

AWARD RECOMMENDATION

Notice of Intent to Award Number: 230000000009

The Department of Technology, Management, & Budget's Procurement office has completed the evaluation of Request for Proposal No. 220000002749, Security Guard Services – Unarmed and Armed, and has recommended an award to DK Security in the amount of \$30,000,000.00, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

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

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Security Guard Services – Unarmed and Armed for the State. The term of this contract is three (3) years, with up to seven (7) additional one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on July 18, 2022, for thirty-two (32) days. The following bidders submitted proposals by the published due date of August 18, 2022.

Bidder	Address, City, State, Zip Code	SDVOB*
Allied Universal Security Services	Southfield, MI 48075	No
American Guard Services, Inc.	Los Angeles, CA 90248	No
City Shield Security Services LLC	Detroit, MI 48207	No
DK Security	Grand Rapids, MI 49512	No
Prudential Security, Inc.	Taylor, MI 48180	No
Rickman Enterprise Group LLC	Detroit, MI 48238	No
Securitas Security Services USA, Inc.	Dearborn, MI 48126	No
Sterling Security Enterprise, LLC	Southfield, MI 48075	No

*SDVOB: Service-Disabled Veteran Owned Business

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: Mandatory Minimum Requirements

To avoid disqualification, the bidder must provide documentation to support the following:

- Failure to submit the current State of Michigan Security Agency License in bid proposal will be grounds for disqualification.
- Vendors are required to attend the mandatory pre-bid meeting in Lansing, Michigan if they are submitting a bid for that region/location. If a vendor is not bidding on that region/location than the mandatory pre-bid meeting is not required.

Proposal Instructions: Evaluation Process

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

	Technical Evaluation Criteria	Weight
1.	Statement of Work, Schedule A – Statement of Work, Section 1.1 – 1.9	10
2.	Training, Recognition and Quality Assurance Program Requirements – Unarmed and Armed, Schedule A - Section 1.10 – 1.11	10
3.	Service Level Requirements, Schedule A – Statement of Work, Section 2.1 – 2.4	10
4.	Staffing, Schedule A – Statement of Work, Section 3.1 – 3.8	20
5.	Project Plan, Schedule A – Statement of Work, Section 8	20
6.	Company Background Information, Vendor Question Worksheet, Section 2	5
7.	Background and Experience, Vendor Question Worksheet, Section 5	25
	Total	100

Proposals receiving 80 or more technical evaluation points will have pricing evaluated and be considered for award.

The State may utilize all bidder information, without regard to a proposal’s technical score, to determine fair market value for goods or services sought. The State is not obligated to accept the lowest price proposal. If applicable, the State’s evaluation will include consideration of a bidder’s qualified disabled veterans/service-disabled veteran owned business (QDV/SDVOB) status under MCL 18.1261(8). Additional information on the SDVOB preference is available at: Michigan.gov/SDVOB.

The State strongly encourages strict adherence to the Contract Terms. The State reserves the right to deem a bid non-responsive for failure to accept the Contract Terms. Nevertheless, the bidder may submit proposed changes to the Contract Terms in track changes (i.e., visible edits) with an explanation of the bidder’s need for each proposed change. Failure to include track changes with an explanation of the bidder’s need for the proposed change constitutes the bidder’s acceptance of the Contract Terms. General statements, such as that the bidder

reserves the right to negotiate the terms and conditions, may be considered non-responsive. Failure to respond timely to requests for proposed changes to Contract Terms during ongoing negotiations may be cause for disqualification.

The State may but is not required to conduct an on-site visit to tour and inspect the bidder's facilities; require an oral presentation of the bidder's proposal; conduct interviews, research, reference checks, and background checks; and request additional price concessions at any point during the evaluation process.

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

II. Evaluation Method

Responses to this solicitation were reviewed by the Solicitation Manager in collaboration with a Joint Evaluation Committee, which consisted of the following individuals:

Voting
Jeff Pratt, State Security Program Coordinator Michigan Department of Technology Management & Budget (DTMB), Cybersecurity and Infrastructure Protection
Debbie Manoleas, Manager Michigan Department of State (MDOS), Security Section, Enforcement Division
Ryan Cross, Emergency Management Coordinator Michigan Department of Technology, Management & Budget (DTMB), Cybersecurity and Infrastructure Protection
Aaron Stone, Administrative Manager Office of Infrastructure Protection, Michigan Department of Technology, Management & Budget (DTMB), Cybersecurity and Infrastructure Protection
Lauri Bonnell, Buyer / Contract Analyst Michigan Department of Health and Human Services (MDHHS) Facilities Purchasing Section, Bureau of Grants and Purchasing
Jamie Cutler, Department Specialist Licensing & Regulatory Affairs (LARA), Finance and Administrative Services, Property Management and Telecommunications Section
Kerri Bielski, Buyer Michigan Veteran Homes, Department of Military & Veteran Affairs (DMVA)
Jennifer Frank, Buyer Specialist Michigan Department of Labor and Economic Opportunity (LEO)
Christopher Hopcraft, Buyer Michigan Department of Corrections (MDOC), Procurement Monitoring and Compliance Division
Nichole Harrell, Category Analyst, Commodities Division Michigan Department of Technology, Management & Budget (DTMB), Central Procurement Services
Kami Harris, Buyer Michigan Department of Corrections (MDOC), Field Operations Administration
Advisor(s)
Dustin Noll, Security Section Analyst Michigan Department of State (MDOS), Office of Investigative Services.
Steve Rigg, Category Manager, Commodities Division

