



STATE OF MICHIGAN ENTERPRISE PROCUREMENT

Department of Technology Management & Budget
320 S. Walnut Street, PO Box 30026, Lansing, MI 48909

Recommendation of Award

Request for Proposal (RFP) # 171-24000000669

The Department of Technology, Management & Budget's Procurement office has completed the evaluation of **RFP # 171-24000000669 for armed security guard services for the Alpena Combat Readiness Training Center** and has recommended an award to DuHadway, Kendall and Associates, Inc. in the amount of \$4,799,399.04, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#). The term of the contract is three base years with five optional additional renewal years (8 total potential years).

Bidders who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the bidder with the State's rationale on why the bidder was not recommended for the award. The Solicitation Manager may be contacted as follows:

Nichole Harrell, Solicitation Manager.
Harrelln@michigan.gov
517-449-9245

Bidders:

The RFP was posted on SIGMA VSS on February 12, 2024, for 48 days. The following bidders submitted proposals by the published due date of April 1, 2024.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Allied Universal Security Services	161 Washington St., Suite 600, Conshohocken, PA 19428	No	No
Alpena County Sheriff's Office	720 W Chisholm St., Alpena, MI 49707	No	No
American Guard Services, Inc.	1125 W 190 th St., Los Angeles, CA 90248	No	No
DM Burr Security Services, Inc.	4252 Holiday Dr., Flint, MI 48507	No	No
DuHadway, Kendall and Associates, Inc. DBA DK Security	5160 Falcon View Ave. SE, Grand Rapids, MI 49512-5450	No	No
Securitas Security Services USA	3815 W St. Joseph., Suite A100, Lansing, MI 48917	No	No
STT Security Services	1600 N Mission St., Mt. Pleasant, MI 48858	No	No
Teachout Security Services, Inc.	2348 Stone Bridge Dr., Bldg. H, Flint, MI 48532	No	No

*SDVOB: Service-Disabled Veteran Owned Business **GDBE: Geographically Disadvantaged Business Enterprise

EVALUATION SYNOPSIS

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

Proposal Instructions: Evaluation Process

The State will evaluate each proposal based on the following factors:

Evaluation Criteria Name	Evaluation Weight
General Requirements <ul style="list-style-type: none"> Schedule A – Statement of Work: Sections 1.1. – 1.7.3. 	25
Service Level Requirements <ul style="list-style-type: none"> Schedule A – Statement of Work, Service Level Requirements: Sections 2.1. – 2.5. 	25
Staffing <ul style="list-style-type: none"> Schedule A – Statement of Work: Sections 3.1. – 3.11. 	20
Company Background <ul style="list-style-type: none"> Vendor Questions Worksheet, Section 2 	5
Company Background <ul style="list-style-type: none"> Vendor Questions Worksheet, Section 5 	25
Total Weight	100

The full evaluation process is stated in the RFP Proposal Instructions.

II. Evaluation Method

Responses to this solicitation were reviewed by Joint Evaluation Committee (JEC), which consisted of the following individuals:

Voting	Advisory
Nichole Harrell, DTMB Gregory Pawlak, DMVA Mark Divney, MSgt, MI ANG	

III. Evaluation Results

The JEC determined that seven of the eight bidders' proposals met the minimum 80 technical evaluation point threshold. The JEC derived the technical scores below from the bidders' written proposals:

DEDUCTIONS SUMMARY

Criteria	Allied Universal	Alpena County	American Guard	DK Security	DM Burr	Securitas	STT Security	Teachout Security
General Requirements Schedule A – Statement of Work: Sections 1.1. – 1.7.3.						-13		-3
Service Level Requirements Schedule A – Statement of Work: Sections 2.1. – 2.5.						-6	-1	-2
Staffing Schedule A – Statement of Work: Sections 3.1. – 3.11.					-2	-12	-2	-2
Company Background Vendor Questions Worksheet, Section 2								
Company Background Vendor Questions Worksheet, Section 5	-2	-4	-4					
Total Technical Evaluation Deductions	-2	-4	-4	-0	-2	-31	-3	-7
Technical Evaluation Score	98	96	96	100	98	69	97	93

EVALUATION SCORING BREAKDOWN

GENERAL REQUIREMENTS									
Proposal Section	Description	Allied Universal	Alpena County	American Guard	DK Security	DM Burr Security	Securitas	STT Security	Teachout Security
SOW Sec. 1.1.	Failed to provide response in a clear and organized manner						-2		
SOW Sec. 1.5.1. Uniform Requirements	Failed to provide detailed response related to uniform policy								-1
SOW Sec. 1.5.1. Required Guard Equipment	Failed to provide detailed response related to how Bidder will comply with the requirements as presented						-2		-2
SOW Sec. 1.5.1. Required Guard Equipment	Failed to accept the requirement(s) as presented						-9		
SOW Sec. 1.5.1. Contractor Vehicle Requirement	Failed to accept the requirement(s) as presented								
	Deductions Subtotal	0	0	0	0	0	-13	0	-3

