Avalon Blvd. | Los Angeles | CA | ed@ceedsecurity.com |
| Premiere Protective Service | Omar Choudhry | (916) 683-3605 | 10535 E Stockton Blvd., Ste A | Elk Grove | CA | omar@comprehensivesecurity.net |
| Prestige Protection | Steve Faryabi | (510) 792-4444 | 37485 Fremont Blvd., Ste. C-A | Fremont | CA | bashircss@aol.com |
| Proficient Protection Agency | Brian Wall | (408) 512-5260 | 150 S. Autumn St. | San Jose | CA | bwall@creativesecurity.com |
| Proficient Protection Agency | Nils Welin | (415) 240-4495 | 452 Tehama St. | S.F. | CA | nwelin@cypress-security.com |
| RBW Security | Nils Welin | (415) 935-2798 | 250 Frank Ogawa Plaza, Suite 1B | Oakland | CA | nwelin@cypress-security.com |
| Secured By New Era | Teresa H. Larkin | (831) 685-1110 | 1111 Estates Dr., 2nd Fl. | Aptos | CA | tlarkin@firstalarm.com |
| Securitas Security Srvs USA | Rich Fratus | (510) 410-9175 | 1801 Oakland Blvd. #315 | Walnut Creek | CA | rfratus@firstsecurityservices.com |
| Security Code 3 | Antoine Fisher | (510) 451-3474 | 2135 Broadway St. | Oakland | CA | afisher519@aol.com |
| Security Enforcement Alliance | Michael Grover | (925) 984-7797 | 4200 Wackenhut Dr. | Palm Beach | FL | Michael.grover@usa.g4s.com |
| Security Patrol Management | Robert T. Jensen | (925) 998-7774 | 100 Hegenberger Rd., Ste. 130 | Oakland | CA | JensenRobertT@guardsmark.com |
| TLG Inc | Rich Casuga | (650) 889-6188 | 917 California Drive | Burlingame | CA | Hanleychan8a@gmail.com |
| U.S. Security Associates, Inc. | Joseph Otayde | (650) 889-6186 | 917 California Drive | Burlingame | CA | joe@procureus.com |
| Universal Protection Service | Alema Raheen | (510) 792-4444 | 37485 Fremont Boulevard, Suite C | Fremont | CA | ipiworld@usa.com |
| Watkins Global Security | Steve Faryabi | (510) 792-4444 | 37485 Fremont Blvd., Ste. C-A | Fremont | CA | ipi@usa.com |
| G4S | Michael Gerami | (408) 371-6505 | 2081 Curtner Ave. | San Jose | CA | info@nationalsecurityind.com |
| Blackstone Consulting Inc | Willie Patton Jr. | (760) 243-7577 |  | Victorville | CA | info@nuwaysecurity.com |
| Iner-Con Security Systems Inc | Vicki Langley | (714) 429-1300 | 3303 Harbor Blvd #A-103 | Costa Mesa | CA | vivkil@pacwestsecurity.com |
| New Era Security | John Jay | (510) 562-9500 | 10700 MacArthur Boulevard, Suite 200 | Oakland | CA | [johnjay@ppsguards.com](mailto:johnjay@ppsguards.com) |
| GSA - BMD | A Levy | (877) 369-7233 | 613 Sandalwood Isle | Alameda | CA | marketing@ppasecurity.com |
| Delta One Security, Inc. | A. Levy | (510) 502-1569 | 613 Sandal Wood Isle | Alameda | CA | info@ppasecurity.com |
| Delta One Security, Inc. | Hugh Muhammad | (619) 255-7626 | 4740 Federal Blvd., Ste. E | San Diego | CA | rbws\_sd@yahoo.com |
| Marina Security Services | Miguel Hurtado | (888) 977-5601 | 600 W Broadway Ste 700 | San Diego | CA | info@securedbynewera.com |
| For ABC Security Service, Inc. | Ron Kane | (510) 847-1680 | 7677 Oakport St., Ste. 200 | Oakland | CA | ron.kane@securitasinc.com |