III. Evaluation Results

A. Allied Universal Security Services

The Evaluation Team determined that Allied Universal Security Services, based on a score of **84/100**, did not meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work – Section 1.1 – 1.9 (7.5/10)

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.2. Guard Qualifications – Armed Only – Bidder does not reference having a minimum of four (4) hours of instruction on a firing range annually (c). Bidder notes that firearms training varies by state, but generally ranges from 20-40 hours. JEC believes this should have been specifically tailored to the State of Michigan.
- b. Section 1.3. Physical Requirements – Bidder did not provide sufficient detail explaining how they will comply with the requirements, as requested.
- c. Section 1.7. Guard Equipment – Armed Only – Bidder did not provide sufficient detail explaining how they will comply with the requirements, requested.
- d. Section 1.8. Supervision by Contractor – JEC notes that response fails to address maintaining, annually reviewing, and updating all post orders (m and q) or Site Supervisors not standing guard post (p).
- e. Section 1.9. Security Guard Duties Unarmed and Armed – Bidder did not provide sufficient detail explaining how they will comply with the requirements, as requested. JEC notes that Bidder does not provide detail regarding Sections 1.9.u) or 1.9.v), which are very important.

2. Schedule A, Statement of Work – Section 1.10. – 1.11. (6.5/10)

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.10. Training, Recognition and Quality Assurance Program Requirements – Unarmed and Armed –
 - i. 1.10.a) Bidder mentions five phases of Security Professional onboarding and development but does not provide detail on what these phases are.
 - ii. Bidder failed to check either box in section 1.10.b)
 - iii. Bidder did not sufficiently explain how they would comply with the requirements in section 1.10.c) Defensive Tactics.

- b. Section 1.11. Training Requirements – Armed Only – Bidder lists what is required to be considered for an Armed Security Professional role. They do not mention any of the minimum training topics listed by the State (i-viii). The response provided does not sufficiently explain how they will fulfill these requirements.
3. Schedule A, Statement of Work – Sections 2.1 – 2.4. (8.75/10)

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 2.4. Meetings – Bidder does not guarantee that they will be able to meet at least once per week to discuss security issues with Program Manager.
4. Schedule A, Statement of Work – Sections 3.1 – 3.8. (11.25/20)

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 3.1. Staffing Requirements – Bidder fails to explain how education and experience are considered during their hiring process.
- b. Section 3.2. Guard Retention - Bidder does not break down benefits / tiered pricing for varying skill sets/experience. It appears as though benefits are only available to “eligible employees”, which are full-time and only make up 30% of this Bidders workforce. JEC notes that Bidder’s turnover rate is also increasing rather than stabilizing.
- c. Section 3.3. Contractor Representative – Bidder failed to appoint a Contractor Representative, as required. Therefore, a bio was not provided, and the State has no way of knowing if they have a qualified representative on and or if they will be able to find one.
- d. Section 3.4. Key Personnel – Bidder does not provide chronological resumes for Brian Webber and Wendy Kroll, as required. Both individuals were listed as Key Personnel.
- e. Section 3.6. Customer Service Contact Information – Bidder failed to provide a Customer Service Contact Phone Number, as required.
- f. Section 3.7. Disclosure of Subcontractors – Bidder lists that they understand that subcontractors will not be allowed. However, on pg. 2 of their proposal, the Bidder has provided a letter from Wendy Kroll that states *“We are also prepared to subcontract a portion of the Detroit business (10%) to an MBE should we be awarded the entire contract.”*
- g. Section 3.8. Security – Bidder failed to discuss how they will comply with the State’s security and acceptable use policies for State IT equipment and resources.

5. Schedule A, Statement of Work - Section 8. Project Plan (20/20)

The Evaluation Team determined that overall, the responses in this section were satisfactory; no deficiencies were noted.

6. Vendor Questions Worksheet, Section 2. Company Background Information (5/5)

The Evaluation Team determined that overall, the responses in this section were satisfactory; no deficiencies were noted.

7. Vendor Questions Worksheet, Section 5. Background Information and Experience (25/25)

The Evaluation Team determined that the responses in this section were satisfactory; no deficiencies were noted.

Total Score: 84/100

B. American Guard Services Inc.

The Evaluation Team determined that American Guard Services Inc, based on a score of **78/100**, did not meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work - Section 1.1. – 1.9 (8/10)

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a) Section 1.1. Guard Qualifications by Function – Unarmed and Armed – Bidder references a Five Step Employment plan and states that it is attached, however, document could not be located. Response does not provide sufficient detail explaining how the Bidder will comply with these requirements.
- b) Section 1.4. Work Hours – Bidder makes no reference to the requirement that “Supervisors are prohibited from providing services to other Vendor accounts while on duty”.
- c) Section 1.8. Supervision by Contractor – Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.
- d) Section 1.9. Security Guard Duties – Unarmed and Armed – Bidder does not provide sufficient detail explaining how they will comply with this requirement, as requested.