EVALUATION SCORING BREAKDOWN CONTINUED

SERVICE LEVEL REQUIREMENTS									
Proposal Section	Description	Allied Universal	Alpena County	American Guard	DK Security	DM Burr Security	Securitas	STT Security	Teachout Security
SOW Sec. 2.3. Training	Failed to provide response in a clear and organized manner		-1				-2		
SOW Sec. 2.3. Training	Failed to accept the requirement(s) as presented						-2		-2
SOW Sec. 2.3.d. 24-hours of on-the-job training	Failed to provide response detailing Bidder's training programs that will meet the specified requirement(s)								
SOW Sec. 2.4.c. Reporting	Failed to provide detailed response related to supplying and maintaining computerized systems								
SOW Sec. 2.6. State Requirements	Failed to provide detailed response related to State Requirements						-2		
	Deductions Subtotal	0	-1	0	0	0	-6	0	-2

STAFFING									
Proposal Section	Description	Allied Universal	Alpena County	American Guard	DK Security	DM Burr Security	Securitas	STT Security	Teachout Security
SOW Sec. 3.2.a. Key Personnel	Failed to provide detailed, chronological resumes of all proposed Key Personnel as required					-2			-2
SOW Sec. 3.4. Customer Service Toll-Free Number	Failed to provide detailed response related to customer toll-free number						-2		
SOW Sec. 3.5. Physical & Mental Requirements of Security Guards	Failed to provide response in a clear and organized manner; Bidder requested evaluator(s) refer to Section 1.1. to find answer related to this section.						-2		
SOW Sec. 3.5.1. Physical Demands	Failed to provide detailed response related to physical demands						-2		
SOW Sec. 3.5.2. Mental Demands	Failed to provide response in a clear and organized manner; Bidder requested evaluator(s) refer to Section 1.1. to find answer related to this section.						-2		

SOW Sec. 3.7.2. Place of Performance / Hours of Operation	Failed to provide detailed response related to place of performance and hours of operation							-2		
SOW Sec. 3.7.2. Place of Performance / Hours of Operation	Failed to accept the requirement(s) as presented:								-2	
SOW Sec. 3.8. Supervision by Contractor	Failed to provide response in a clear and organized manner; Bidder requested evaluator(s) refer to subsection 2.2.8. to find answer related to this section.							-2		
	Deductions Subtotal	0	0	0	0	-2	-12	-2	-2	-2

EVALUATION SCORING BREAKDOWN CONTINUED

COMPANY BACKGROUND: Vendor Questions Worksheet, Section 2									
Proposal Section	Description	Allied Universal	Alpena County	American Guard	DK Security	DM Burr Security	Securitas	STT Security	Teachout Security
Vendor Questions Worksheet, Section 2	No deductions noted for this section.								
	Deductions Subtotal	0	0	0	0	0	0	0	0

COMPANY BACKGROUND: Vendor Questions Worksheet, Section 5									
Proposal Section	Description	Allied Universal	Alpena County	American Guard	DK Security	DM Burr Security	Securitas	STT Security	Teachout Security
SOW Sec. 5 State of Michigan Experience and Prior Experience	Bidder notes prior Michigan experience but cannot provide a Michigan-based armed security services contract example. Experience # 1 and # 3 are similar in size and scope. However, Experience # 2 is not a similar scope.			-4					
Prior Experience 3	Experience is not similar in scope	-2							
Prior Experience 3	Reiteration of Experience # 1 and # 2. Bidder should have listed most recent and relevant experience as providing law enforcement services to Alpena County.		-4						
	Deductions Subtotal	-2	-4	-4	0	0	0	0	0

IV. Pricing Summary

Pricing was evaluated for the bidders who passed technical. See attached document for the side-by-side price proposal comparisons.

Bid Day Pricing Comparison (3 Base Years): See Attachment 1

V. Negotiations

Second-round pricing clarifications and offers were requested from the Bidders that passed the technical evaluation and their final pricing is reflected in the attachment provide.

As a result, Bidders discounted all bill rates by the following percentages:

Allied Universal: 3.1%

Alpena County: 1.8%

American Guard: 1.2%

DK Security: 1.5%

DM Burr Security: 3.0%

STT Security: 1.3%

Teachout Security: 1.7% and addition of Quick Payment Terms: 1.25% discount if paid within 30 days and 2% discount if paid within 15 days.

After second-round pricing comparison, DK Security's price proposal offers the best value to the State of Michigan.

Second Round side-by-side pricing comparison: See Attachment 2

VI. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers the best value to the State of Michigan. Best value is based on the proposal meeting the minimum point threshold and offering the best combination of factors stated in *Proposal Instructions Evaluation Process* section, and price.