| Blackstone Consulting | Mr. Blanco |  |  |  |  | [ablanco@securityea.com](mailto:ablanco@securityea.com) |
| Avlon Security | Pamela Gillespie | (323) 750-4679 | 2930 W. Imperial Hwy. | Inglewood | CA | spmservices@yahoo.com |
| ABC SECURITY SERVICE | Ian McDonnell | (510) 792-9384 | P.O. Box 1138 | Newark | CA | ian@tlg-inc.com |
| Marina Securites Service | Jay Sanders | (650) 242-6053 | 425 Harbor Blvd., Ste. A | Belmont | CA | jsanders@ussecurityassociates.com |
| G4S | Liz Allio | (415) 748-6262 | 735 Montgomery Street | S.F. | CA | lallio@universalpro.com |
| Alameda County SSA | Derek Watkins | (559) 977-3865 | 7944 N. Maple, Ste. 113 | Fresno | CA | dlwatkns@sbcglobal.net |
| A1 Protective Services | Los Angeles | (415) 370-1655 | 11726 San Vicente Blvd. | Los Angeles | CA | [tracy.lee@blackstone-consulting.com](mailto:tracy.lee@blackstone-consulting.com) |
| Securitas Security Services | Pasadena | (626) 535-2258 | 210 S. De Lacey Ave. | Pasadena | CA | [ddobrenz@icsecurity.com](mailto:ddobrenz@icsecurity.com) |
| Hammer Head Security | Brentwood | (925)222-7353 | 6280 Brentwood Blvd | Brentwood | CA | [CEO@securedbynewera.com](mailto:CEO@securedbynewera.com) |
| Genesis Protection Services | Oakland | 510-268-5396 | 1401 Lakeside Drive | Oakland |  | [Ramon.Davis@acgov.org](mailto:Ramon.Davis@acgov.org) |
| AMERICAN GUARD SERVICES, INC. | Fairfield | 707-721-5170 | 342 Acacia St | Fairfield | CA | [Sales@Delta1Security.com](mailto:Sales@Delta1Security.com) |
| Blackstone Consulting, Inc. | Fairfield | 707-477-2953 | 342 Acacia St | Fairfield | CA | Jennifer@Delta1Security.com |
| Marina Securities SErvices | San Francisco | (925) 395-8217 | 465 California Street | San Francisco | Ca | [mward@marinasecurityservices.com](mailto:mward@marinasecurityservices.com) |
| ABC Security Service, Inc. | Oakland | 510-862-0680 | 1840 Embarcadero | Oakland | CA | [rahicklin@yahoo.com](mailto:rahicklin@yahoo.com) |
| Blackstone Consulting, Inc. | Long Beach | 714-948-0665 | 11 Golden Shore | Long Beach | CA | [Michael.carlson@blackstone-consulting.com](mailto:Michael.carlson@blackstone-consulting.com) |
| Black Bear Security Services, Inc | San Jose | 408-639-1161 | 6887 Rockton Ave | San Jose | CA | [aqeel@avlonsecurity.com](mailto:aqeel@avlonsecurity.com) |
| Good Guard Security, Inc. | Oakland | (510) 436-0666 | 1840 Embarcadero | Oakland | CA | [ana@abcsecurityservice.com](mailto:ana@abcsecurityservice.com) |
| Genesis Protective Services | San Francisco | (408) 655-4539 | 465 California Street Suite 449 | San Francisco | CA | [Dskreen@marinasecurities.com](mailto:Dskreen@marinasecurities.com) |
| OnGuard Security Services | Anaheim | (714) 306-8014 | 2300 East Katella Ave. | Anaheim | CA | [phil.mckenna@usa.g4s.com](mailto:phil.mckenna@usa.g4s.com) |
| A1 Protective Services Inc. | Oakland | 510-459-9161 | 1111 Jackson Street | Oakland | CA | [Frederick.Robinson@acgov.org](mailto:Frederick.Robinson@acgov.org) |