2. Schedule A, Statement of Work – Section 1.10. – 1.11. (5/10)

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.10. Training, Recognition and Quality Assurance Program Requirements – Unarmed and Armed –
 - i. Bidder did not address emergency preparedness and response procedures as requested in section 1.10.b).
 - ii. Bidder did not provide a detailed response regarding Defensive Tactics / De-escalation and reasonable use of force as requested in section 1.10.c).
 - iii. Bidder did not detail x-ray and metal detection training as requested in section 1.10.e).
 - iv. Bidder did not provide a detailed response as to how they will fulfill the requirements in section 1.10.f), which is heavily weighted in this Section. Bidder mentions classroom training but not on-the-job training.
 - v. Bidder failed to provide a response to section 1.10.m)
 - vi. Bidder failed to provide a response to section 1.10.p)
 - b. Section 1.11. Training Requirements – Armed Only – Bidder does not have anything currently in place within their AGS Training documents that covers armed guard training. Bidder only state that they will ensure armed officers meet these the State’s requirements. They do not specifically detail how they will meet these requirements.
- 3. Schedule A, Statement of Work – Section 2.1 – 2.4 (5/10)**

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 2.1. Timeframes – Bidder does not provide response explaining how they will comply with this requirement, as required.
 - b. Section 2.2. Emergency Preparedness – Bidder did not address whether they are able to respond within 24 hours after notification for Emergency Guard Deployment, as required.
 - c. Section 2.3. Reporting – Bidder did not provide digital renderings of reports as required. They mention MITC technology, but to do not go into detail about what that technology is.
 - d. Section 2.4. Meetings – Bidder mention a Meetings Plan but do not provide details of what this plan is. Bidders’ response does not provide sufficient detail explaining how they will comply with this requirement, as required.
- 4. Schedule A, Statement of Work – Section 3.1 – 3.8. (15/20)**

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 3.1. Staffing Requirements – Bidder does not provide details regarding tiered guard responsibilities. They reference a “Employment Plan” affixed to the proposal; however, document could not be located. Bidder does not speak to how education and experience are factored into their hiring process.
 - b. Section 3.2. Guard Retention – Bidder did not break down employee benefits by position and they did not provide the turnover rate of their employees over the past five (5) years, as required.
 - c. Section 3.6. Customer Service Contact Information – Bidder did not specify their Customer Contact Number, as required.
 - d. Section 3.8. Security – Bidder did not provide sufficient detail explaining how they will comply with the policies and procedures referenced in this subsection, as required.
5. Schedule A, Statement of Work – Section 8. Project Plan (15/20)

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Bidder provided an incomplete response. Bidder compiled their response through documents, which they attached to their proposal. However, they did not provide a detailed response as to how they will fulfill the requirements specified in this section.
6. Vendor Questions Worksheet, Section 2. Company Background Information (5/5)
- The Evaluation Team determined that the responses in this section were satisfactory; no deficiencies were noted.
7. Vendor Questions Worksheet, Section 5. Background and Experience (25/25)
- The Evaluation Team determined that the responses in this section were satisfactory; no deficiencies were noted.

Total Score: 78/100

C. DK Security

The Evaluation Team determined that DK Security, based on a score of **90.5/100**, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work - Section 1.1. – 1.9 (6/10)

The Evaluation Team determined that the responses in this section were mostly satisfactory, but the following deficiencies were noted:

- a) Out-of-Scope Tasks – Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.

- b) Section 1.1. Guard Qualifications by Function – Unarmed and Armed – Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.
 - c) Section 1.2. Guard Qualifications – Armed Only - Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.
 - d) Section 1.3. Physical Requirements - Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.
 - e) Section 1.4. Work Hours – Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.
 - f) Section 1.7. Guard Equipment – Armed Only – Bidder does not specify equipment specific to armed personnel and does not say how this differs from what was supplied in Section 1.6. Guard Equipment – Unarmed and Armed.
 - g) Section 1.8. Supervision by Contractor – Bidder does not cover post orders, or the Site Supervisor not being allowed to stand guard post.
 - h) Section 1.9. Security Guard Duties – Unarmed and Armed – Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.
- 2. Schedule A, Statement of Work - Sections 1.10. – 1.11. (10/10)**

The Evaluation Team determined that overall, the responses in this section were satisfactory; no deficiencies were noted.

3. Schedule A, Statement of Work – Sections 2.1. – 2.4. (5/10)

The Evaluation Team determined that the responses in this section were mostly satisfactory, but the following deficiencies were noted:

- a) Section 2.1. Timeframes – Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.
- b) Section 2.2. Emergency Preparedness – Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.

- c) Section 2.3. Reporting - Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.
 - d) Section 2.4. Meetings - Bidder does not provide sufficient detail explaining how they will comply with the requirements in this section, as requested.
4. Schedule A, Statement of Work – Sections 3.1. – 3.8. (19.5/20)

The Evaluation Team determined that the responses in this section were mostly satisfactory, but the following deficiencies were noted:

- a) Section 3.1. Staffing Requirements – Bidder does not mention education and experience and how it factors into their hiring process.
 - b) Section 3.8. Security – Bidder does not explain in detail how they abide by the State of Michigan policies referenced in this section.
5. Schedule A, Statement of Work – Section 8. Project Plan (20/20)

The Evaluation Team determined that overall, the response in this section was satisfactory; no deficiencies were noted.

6. Vendor Questions Worksheet, Section 2. Company Background Information (5/5)

The Evaluation Team determined that overall, the responses in this section were satisfactory; no deficiencies were noted.