DK Security provided the best value to the State. Best value factors for Award Recommendation include offering a combination of the lowest bill rate and most competitive wage. DK Security's proposed wage rates align with the other DMVA Air National Guard Base locations, which DK Security also provides armed security guard services for. Additionally, DK Security has agreed to the Standard Contract Terms.

Award Recommendation is made to **DK Security in the amount of \$4,799,399.04** pending State Administrative Board approval.

Award Recommendation and Synopsis – RFP # 171-24000000669 – Attachment 1

Bid Day Pricing Comparison (3 Base Years)

Position	Allied Universal	Alpena County	American Guard	DK Security	DM Burr Security	STT Security	Teachout Security
Administrative Assistant	\$210,309.12	\$262,725.12	\$230,448.96	\$191,177.28	\$218,514.24	\$207,365.76	\$298,045.44
Emergency Control Center	\$852,260.40	\$1,141,603.20	\$959,044.80	\$829,659.60	\$885,898.80	\$834,302.40	\$1,234,984.80
Entry Control Guard	\$821,425.20	\$1,141,603.20	\$928,560.00	\$796,546.80	\$854,012.40	\$800,926.80	\$1,204,149.60
Mobile Patrol	\$831,762.00	\$1,141,603.20	\$938,634.00	\$810,913.20	\$864,612.00	\$812,052.00	\$1,214,398.80
Pass and Identification	\$210,309.12	\$262,725.12	\$230,448.96	\$191,177.28	\$218,514.24	\$207,365.76	\$298,045.44
Shift Supervisor	\$872,846.40	\$1,141,603.20	\$970,432.80	\$848,318.40	\$906,922.80	\$856,552.80	\$1,255,395.60
Site Manager	\$252,846.72	\$262,725.12	\$273,792.96	\$219,219.84	\$262,442.88	\$253,431.36	\$372,274.56
Training Officer	\$210,309.12	\$262,725.12	\$230,448.96	\$191,177.28	\$218,514.24	\$207,365.76	\$298,045.44
Vehicle Inspection Gate Guard	\$821,425.20	\$1,141,603.20	\$928,560.00	\$796,546.80	\$854,012.40	\$800,926.80	\$1,204,149.60
3-Year Total Cost	\$5,083,493.28	\$6,758,916.48	\$5,690,371.44	\$4,874,736.48	\$5,283,444.00	\$4,980,289.44	\$7,379,489.28

Base Year 1: Rate Comparison

Position	Pay Level	Number of Guards/Vehicles	Min Pay Rate	Billable Rate
Entry Control Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 30.26
Alpena County Sheriffs Office			\$ 19.00	\$ 41.71
American Guard Services			\$ 18.00	\$ 34.13
DK Security			\$ 19.50	\$ 29.42
DM Burr Security			\$ 18.00	\$ 31.54
STT Security			\$ 19.00	\$ 29.64
Teachout Security Solutions			\$ 18.00	\$ 44.68
Vehicle Inspection Gate Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 30.26
Alpena County Sheriffs Office			\$ 19.00	\$ 41.71
American Guard Services			\$ 18.00	\$ 34.13
DK Security			\$ 19.50	\$ 29.42
DM Burr Security			\$ 18.00	\$ 31.54
STT Security			\$ 19.00	\$ 29.64
Teachout Security Solutions			\$ 18.00	\$ 44.68
Mobile Patrol	Level 2	1	\$18.25/hr.	
Allied Universal			\$ 18.25	\$ 30.64
Alpena County Sheriffs Office			\$ 19.25	\$ 41.71
American Guard Services			\$ 18.25	\$ 34.50
DK Security			\$ 19.75	\$ 29.95
DM Burr Security			\$ 18.25	\$ 31.93
STT Security			\$ 19.26	\$ 30.05
Teachout Security Solutions			\$ 18.25	\$ 45.06
Emergency Control Center	Level 3	1	\$18.75/hr.	
Allied Universal			\$ 18.75	\$ 31.40
Alpena County Sheriffs Office			\$ 19.75	\$ 41.71
American Guard Services			\$ 18.75	\$ 35.25
DK Security			\$ 20.25	\$ 30.64
DM Burr Security			\$ 18.75	\$ 32.72
STT Security			\$ 19.79	\$ 30.87
Teachout Security Solutions			\$ 18.75	\$ 45.82
Shift Supervisor	Level 4	1	\$19.25/hr.	
Allied Universal			\$ 19.25	\$ 32.16
Alpena County Sheriffs Office			\$ 20.25	\$ 41.71
American Guard Services			\$ 19.25	\$ 35.67
DK Security			\$ 20.75	\$ 31.33
DM Burr Security			\$ 19.25	\$ 33.50
STT Security			\$ 20.32	\$ 31.70
Teachout Security Solutions			\$ 19.25	\$ 46.58
Administrative Assistant	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 33.67
Alpena County Sheriffs Office			\$ 21.25	\$ 41.71
American Guard Services			\$ 20.25	\$ 36.80
DK Security			\$ 21.75	\$ 30.68
DM Burr Security			\$ 20.25	\$ 35.07
STT Security			\$ 21.37	\$ 33.34
Teachout Security Solutions			\$ 20.25	\$ 48.05
Pass and Identification	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 33.67
Alpena County Sheriffs Office			\$ 21.25	\$ 41.71
American Guard Services			\$ 20.25	\$ 36.80
DK Security			\$ 21.75	\$ 30.68
DM Burr Security			\$ 20.25	\$ 35.07
STT Security			\$ 21.37	\$ 33.34
Teachout Security Solutions			\$ 20.25	\$ 48.05
Training Officer	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 33.67
Alpena County Sheriffs Office			\$ 21.25	\$ 41.71
American Guard Services			\$ 20.25	\$ 36.80
DK Security			\$ 21.75	\$ 30.68
DM Burr Security			\$ 20.25	\$ 35.07
STT Security			\$ 21.37	\$ 33.34
Teachout Security Solutions			\$ 20.05	\$ 48.05
Site Manager	Level 6	1	\$24.75/hr.	
Allied Universal			\$ 24.75	\$ 40.48
Alpena County Sheriffs Office			\$ 25.75	\$ 41.71
American Guard Services			\$ 24.75	\$ 43.73
DK Security			\$ 25.25	\$ 35.18
DM Burr Security			\$ 24.75	\$ 42.12
STT Security			\$ 26.12	\$ 40.75
Teachout Security Solutions			\$ 24.75	\$ 60.02