| ABC Security Services, Inc. | San Francisco | (312) 515-3148 | 465 California Street, Suite 449 | San Francisco | CA | [psbrown@marinasecurityservices.com](mailto:psbrown@marinasecurityservices.com) |
| All Phase Security | San Francisco | 415 786-9008 | 5 Thomas Mellon | San Francisco | ca | [a1acct@a1prosecurity.com](mailto:a1acct@a1prosecurity.com) |
| AlliedBarton Security Services | Concord | (510) 847-1680 | 1800 Sutter Street, Suite 800 | Concord | CA | [ron.kane@securitasinc.com](mailto:ron.kane@securitasinc.com) |
| Ani Private Security & Patrol | STOCKTON | (209) 227-6566 | 2321 W WASHINGTON ST SUITE L | STOCKTON | CA | [lakhsingh@hammerheadprotection.com](mailto:lakhsingh@hammerheadprotection.com) |
| ANI PRIVATE SECURITY & PATROL INC. | OAKLAND | (925) 784-7927 | 675 HEGENBERGER ROAD SUITE 219 | OAKLAND | CA | [cjohnson@genesisprotection.net](mailto:cjohnson@genesisprotection.net) |
| Delta Special Services | GARDENA | (424) 266-7684 | 1125 W 190TH ST. | GARDENA | CA | [nabdelshahid@americanguardservices.com](mailto:nabdelshahid@americanguardservices.com) |
| Picore Beristain Initiative Inc | Los Angeles | (909) 573-9562 | 11726 San Vicente Blvd. | Los Angeles | CA | [jasmine@blackstone-consulting.com](mailto:jasmine@blackstone-consulting.com) |
| Prinook Security & Patrol | San Francisco | (415) 773-2300 | 465 California Street suite 473 | San Francisco | CA | [stadesse@marinasecurities.com](mailto:stadesse@marinasecurities.com) |
| RMI International | Oakland | 415-726-4941 | 1840 Embarcadero | Oakland | CA | [clinton@abcsecurityservice.com](mailto:clinton@abcsecurityservice.com) |
| Security Systems Management | Los Angeles | (310) 826-4389 | 11726 San Vicente Blvd Suite 550 | Los Angeles | CA | [cindy@blackstone-consulting.com](mailto:cindy@blackstone-consulting.com) |
| Shield Asset Protection | Pacifica | (415) 647-5200 | 2016 Oakdale Avenue | Pacifica | CA | [msmoura@blackbearsecurity.com](mailto:msmoura@blackbearsecurity.com) |
| Good Guard Security, Inc. | Shawn Helmandi | (800) 651-0491 | 21757 Devonshire St Ste 10 | Chatsworth | CA | [shawn@goodguardsecurity.com](mailto:msmoura@blackbearsecurity.com) |
| SPACA Inc | Jocelyn Jarrett | (650) 537-8055 |  |  |  | jjarrett@genesisprotection.net |
| Orion Security | Laura Tafoya | (408) 287-4411 | 675 E. Gish Road | San Jose | CA | laura@orionsecurity.com |
| Execushield | Buck Chell | (714) 931-6475 | 4104 24th St #501 | San Francisco | CA | bchell@execushield.com |
| Citiguard Inc. | Sami Ullah | (800) 613-5903 |  | Los Angeles | CA | sami@citiguardinc.com |
| OnGuard Security Services | Ray Nomair | (747) 333-1787 | 9836 White Oak Ave Ste 105 | Northridge | CA | ray@onguardall.com |
| United Security Services | Jorge Alavez | (800) 505-1234 | 1750 California Ave | Corona | CA | securityconsultant178@unitedweguard.com |
| Troy Security International | Ray Nomair | (747) 333-1787 | 9836 White Oak Ave Ste 105 | Northridge | CA | ray@onguardall.com |