7. Vendor Questions Worksheet, Section 5. Background and Experience (25/25)

The Evaluation Team determined that overall, the responses in this section were satisfactory; no deficiencies were noted.

Total Score: 90.5/100

D. Amerishield Protection Group

Amerishield Protection Group has not met the requirements of being responsive and responsible due to failing to provide a detailed explanation demonstrating how they will comply with the requirements in each section, as required, in any of the Bidder Response tables located within the Schedule A – Statement of Work response material.

As noted in the Schedule A – Statement of Work Contract Activities document (Request for Proposal, p. 18, para. 2) *“The Contractor must respond to each requirement or question and explain how it will fulfill each requirement. Attach any supplemental information and appropriately reference within your response.”*

Additionally, each Bidder Response table states *“Bidder must explain in detail how they will comply with the above requirements:”*

E. Prudential Security Inc

Prudential Security Inc. has not met the requirements of being responsive and responsible due to failing to submit the Schedule A – Statement of Work and Vendor Questions Worksheet response material in bid proposal.

F. Rickman Enterprise Group

Rickman Enterprise Group has not met the requirements of being responsive and responsible due to failing to provide a detailed explanation demonstrating how they will comply with the requirements in each section, as required, in any of the Bidder Response tables located within the Schedule A – Statement of Work response material.

As noted in the Schedule A – Statement of Work Contract Activities document (Request for Proposal, p.18, para. 2) *“The Contractor must respond to each requirement or question and explain how it will fulfill each requirement. Attach any supplemental information and appropriately reference within your response.”*

Additionally, each Bidder Response table states *“Bidder must explain in detail how they will comply with the above requirements:”*

G. Securitas Security Services USA, Inc

Securitas Security Services USA, Inc. has not met the requirements of being responsive and responsible due to failing to provide a detailed explanation demonstrating how they will comply with the requirements in each section, as required, in any of the Bidder Response tables located within the Schedule A – Statement of Work response material.

As noted in the Schedule A – Statement of Work Contract Activities document (Request for Proposal, p. 18, para. 2) *“The Contractor must respond to each requirement or question and explain how it will fulfill each requirement. Attach any supplemental information and appropriately reference within your response.”*

Additionally, each Bidder Response table states *“Bidder must explain in detail how they will comply with the above requirements:”*

H. Sterling Security Enterprise LLC

Sterling Security Enterprise LLC has not met the requirements of being responsive and responsible due to failing to provide a detailed explanation demonstrating how they will comply with the requirements in each section, as required, in any of the Bidder Response tables located within the Schedule A – Statement of Work response material.

As noted in the Schedule A – Statement of Work Contract Activities document (Request for Proposal, p.18, para. 2) *“The Contractor must respond to each requirement or question and explain how it will fulfill each requirement. Attach any supplemental information and appropriately reference within your response.”*

Additionally, each Bidder Response table states “Bidder must explain in detail how they will comply with the above requirements:”

IV. Technical Evaluation Summary

Selection Criteria		Allied	DK
1	Schedule A, Section 1.1 – 1.9	7.5	6
2	Schedule A, Section 1.10 – 1.11	6.5	10
3	Schedule A, Section 2.1 – 2.4	8.75	5
4	Schedule A, Section 3.1 – 3.8	11.25	19.5
5	Schedule A, Section 8. Project Plan	20	20
6	Vendor Questions Worksheet, Section 2. Company Background Information	5	5
7	Vendor Questions Worksheet, Section 2. Background and Experience	25	25
	Total	84	90.5

V. Pricing Summary

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

Bid Day Pricing: See Attachment 1

VI. 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 provided.

As a result, DK Security reduced all bill rates by 1% and Allied Universal Security Services reduced all bill rates by 1.6%. After second-round pricing clarification, DK Security’s price proposal offers the best value to the State of Michigan.

Second Round Pricing: See Attachment 2

VII. 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 the factors stated in the *Proposal Instructions Evaluation Process* section, and price.

DK Security provided the best value to the State. Best value factors for Award Recommendation include: the proposal meeting the minimum point threshold and offering the best combination of factors listed in the Evaluation Process section, price, and total business costs. DK Security was able to provide the most competitive price proposal with the lowest bill rate in a majority of the State's regions. The competitive price proposal also shows that their pay rate is a competitive wage, which in turn increases employee longevity, will minimize employee turnover and the need for new hire training. Additionally, the awarded Bidder has agreed to the Standard Contract Terms.

As part of the best value determination, overall economic impact to the State of Michigan was considered and is not a determinative factor in making this award.

Award Recommendation is made to DK Security in the amount of \$30,000,000.00.