Base Year 2: Rate Comparison

Position	Pay Level	Number of Guards/Vehicles	Min Pay Rate	Billable Rate
Entry Control Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 31.25
Alpena County Sheriffs Office			\$ 19.57	\$ 43.41
American Guard Services			\$ 18.00	\$ 35.32
DK Security			\$ 19.50	\$ 30.30
DM Burr Security			\$ 18.00	\$ 32.49
STT Security			\$ 19.53	\$ 30.47
Teachout Security Solutions			\$ 18.00	\$ 45.66
Vehicle Inspection Gate Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 31.25
Alpena County Sheriffs Office			\$ 19.57	\$ 43.41
American Guard Services			\$ 18.00	\$ 35.32
DK Security			\$ 19.50	\$ 30.30
DM Burr Security			\$ 18.00	\$ 32.49
STT Security			\$ 19.53	\$ 30.47
Teachout Security Solutions			\$ 18.00	\$ 45.66
Mobile Patrol	Level 2	1	\$18.25/hr.	
Allied Universal			\$ 18.25	\$ 31.64
Alpena County Sheriffs Office			\$ 19.83	\$ 43.41
American Guard Services			\$ 18.25	\$ 35.70
DK Security			\$ 19.75	\$ 30.85
DM Burr Security			\$ 18.25	\$ 32.89
STT Security			\$ 19.80	\$ 30.89
Teachout Security Solutions			\$ 18.25	\$ 46.05
Emergency Control Center	Level 3	1	\$18.75/hr.	
Allied Universal			\$ 18.75	\$ 32.42
Alpena County Sheriffs Office			\$ 20.34	\$ 43.41
American Guard Services			\$ 18.75	\$ 36.48
DK Security			\$ 20.25	\$ 31.56
DM Burr Security			\$ 18.75	\$ 33.70
STT Security			\$ 20.34	\$ 31.74
Teachout Security Solutions			\$ 18.75	\$ 46.83
Shift Supervisor	Level 4	1	\$19.25/hr.	
Allied Universal			\$ 19.25	\$ 33.20
Alpena County Sheriffs Office			\$ 20.86	\$ 43.41
American Guard Services			\$ 19.25	\$ 36.91
DK Security			\$ 20.75	\$ 32.27
DM Burr Security			\$ 19.25	\$ 34.50
STT Security			\$ 20.89	\$ 32.58
Teachout Security Solutions			\$ 19.25	\$ 47.60
Administrative Assistant	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 34.76
Alpena County Sheriffs Office			\$ 21.89	\$ 43.41
American Guard Services			\$ 20.25	\$ 38.09
DK Security			\$ 21.75	\$ 31.60
DM Burr Security			\$ 20.25	\$ 36.12
STT Security			\$ 21.97	\$ 34.28
Teachout Security Solutions			\$ 20.25	\$ 49.11
Pass and Identification	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 34.76
Alpena County Sheriffs Office			\$ 21.89	\$ 43.41
American Guard Services			\$ 20.25	\$ 38.09
DK Security			\$ 21.75	\$ 31.60
DM Burr Security			\$ 20.25	\$ 36.12
STT Security			\$ 21.97	\$ 34.28
Teachout Security Solutions			\$ 20.25	\$ 49.11
Training Officer	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 34.76
Alpena County Sheriffs Office			\$ 21.89	\$ 43.41
American Guard Services			\$ 20.25	\$ 38.09
DK Security			\$ 21.75	\$ 31.60
DM Burr Security			\$ 20.25	\$ 36.12
STT Security			\$ 21.97	\$ 34.28
Teachout Security Solutions			\$ 20.05	\$ 49.11
Site Manager	Level 6	1	\$24.75/hr.	
Allied Universal			\$ 24.75	\$ 41.79
Alpena County Sheriffs Office			\$ 26.52	\$ 43.41
American Guard Services			\$ 24.75	\$ 45.25
DK Security			\$ 25.25	\$ 36.24
DM Burr Security			\$ 24.75	\$ 43.38
STT Security			\$ 26.86	\$ 41.89
Teachout Security Solutions			\$ 24.75	\$ 61.34

Base Year 3: Rate Comparison

Position	Pay Level	Number of Guards/Vehicles	Min Pay Rate	Billable Rate
Entry Control Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 32.26
Alpena County Sheriffs Office			\$ 20.15	\$ 45.20
American Guard Services			\$ 18.00	\$ 36.55
DK Security			\$ 19.50	\$ 31.21
DM Burr Security			\$ 18.00	\$ 33.46
STT Security			\$ 20.08	\$ 31.32
Teachout Security Solutions			\$ 18.00	\$ 47.12
Vehicle Inspection Gate Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 32.26
Alpena County Sheriffs Office			\$ 20.15	\$ 45.20
American Guard Services			\$ 18.00	\$ 36.55
DK Security			\$ 19.50	\$ 31.21
DM Burr Security			\$ 18.00	\$ 33.46
STT Security			\$ 20.08	\$ 31.32
Teachout Security Solutions			\$ 18.00	\$ 47.12
Mobile Patrol	Level 2	1	\$18.25/hr.	
Allied Universal			\$ 18.25	\$ 32.67
Alpena County Sheriffs Office			\$ 20.42	\$ 45.20
American Guard Services			\$ 18.25	\$ 36.95
DK Security			\$ 19.75	\$ 31.77
DM Burr Security			\$ 18.25	\$ 33.88
STT Security			\$ 20.36	\$ 31.76
Teachout Security Solutions			\$ 18.25	\$ 47.52
Emergency Control Center	Level 3	1	\$18.75/hr.	
Allied Universal			\$ 18.75	\$ 33.47
Alpena County Sheriffs Office			\$ 20.95	\$ 45.20
American Guard Services			\$ 18.75	\$ 37.75
DK Security			\$ 20.25	\$ 32.51
DM Burr Security			\$ 18.75	\$ 34.71
STT Security			\$ 20.91	\$ 32.63
Teachout Security Solutions			\$ 18.75	\$ 48.33
Shift Supervisor	Level 4	1	\$19.25/hr.	
Allied Universal			\$ 19.25	\$ 34.28
Alpena County Sheriffs Office			\$ 21.49	\$ 45.20
American Guard Services			\$ 19.25	\$ 38.20
DK Security			\$ 20.75	\$ 33.24
DM Burr Security			\$ 19.25	\$ 35.53
STT Security			\$ 21.47	\$ 33.50
Teachout Security Solutions			\$ 19.25	\$ 49.13
Administrative Assistant	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 35.89
Alpena County Sheriffs Office			\$ 22.55	\$ 45.20
American Guard Services			\$ 20.25	\$ 39.42
DK Security			\$ 21.75	\$ 32.55
DM Burr Security			\$ 20.25	\$ 37.20
STT Security			\$ 22.59	\$ 35.24
Teachout Security Solutions			\$ 20.25	\$ 50.68
Pass and Identification	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 35.89
Alpena County Sheriffs Office			\$ 22.55	\$ 45.20
American Guard Services			\$ 20.25	\$ 39.42
DK Security			\$ 21.75	\$ 32.55
DM Burr Security			\$ 20.25	\$ 37.20
STT Security			\$ 22.59	\$ 35.24
Teachout Security Solutions			\$ 20.25	\$ 50.68
Training Officer	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 35.89
Alpena County Sheriffs Office			\$ 22.55	\$ 45.20
American Guard Services			\$ 20.25	\$ 39.42
DK Security			\$ 21.75	\$ 32.55
DM Burr Security			\$ 20.25	\$ 37.20
STT Security			\$ 22.59	\$ 35.24
Teachout Security Solutions			\$ 20.05	\$ 50.68
Site Manager	Level 6	1	\$24.75/hr.	
Allied Universal			\$ 24.75	\$ 43.15
Alpena County Sheriffs Office			\$ 27.32	\$ 45.20
American Guard Services			\$ 24.75	\$ 46.83
DK Security			\$ 25.25	\$ 37.32
DM Burr Security			\$ 24.75	\$ 44.68
STT Security			\$ 27.61	\$ 43.07
Teachout Security Solutions			\$ 24.75	\$ 63.30