Award Recommendation and Synopsis – RFP 22000002749 – Attachment 1

RFP 22000002749 – Bid Day Pricing Comparison

Schedule B-Pricing	Base Years Pricing																				
	Upper Peninsula		Northwest Region		Northeast Region		West Region		East Central Region		East Region		South Central Region		Southwest Region		Southeast Region		Detroit Metro		
	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	
Unarmed Level 1																					
Allied Universal	\$18.92	\$26.40	\$18.92	\$26.40	\$17.86	\$24.99	\$18.39	\$25.69	\$17.86	\$24.98	\$18.39	\$25.68	\$18.39	\$25.67	\$17.86	\$24.93	\$18.39	\$25.69	\$18.92	\$26.39	
American Guard Services	\$17.00	\$25.75	\$17.00	\$25.75	\$17.00	\$25.75	\$17.00	\$25.75	\$17.00	\$25.75	\$17.00	\$25.75	\$17.00	\$25.75	\$17.00	\$25.75	\$17.00	\$25.75	\$17.00	\$25.75	
DK Security	\$19.00	\$25.92	\$18.00	\$24.03	\$18.00	\$24.03	\$17.00	\$22.13	\$17.00	\$22.13	\$17.00	\$22.13	\$17.00	\$22.13	\$17.00	\$22.13	\$17.00	\$22.13	\$19.00	\$25.92	
Unarmed Level 2																					
Allied Universal	\$19.44	\$27.14	\$19.44	\$27.14	\$18.92	\$26.46	\$18.92	\$26.43	\$18.92	\$26.45	\$18.92	\$26.42	\$18.92	\$26.40	\$18.92	\$26.40	\$18.92	\$26.43	\$19.44	\$27.12	
American Guard Services	\$18.00	\$27.19	\$18.00	\$27.19	\$18.00	\$27.19	\$18.00	\$27.19	\$18.00	\$27.19	\$18.00	\$27.19	\$18.00	\$27.19	\$18.00	\$27.19	\$18.00	\$27.19	\$18.00	\$27.19	
DK Security	\$20.00	\$28.56	\$19.00	\$25.95	\$19.00	\$25.95	\$18.00	\$23.34	\$18.00	\$23.34	\$18.00	\$23.34	\$18.00	\$23.34	\$18.00	\$23.34	\$18.00	\$23.34	\$20.00	\$28.56	
Unarmed Level 3																					
Allied Universal	\$19.97	\$27.87	\$21.02	\$29.34	\$19.97	\$27.93	\$19.97	\$27.90	\$19.97	\$27.92	\$19.97	\$27.88	\$19.97	\$27.87	\$19.97	\$27.87	\$19.97	\$27.90	\$19.97	\$27.85	
American Guard Services	\$18.50	\$27.29	\$18.50	\$27.29	\$18.50	\$27.29	\$18.50	\$27.29	\$18.50	\$27.29	\$18.50	\$27.29	\$18.50	\$27.29	\$18.50	\$27.29	\$18.50	\$27.29	\$18.50	\$27.29	
DK Security	\$20.50	\$29.07	\$19.50	\$26.48	\$19.50	\$26.48	\$18.50	\$23.89	\$18.50	\$23.89	\$18.50	\$23.89	\$18.50	\$23.89	\$18.50	\$23.89	\$18.50	\$23.89	\$20.50	\$29.07	
Unarmed Level 4																					
Allied Universal	\$23.12	\$32.27	\$23.12	\$32.27	\$23.12	\$32.34	\$23.12	\$32.30	\$23.12	\$32.33	\$23.12	\$32.29	\$23.12	\$32.27	\$23.12	\$32.27	\$23.12	\$32.30	\$23.12	\$32.25	
American Guard Services	\$22.00	\$31.85	\$22.00	\$31.85	\$22.00	\$31.85	\$22.00	\$31.85	\$22.00	\$31.85	\$22.00	\$31.85	\$22.00	\$31.85	\$22.00	\$31.85	\$22.00	\$31.85	\$22.00	\$31.85	
DK Security	\$24.00	\$33.29	\$23.00	\$31.26	\$23.00	\$31.26	\$22.00	\$29.23	\$22.00	\$29.23	\$22.00	\$29.23	\$22.00	\$29.23	\$22.00	\$29.23	\$22.00	\$29.23	\$24.00	\$33.29	
Unarmed Level 5																					
Allied Universal	\$24.17	\$33.74	\$24.17	\$33.74	\$24.17	\$33.81	\$24.17	\$33.77	\$24.17	\$33.79	\$24.17	\$33.76	\$24.17	\$33.73	\$24.17	\$33.73	\$24.17	\$33.77	\$23.12	\$32.25	
American Guard Services	\$23.00	\$33.24	\$23.00	\$33.24	\$23.00	\$33.24	\$23.00	\$33.24	\$23.00	\$33.24	\$23.00	\$33.24	\$23.00	\$33.24	\$23.00	\$33.24	\$23.00	\$33.24	\$23.00	\$33.24	
DK Security	\$25.00	\$34.35	\$24.00	\$32.35	\$24.00	\$32.35	\$23.00	\$30.34	\$23.00	\$30.34	\$23.00	\$30.34	\$23.00	\$30.34	\$23.00	\$30.34	\$23.00	\$30.34	\$25.00	\$34.35	
Unarmed Level 6																					
Allied Universal	\$25.22	\$35.20	\$25.22	\$35.20	\$25.22	\$35.28	\$26.27	\$36.70	\$25.22	\$35.26	\$26.27	\$36.69	\$26.27	\$36.67	\$25.22	\$35.20	\$26.27	\$36.71	\$26.27	\$36.65	
American Guard Services	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	
DK Security	\$26.00	\$35.43	\$25.00	\$33.45	\$25.00	\$33.45	\$24.00	\$31.46	\$24.00	\$31.46	\$24.00	\$31.46	\$24.00	\$31.46	\$24.00	\$31.46	\$24.00	\$31.46	\$26.00	\$35.43	