Award Recommendation and Synopsis – RFP # 171-24000000669 – Attachment 2

2nd Round Pricing Comparison (3 Base Years)

Position	Allied Universal	Alpena County	American Guard	DK Security	DM Burr Security	STT Security	Teachout Security
Administrative Assistant	\$203,999.04	\$258,027.84	\$227,586.24	\$187,911.36	\$211,921.92	\$204,704.64	\$298,045.44
Emergency Control Center	\$826,768.80	\$1,121,192.40	\$948,094.80	\$816,782.40	859,180.80	\$823,615.20	\$1,234,984.80
Entry Control Guard	\$796,722.00	\$1,121,192.40	\$917,610.00	\$785,158.80	\$830,535.60	\$790,677.60	\$1,204,149.60
Mobile Patrol	\$806,796.00	\$1,121,192.40	\$927,771.60	\$798,912.00	\$840,522.00	\$801,627.60	\$1,214,398.80
Pass and Identification	\$203,999.04	\$258,027.84	\$27,586.24	\$187,911.36	\$211,921.92	\$204,704.64	\$298,045.44
Shift Supervisor	\$846,654.00	\$1,121,192.40	\$957,993.60	\$834,828.00	\$880,730.40	\$845,602.80	\$1,255,395.60
Site Manager	\$245,286.72	\$258,027.84	\$270,244.80	\$214,824.96	\$253,491.84	\$250,185.60	\$244,661.76
Training Officer	\$203,999.04	\$258,027.84	\$227,586.24	\$187,911.36	\$211,921.92	\$204,704.64	\$298,045.44
Vehicle Inspection Gate Guard	\$796,722.00	\$1,121,192.40	\$917,610.00	\$785,158.80	\$830,535.60	\$790,677.60	\$1,204,149.60
3-Year Total Cost	\$4,930,946.64	\$6,638,073.36	\$5,622,083.52	\$4,799,399.04	\$5,130,762.00	\$4,916,500.32	\$7,251,876.48

Base Year 1: Rate Comparison

Position	Pay Level	Number of Guards/Vehicles	Min Pay Rate	Billable Rate
Entry Control Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 29.35
Alpena County Sheriffs Office			\$ 19.00	\$ 41.00
American Guard Services			\$ 18.00	\$ 33.62
DK Security			\$ 19.50	\$ 29.13
DM Burr Security			\$ 18.00	\$ 30.84
STT Security			\$ 19.00	\$ 29.26
Teachout Security Solutions			\$ 19.00	\$ 44.68
Vehicle Inspection Gate Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 29.35
Alpena County Sheriffs Office			\$ 19.00	\$ 41.00
American Guard Services			\$ 18.00	\$ 33.62
DK Security			\$ 19.50	\$ 29.13
DM Burr Security			\$ 18.00	\$ 30.84
STT Security			\$ 19.00	\$ 29.26
Teachout Security Solutions			\$ 19.00	\$ 44.68
Mobile Patrol	Level 2	1	\$18.25/hr.	
Allied Universal			\$ 18.25	\$ 29.72
Alpena County Sheriffs Office			\$ 19.25	\$ 41.00
American Guard Services			\$ 18.25	\$ 33.99
DK Security			\$ 19.75	\$ 29.65
DM Burr Security			\$ 18.25	\$ 31.22
STT Security			\$ 19.26	\$ 29.66
Teachout Security Solutions			\$ 19.50	\$ 45.06
Emergency Control Center	Level 3	1	\$18.75/hr.	
Allied Universal			\$ 18.75	\$ 30.46
Alpena County Sheriffs Office			\$ 19.75	\$ 41.00
American Guard Services			\$ 18.75	\$ 34.74
DK Security			\$ 20.25	\$ 30.33
DM Burr Security			\$ 18.75	\$ 31.82
STT Security			\$ 19.79	\$ 30.48
Teachout Security Solutions			\$ 20.00	\$ 46.58
Shift Supervisor	Level 4	1	\$19.25/hr.	
Allied Universal			\$ 19.25	\$ 31.20
Alpena County Sheriffs Office			\$ 20.25	\$ 41.00
American Guard Services			\$ 19.25	\$ 35.10
DK Security			\$ 20.75	\$ 31.02
DM Burr Security			\$ 19.25	\$ 32.75
STT Security			\$ 20.32	\$ 31.29
Teachout Security Solutions			\$ 20.50	\$ 46.58
Administrative Assistant	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 32.66
Alpena County Sheriffs Office			\$ 21.25	\$ 41.00
American Guard Services			\$ 20.25	\$ 36.24
DK Security			\$ 21.75	\$ 30.37
DM Burr Security			\$ 20.25	\$ 34.28
STT Security			\$ 21.37	\$ 32.92
Teachout Security Solutions			\$ 21.25	\$ 48.05
Pass and Identification	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 32.66
Alpena County Sheriffs Office			\$ 21.25	\$ 41.00
American Guard Services			\$ 20.25	\$ 36.24
DK Security			\$ 21.75	\$ 30.37
DM Burr Security			\$ 20.25	\$ 34.28
STT Security			\$ 21.37	\$ 32.92
Teachout Security Solutions			\$ 21.25	\$ 48.05
Training Officer	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 32.66
Alpena County Sheriffs Office			\$ 21.25	\$ 41.00
American Guard Services			\$ 20.25	\$ 36.24
DK Security			\$ 21.75	\$ 30.37
DM Burr Security			\$ 20.25	\$ 34.28
STT Security			\$ 21.37	\$ 32.92
Teachout Security Solutions			\$ 21.25	\$ 48.05
Site Manager	Level 6	1	\$24.75/hr.	
Allied Universal			\$ 24.75	\$ 39.27
Alpena County Sheriffs Office			\$ 25.75	\$ 41.00
American Guard Services			\$ 24.75	\$ 43.16
DK Security			\$ 25.25	\$ 34.83
DM Burr Security			\$ 24.75	\$ 41.15
STT Security			\$ 26.12	\$ 40.23
Teachout Security Solutions			\$ 28.75	\$ 60.02

Base Year 2: Rate Comparison

Position	Pay Level	Number of Guards/Vehicles	Min Pay Rate	Billable Rate
Entry Control Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 30.31
Alpena County Sheriffs Office			\$ 19.57	\$ 42.64
American Guard Services			\$ 19.00	\$ 34.90
DK Security			\$ 20.00	\$ 29.88
DM Burr Security			\$ 18.50	\$ 31.60
STT Security			\$ 19.53	\$ 30.08
Teachout Security Solutions			\$ 18.00	\$ 45.66
Vehicle Inspection Gate Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 30.31
Alpena County Sheriffs Office			\$ 19.57	\$ 42.64
American Guard Services			\$ 19.00	\$ 34.90
DK Security			\$ 20.00	\$ 29.88
DM Burr Security			\$ 18.50	\$ 31.60
STT Security			\$ 19.53	\$ 30.08
Teachout Security Solutions			\$ 18.00	\$ 45.66
Mobile Patrol	Level 2	1	\$18.25/hr.	
Allied Universal			\$ 18.25	\$ 30.69
Alpena County Sheriffs Office			\$ 19.83	\$ 42.64
American Guard Services			\$ 19.25	\$ 35.29
DK Security			\$ 20.25	\$ 30.40
DM Burr Security			\$ 18.75	\$ 31.98
STT Security			\$ 19.80	\$ 30.50
Teachout Security Solutions			\$ 18.25	\$ 46.05
Emergency Control Center	Level 3	1	\$18.75/hr.	
Allied Universal			\$ 18.75	\$ 31.45
Alpena County Sheriffs Office			\$ 20.34	\$ 42.64
American Guard Services			\$ 19.75	\$ 36.06
DK Security			\$ 20.75	\$ 31.08
DM Burr Security			\$ 19.25	\$ 32.75
STT Security			\$ 20.34	\$ 31.33
Teachout Security Solutions			\$ 18.75	\$ 46.83
Shift Supervisor	Level 4	1	\$19.25/hr.	
Allied Universal			\$ 19.25	\$ 32.20
Alpena County Sheriffs Office			\$ 20.86	\$ 42.64
American Guard Services			\$ 19.25	\$ 36.91
DK Security			\$ 21.25	\$ 31.77
DM Burr Security			\$ 19.75	\$ 33.51
STT Security			\$ 20.89	\$ 32.17
Teachout Security Solutions			\$ 19.25	\$ 47.60
Administrative Assistant	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 33.72
Alpena County Sheriffs Office			\$ 21.89	\$ 42.64
American Guard Services			\$ 21.25	\$ 37.61
DK Security			\$ 22.25	\$ 31.07
DM Burr Security			\$ 20.75	\$ 35.04
STT Security			\$ 21.97	\$ 33.84
Teachout Security Solutions			\$ 20.25	\$ 49.11
Pass and Identification	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 33.72
Alpena County Sheriffs Office			\$ 21.89	\$ 42.64
American Guard Services			\$ 21.25	\$ 37.61
DK Security			\$ 22.25	\$ 31.07
DM Burr Security			\$ 20.75	\$ 35.04
STT Security			\$ 21.97	\$ 33.84
Teachout Security Solutions			\$ 20.25	\$ 49.11
Training Officer	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 33.72
Alpena County Sheriffs Office			\$ 21.89	\$ 42.64
American Guard Services			\$ 21.25	\$ 37.61
DK Security			\$ 22.25	\$ 31.07
DM Burr Security			\$ 20.75	\$ 35.04
STT Security			\$ 21.97	\$ 33.84
Teachout Security Solutions			\$ 20.05	\$ 49.11
Site Manager	Level 6	1	\$24.75/hr.	
Allied Universal			\$ 24.75	\$ 40.54
Alpena County Sheriffs Office			\$ 26.52	\$ 42.64
American Guard Services			\$ 25.75	\$ 44.67
DK Security			\$ 25.75	\$ 35.52
DM Burr Security			\$ 25.25	\$ 41.91
STT Security			\$ 26.86	\$ 41.36
Teachout Security Solutions			\$ 24.75	\$ 61.34