Schedule B-Pricing	Base Years Pricing																			
	Upper Peninsula		Northwest Region		Northeast Region		West Region		East Central Region		East Region		South Central Region		Southwest Region		Southeast Region		Detroit Metro	
	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate
Central Control Level 1																				
Allied Universal																			\$19.44	\$27.13
American Guard Services																			\$19.00	\$28.63
DK Security																			\$19.60	\$25.13
Central Control Level 2																				
Allied Universal																			\$19.97	\$27.87
American Guard Services																			\$20.00	\$30.07
DK Security																			\$20.60	\$26.26
Central Control Level 3																				
Allied Universal																			\$21.02	\$29.33
American Guard Services																			\$20.50	\$30.11
DK Security																			\$21.60	\$27.53
Central Control Level 4																				
Allied Universal																			\$22.07	\$30.80
American Guard Services																			\$24.00	\$34.64
DK Security																			\$22.60	\$28.73
Central Control Level 5																				
Allied Universal																			\$23.12	\$32.27
American Guard Services																			\$25.00	\$36.03
DK Security																			\$23.60	\$29.93
Central Control Level 6																				
Allied Universal																			\$25.22	\$35.20
American Guard Services																			\$26.00	\$37.42
DK Security																			\$24.60	\$31.13
Central Control Level 1 Full-Time*																				
Allied Universal																			\$21.02	\$29.33
American Guard Services																			\$19.00	\$29.23
DK Security																			\$19.60	\$27.19
Central Control Level 2 Full-Time																				
Allied Universal																			\$22.07	\$30.80
American Guard Services																			\$20.00	\$30.67
DK Security																			\$20.60	\$28.32
Central Control Level 3 Full-Time*																				
Allied Universal																			\$23.12	\$32.27
American Guard Services																			\$20.50	\$30.71
DK Security																			\$21.60	\$29.59
Central Control Level 4 Full-Time*																				
Allied Universal																			\$24.17	\$33.73
American Guard Services																			\$24.00	\$35.24
DK Security																			\$22.60	\$30.79
Central Control Level 5 Full-Time*																				
Allied Universal																			\$26.27	\$36.67
American Guard Services																			\$25.00	\$36.63
DK Security																			\$23.60	\$31.99

Schedule B-Pricing	Base Years Pricing																			
	Upper Peninsula		Northwest Region		Northeast Region		West Region		East Central Region		East Region		South Central Region		Southwest Region		Southeast Region		Detroit Metro	
	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate
Armed Level 1																				
Allied Universal	\$23.12	\$32.27	\$25.22	\$35.20	\$23.12	\$32.34	\$25.22	\$35.24	\$23.12	\$32.33	\$23.12	\$32.29	\$25.22	\$35.20	\$23.12	\$32.27	\$23.12	\$32.30	\$25.22	\$35.18
American Guard Services	\$19.00	\$28.63	\$19.00	\$28.63	\$19.00	\$28.63	\$19.00	\$28.63	\$19.00	\$28.63	\$19.00	\$28.63	\$19.00	\$28.63	\$19.00	\$28.63	\$19.00	\$28.63	\$19.00	\$28.63
DK Security	\$21.00	\$32.46	\$20.00	\$30.91	\$20.00	\$30.91	\$19.00	\$29.36	\$19.00	\$29.36	\$19.00	\$29.36	\$19.00	\$29.36	\$19.00	\$29.36	\$19.00	\$29.36	\$21.00	\$32.46
Armed Level 2																				
Allied Universal	\$24.17	\$33.74	\$26.27	\$36.67	\$24.17	\$33.81	\$26.27	\$36.70	\$24.17	\$33.79	\$24.17	\$33.76	\$26.27	\$36.67	\$24.17	\$33.73	\$24.17	\$33.77	\$26.27	\$36.65
American Guard Services	\$20.00	\$30.00	\$20.00	\$30.00	\$20.00	\$30.00	\$20.00	\$30.00	\$20.00	\$30.00	\$20.00	\$30.00	\$20.00	\$30.00	\$20.00	\$30.00	\$20.00	\$30.00	\$20.00	\$30.00
DK Security	\$22.00	\$33.66	\$21.00	\$32.11	\$21.00	\$32.11	\$20.00	\$30.56	\$20.00	\$30.56	\$20.00	\$30.56	\$20.00	\$30.56	\$20.00	\$30.56	\$20.00	\$30.56	\$22.00	\$33.66
Armed Level 3																				
Allied Universal	\$25.22	\$35.20	\$27.32	\$38.14	\$25.22	\$35.28	\$27.32	\$38.17	\$25.22	\$35.26	\$25.22	\$35.22	\$27.32	\$38.13	\$25.22	\$35.20	\$25.22	\$35.24	\$27.32	\$38.12
American Guard Services	\$20.50	\$30.11	\$20.50	\$30.11	\$20.50	\$30.11	\$20.50	\$30.11	\$20.50	\$30.11	\$20.50	\$30.11	\$20.50	\$30.11	\$20.50	\$30.11	\$20.50	\$30.11	\$20.50	\$30.11
DK Security	\$22.50	\$34.26	\$21.50	\$32.71	\$21.50	\$32.71	\$20.50	\$31.16	\$20.50	\$31.16	\$20.50	\$31.16	\$20.50	\$31.16	\$20.50	\$31.16	\$20.50	\$31.16	\$22.50	\$34.26
Armed Level 4																				
Allied Universal	\$26.27	\$36.67	\$28.37	\$39.60	\$26.27	\$36.75	\$28.37	\$39.64	\$26.27	\$36.73	\$26.27	\$36.69	\$28.37	\$39.60	\$26.27	\$36.67	\$26.27	\$36.71	\$28.37	\$39.58
American Guard Services	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64	\$24.00	\$34.64
DK Security	\$26.00	\$38.46	\$25.00	\$36.91	\$25.00	\$36.91	\$24.00	\$35.36	\$24.00	\$35.36	\$24.00	\$35.36	\$24.00	\$35.36	\$24.00	\$35.36	\$24.00	\$35.36	\$26.00	\$38.46
Vehicle Charge (if applicable)																				
	All Regions																			
	Pay Rate	Billable Rate																		
Executive Protection (80 hours per pay period)																				
Allied Universal	\$34.00	\$50.00																		
American Guard Services	\$45.00	\$63.85																		
DK Security	\$30.90+	\$ 87.55																		
Executive Protection (as needed basis)																				
Allied Universal	\$34.00	\$50.00																		
American Guard Services	\$45.00	\$95.77																		
DK Security	\$30.90	\$108.15																		

Award Recommendation and Synopsis – RFP 22000002749 – Attachment 2

RFP 22000002749 – 2nd Round Pricing Comparison

Schedule B-Pricing	Base Years Pricing																					
	Upper Peninsula		Northwest Region		Northeast Region		West Region		East Central Region		East Region		South Central Region		Southwest Region		Southeast Region		Detroit	Metro		
	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate		
Unarmed Level 1																						
Allied Universal	\$18.92	\$25.99	\$18.92	\$25.99	\$17.86	\$24.55	\$18.39	\$25.27	\$17.86	\$24.55	\$18.39	\$25.27	\$18.39	\$25.27	\$17.86	\$24.55	\$18.39	\$25.27	\$18.92	\$25.99		
DK Security	\$19.00	\$25.66	\$18.00	\$23.78	\$18.00	\$23.78	\$17.00	\$21.91	\$17.00	\$21.91	\$17.00	\$21.91	\$17.00	\$21.91	\$17.00	\$21.91	\$17.00	\$21.91	\$19.00	\$25.66		
Unarmed Level 2																						
Allied Universal	\$19.44	\$26.71	\$19.44	\$26.71	\$18.92	\$25.99	\$18.92	\$25.99	\$18.92	\$25.99	\$18.92	\$25.99	\$18.92	\$25.99	\$18.92	\$25.99	\$18.92	\$25.99	\$19.44	\$26.71		
DK Security	\$20.00	\$28.27	\$19.00	\$25.69	\$19.00	\$25.69	\$18.00	\$23.11	\$18.00	\$23.11	\$18.00	\$23.11	\$18.00	\$23.11	\$18.00	\$23.11	\$18.00	\$23.11	\$20.00	\$28.27		
Unarmed Level 3																						
Allied Universal	\$19.97	\$27.43	\$21.02	\$28.88	\$19.97	\$27.43	\$19.97	\$27.43	\$19.97	\$27.43	\$19.97	\$27.43	\$19.97	\$27.43	\$19.97	\$27.43	\$19.97	\$27.43	\$19.97	\$27.43		
DK Security	\$20.50	\$28.78	\$19.50	\$26.22	\$19.50	\$26.22	\$18.50	\$23.65	\$18.50	\$23.65	\$18.50	\$23.65	\$18.50	\$23.65	\$18.50	\$23.65	\$18.50	\$23.65	\$20.50	\$28.78		
Unarmed Level 4																						
Allied Universal	\$23.12	\$31.76	\$23.12	\$31.76	\$23.12	\$31.76	\$23.12	\$31.76	\$23.12	\$31.76	\$23.12	\$31.76	\$23.12	\$31.76	\$23.12	\$31.76	\$23.12	\$31.76	\$23.12	\$31.76		
DK Security	\$24.00	\$32.96	\$23.00	\$30.95	\$23.00	\$30.95	\$22.00	\$28.94	\$22.00	\$28.94	\$22.00	\$28.94	\$22.00	\$28.94	\$22.00	\$28.94	\$22.00	\$28.94	\$24.00	\$32.96		
Unarmed Level 5																						
Allied Universal	\$24.17	\$33.21	\$24.17	\$33.21	\$24.17	\$33.21	\$24.17	\$33.21	\$24.17	\$33.21	\$24.17	\$33.21	\$24.17	\$33.21	\$24.17	\$33.21	\$24.17	\$33.21	\$23.12	\$31.76		
DK Security	\$25.00	\$34.01	\$24.00	\$32.02	\$24.00	\$32.02	\$23.00	\$30.04	\$23.00	\$30.04	\$23.00	\$30.04	\$23.00	\$30.04	\$23.00	\$30.04	\$23.00	\$30.04	\$25.00	\$34.01		
Unarmed Level 6																						
Allied Universal	\$25.22	\$34.65	\$25.22	\$34.65	\$25.22	\$34.65	\$26.27	\$36.10	\$25.22	\$34.65	\$26.27	\$36.10	\$26.27	\$36.10	\$25.22	\$34.65	\$26.27	\$36.10	\$26.27	\$36.10		
DK Security	\$26.00	\$35.08	\$25.00	\$33.11	\$25.00	\$33.11	\$24.00	\$31.15	\$24.00	\$31.15	\$24.00	\$31.15	\$24.00	\$31.15	\$24.00	\$31.15	\$24.00	\$31.15	\$26.00	\$35.08		
Central Control Level 1																						
Allied Universal															\$19.44	\$26.71						
DK Security															\$19.60	\$24.88						
Central Control Level 2																						
Allied Universal															\$19.97	\$27.43						
DK Security															\$20.60	\$26.00						