Base Year 3: Rate Comparison

Position	Pay Level	Number of Guards/Vehicles	Min Pay Rate	Billable Rate
Entry Control Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 31.29
Alpena County Sheriffs Office			\$ 20.15	\$ 44.35
American Guard Services			\$ 20.00	\$ 36.23
DK Security			\$ 20.50	\$ 30.62
DM Burr Security			\$ 19.00	\$ 32.37
STT Security			\$ 20.08	\$ 30.92
Teachout Security Solutions			\$ 18.00	\$ 47.12
Vehicle Inspection Gate Guard	Level 1	1	\$18.00/hr.	
Allied Universal			\$ 18.00	\$ 31.29
Alpena County Sheriffs Office			\$ 20.15	\$ 44.35
American Guard Services			\$ 20.00	\$ 36.23
DK Security			\$ 20.50	\$ 30.62
DM Burr Security			\$ 19.00	\$ 32.37
STT Security			\$ 20.08	\$ 30.92
Teachout Security Solutions			\$ 18.00	\$ 47.12
Mobile Patrol	Level 2	1	\$18.25/hr.	
Allied Universal			\$ 18.25	\$ 31.69
Alpena County Sheriffs Office			\$ 20.42	\$ 44.35
American Guard Services			\$ 20.25	\$ 36.63
DK Security			\$ 20.75	\$ 31.15
DM Burr Security			\$ 19.25	\$ 32.75
STT Security			\$ 20.36	\$ 31.35
Teachout Security Solutions			\$ 18.25	\$ 47.52
Emergency Control Center	Level 3	1	\$18.75/hr.	
Allied Universal			\$ 18.75	\$ 32.47
Alpena County Sheriffs Office			\$ 20.95	\$ 44.35
American Guard Services			\$ 20.25	\$ 37.43
DK Security			\$ 21.25	\$ 31.83
DM Burr Security			\$ 19.75	\$ 33.51
STT Security			\$ 20.91	\$ 32.21
Teachout Security Solutions			\$ 18.75	\$ 48.33
Shift Supervisor	Level 4	1	\$19.25/hr.	
Allied Universal			\$ 19.25	\$ 33.25
Alpena County Sheriffs Office			\$ 21.49	\$ 44.35
American Guard Services			\$ 21.25	\$ 37.82
DK Security			\$ 21.75	\$ 32.51
DM Burr Security			\$ 20.25	\$ 34.28
STT Security			\$ 21.47	\$ 33.07
Teachout Security Solutions			\$ 19.25	\$ 49.13
Administrative Assistant	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 34.81
Alpena County Sheriffs Office			\$ 22.55	\$ 44.35
American Guard Services			\$ 22.25	\$ 39.04
DK Security			\$ 22.75	\$ 31.77
DM Burr Security			\$ 21.25	\$ 35.80
STT Security			\$ 22.59	\$ 34.78
Teachout Security Solutions			\$ 20.25	\$ 50.68
Pass and Identification	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 34.81
Alpena County Sheriffs Office			\$ 22.55	\$ 44.35
American Guard Services			\$ 22.25	\$ 39.04
DK Security			\$ 22.75	\$ 31.77
DM Burr Security			\$ 21.25	\$ 35.80
STT Security			\$ 22.59	\$ 34.78
Teachout Security Solutions			\$ 20.25	\$ 50.68
Training Officer	Level 5	1	\$20.25/hr.	
Allied Universal			\$ 20.25	\$ 34.81
Alpena County Sheriffs Office			\$ 22.55	\$ 44.35
American Guard Services			\$ 22.25	\$ 39.04
DK Security			\$ 22.75	\$ 31.77
DM Burr Security			\$ 21.25	\$ 35.80
STT Security			\$ 22.59	\$ 34.78
Teachout Security Solutions			\$ 20.05	\$ 50.68
Site Manager	Level 6	1	\$24.75/hr.	
Allied Universal			\$ 24.75	\$ 41.86
Alpena County Sheriffs Office			\$ 27.32	\$ 44.35
American Guard Services			\$ 26.75	\$ 46.22
DK Security			\$ 26.25	\$ 36.21
DM Burr Security			\$ 25.75	\$ 42.68
STT Security			\$ 27.61	\$ 42.51
Teachout Security Solutions			\$ 24.75	\$ 63.30