Schedule B-Pricing	Base Years Pricing																				
	Upper Peninsula		Northwest Region		Northeast Region		West Region		East Central Region		East Region		South Central Region		Southwest Region		Southeast Region		Detroit Metro		
	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	
Central Control Level 3																					
Allied Universal																				\$21.02	\$28.88
DK Security																				\$21.60	\$27.28
Central Control Level 4																					
Allied Universal																				\$22.07	\$30.32
DK Security																				\$22.60	\$28.48
Central Control Level 5																					
Allied Universal																				\$23.12	\$31.76
DK Security																				\$23.60	\$29.68
Central Control Level 6																					
Allied Universal																				\$25.22	\$34.65
DK Security																				\$24.60	\$30.88
Central Control Level 1 Full-Time*																					
Allied Universal																				\$21.02	\$28.88
DK Security																				\$19.60	\$26.94
Central Control Level 2 Full-Time																					
Allied Universal																				\$22.07	\$30.32
DK Security																				\$20.60	\$28.06
Central Control Level 3 Full-Time*																					
Allied Universal																				\$23.12	\$31.76
DK Security																				\$21.60	\$29.34
Central Control Level 4 Full-Time*																					
Allied Universal																				\$24.17	\$33.21
DK Security																				\$22.60	\$30.54
Central Control Level 5 Full-Time*																					
Allied Universal																				\$26.27	\$36.10
DK Security																				\$23.60	\$31.74
Vehicle Charge (if applicable)																					

Schedule B-Pricing	Base Years Pricing																			
	Upper Peninsula		Northwest Region		Northeast Region		West Region		East Central Region		East Region		South Central Region		Southwest Region		Southeast Region		Detroit Metro	
	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate	Pay Rate	Billable Rate
Armed Level 1																				
Allied Universal	\$23.12	\$31.76	\$25.22	\$34.65	\$23.12	\$31.76	\$25.22	\$34.65	\$23.12	\$31.76	\$23.12	\$31.76	\$25.22	\$34.65	\$23.12	\$31.76	\$23.12	\$31.76	\$25.22	\$34.65
DK Security	\$21.00	\$32.14	\$20.00	\$30.60	\$20.00	\$30.60	\$19.00	\$29.07	\$19.00	\$29.07	\$19.00	\$29.07	\$19.00	\$29.07	\$19.00	\$29.07	\$19.00	\$29.07	\$19.00	\$29.07
Armed Level 2																				
Allied Universal	\$24.17	\$33.21	\$26.27	\$36.10	\$24.17	\$33.21	\$26.27	\$36.10	\$24.17	\$33.21	\$24.17	\$33.21	\$26.27	\$36.10	\$24.17	\$33.21	\$24.17	\$33.21	\$26.27	\$36.10
DK Security	\$22.00	\$33.34	\$21.00	\$31.80	\$21.00	\$31.80	\$20.00	\$30.27	\$20.00	\$30.27	\$20.00	\$30.27	\$20.00	\$30.27	\$20.00	\$30.27	\$20.00	\$30.27	\$20.00	\$30.27
Armed Level 3																				
Allied Universal	\$25.22	\$34.65	\$27.32	\$37.54	\$25.22	\$34.65	\$27.32	\$37.54	\$25.22	\$34.65	\$25.22	\$34.65	\$27.32	\$37.54	\$25.22	\$34.65	\$25.22	\$34.65	\$27.32	\$37.54
DK Security	\$22.50	\$33.94	\$21.50	\$32.40	\$21.50	\$32.40	\$20.50	\$30.87	\$20.50	\$30.87	\$20.50	\$30.87	\$20.50	\$30.87	\$20.50	\$30.87	\$20.50	\$30.87	\$20.50	\$30.87
Armed Level 4																				
Allied Universal	\$26.27	\$36.10	\$28.37	\$38.98	\$26.27	\$36.10	\$28.37	\$38.98	\$26.27	\$36.10	\$26.27	\$36.10	\$28.37	\$38.98	\$26.27	\$36.10	\$26.27	\$36.10	\$28.37	\$38.98
DK Security	\$26.00	\$38.14	\$25.00	\$36.60	\$25.00	\$36.60	\$24.00	\$35.07	\$24.00	\$35.07	\$24.00	\$35.07	\$24.00	\$35.07	\$24.00	\$35.07	\$24.00	\$35.07	\$24.00	\$35.07
Vehicle Charge (if applicable)																				
*40 hours with paid annual leave and sick leave accrual																				
	All Regions																			
	Pay Rate	Billable Rate																		
Executive Protection (80 hours per pay period)																				
Allied Universal	\$34.00	\$50.00																		
DK Security	\$30+	\$85.00																		
Executive Protection (as needed basis)																				
Allied Universal	\$34.00	\$50.00																		
DK Security	\$30+	\$105.00																		