



**COMMISSION MEMORANDUM**

TO: Honorable Mayor and Members of the City Commission

FROM: Eric Carpenter, City Manager

DATE: March 19, 2025

TITLE: A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER PURSUANT TO REQUEST FOR PROPOSALS NO. 2024-277-KB, FOR SECURITY OFFICER SERVICES; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS AND THE AWARD OF A CONTRACT TO DYNAMIC INTEGRATED SECURITY, INC., THE SECOND-RANKED PROPOSER, AS THE PRIMARY CONTRACTOR AND TO GOOD GUARD FLORIDA, INC., THE THIRD-RANKED PROPOSER, AS THE SECONDARY CONTRACTOR; FURTHER, AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE THE AGREEMENTS AFTER THE ADMINISTRATION HAS CONCLUDED NEGOTIATIONS; AND FURTHER AUTHORIZING THE MONTH-TO-MONTH EXTENSION OF THE EXISTING AGREEMENTS WITH FPI SECURITY SERVICES, INC. AND SECURITY ALLIANCE, LLC, UNTIL THE REPLACEMENT AGREEMENT(S) HAVE BEEN EXECUTED AND SECURITY OFFICER SERVICES HAVE BEEN TRANSITIONED TO THE NEW SERVICE PROVIDER(S). (POLICE)

**RECOMMENDATION**

The City Administration ("Administration") recommends that the Mayor and City Commission (City Commission) approve the Resolution authorizing the Administration to enter into negotiations and the award of a contract to Dynamic Integrated Security, Inc., the second-ranked proposer, as the primary contractor and to Good Guard Florida, Inc., the third-ranked proposer, as the secondary contractor.; further, authorizing the City Manager and City Clerk to execute the agreements after the Administration has concluded negotiations; and further authorizing the month-to-month extension of the existing agreements with FPI Security Services, Inc. and Security Alliance, LLC, until the replacement agreement(s) have been executed and security officer services have been transitioned to the new service provider(s).

This solicitation is under the cone of silence.

**BACKGROUND/HISTORY**

The City Of Miami Beach utilizes security officer services citywide in order to 1) create a visible presence of security personnel within the City of Miami Beach to improve the perception of public safety; 2) Provide assistance and information to citizens and visitors; 3) Provide assistance to law enforcement through deterrence, observe and report suspected criminal activity; 4) Address issues associated with the homeless and others whose behavior conflicts with acceptable community norms; and 5) Safeguard the residents, visitors, employees and property of the City of Miami Beach. Security officer services are also used for routine functions, such as access control at City facilities, as well as for special events, including spring break and other planned or unplanned occurrences.

The purpose of this RFP was to solicit competitive bids from qualified security service providers to establish a new contract(s), ensuring the deployment of professional, reliable, and vigilant

security officers. The selected provider(s) will be responsible for safeguarding City premises, assets, and personnel through the effective deployment of trained armed and unarmed security personnel. The goal is to implement a comprehensive security strategy that mitigates risks, deters threats, and fosters a secure environment conducive to the City's operations. All services must comply with Section 493 of the Florida Statutes and the requirements outlined in the RFP.

On July 29, 2020, the Mayor and City Commission approved the award of contracts to FPI Security Services, Inc. and Security Alliance, LLC, as co-primaries under RFP 2020-007-JC for Security Officer Services. These contracts are set to expire on April 1, 2025, having a one-year option to renew remaining. Rather than extending the agreement for the full year, this request seeks approval to award the new RFP and extend the current agreements with FPI Security Services, Inc. and Security Alliance, LLC on a month-to-month basis until the replacement contract(s) are executed and all security officer services are successfully transitioned.

## **ANALYSIS**

On April 3, 2024, the Mayor and City Commission approved the issuance of RFP 2024-277-KB for Security Officer Services. On April 4, 2024, the RFP was issued. A voluntary pre-proposal meeting was held on April 19, 2024. One hundred forty-seven prospective bidders accessed the solicitation. RFP responses were due and received on June 20, 2024. The City received responses from the following 27 firms:

A & Associates Inc., d/b/a A&A Security Services  
American Guard Services, Inc.  
Andy Frain Services, Inc.  
Ardent Protection, LLC  
Centurion Security Group, LLC/Feick Partnership  
Choice One Protection, LLC  
Consumer Investigations, Inc. d/b/a Protection Bureau  
DECO International Security Corp.  
Delta Five Security, LLC  
Dynamic Integrated Security, Inc.  
Elite Global Security, LLC  
First Class Security Academy & Services LLC  
FPI Security Services, Inc.  
Good Guard Florida, Inc.  
GSGI, LLC  
Inter-Con Security Systems, Inc.  
Kent Security Services, Inc.  
PalAmerican Security, Inc.  
Pro-Secur Inc.  
PSI Security and Investigations, LLC  
Security Alliance, LLC  
Servexo Protective Services  
SFM Security Services, Inc.  
The Kemp Group, LLC  
US Security/U.S. Alliance Management Corp.  
Universal Security Guard Association, Inc.  
Valus Security, Inc.

The proposals submitted by Pro-Secur Inc., Andy Frain Services, Inc., Ardent Protection, LLC, First Class Security Academy & Services LLC, FPI Security Services, Inc., PalAmerican Security, Inc., The Kemp Group, LLC, and Valus Security, Inc. failed to meet the requirements of the RFP, either by failing to comply with the minimum eligibility criteria or by submitting the incorrect cost

proposal. As a result, their proposals were deemed non-responsive and were not considered further.

On September 5, 2024, the City Manager appointed the Evaluation Committee (“Committee”) via LTC# 384-2024. The Evaluation Committee convened on November 14 and 15, 2024, to consider the responsive proposals received. The Committee was comprised of Marc Chevalier, Senior Risk Officer, Human Resources Department; Kenneth Jones, Security Operations Manager, Police Department; Giacomo Natteri, Facilities Zone Manager, Facilities and Fleet Management Department; and Alberto Ventura, Assistant Director, Parking Department.

The Committee was provided with an overview of the procurement and information relative to the City's Cone of Silence Ordinance and the Government Sunshine Law. The Committee was also provided with general information on the scope of services and a copy of each proposal. The Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFP. The evaluation process resulted in the ranking of proposers, as indicated in Attachment A and below.

1st ranked - Kent Security Services, Inc.  
2nd Ranked - Dynamic Integrated Security, Inc.  
3rd Ranked - Good Guard Florida, Inc.  
4th Ranked - Security Alliance, LLC  
5th Ranked - A & Associates Inc., d/b/a AA Security Services, Inc.  
5th Ranked - Choice One Protection, LLC  
5th Ranked - US Security/U.S. Alliance Management Corp.  
5th Ranked - Universal Security Guard Association, Inc.  
9th Ranked - SFM Security Services, Inc.  
10th Ranked - Inter-Con Security Systems, Inc.  
11th Ranked - Centurion Security Group, LLC/Feick Partnership  
11th Ranked - PSI Security and Investigations, LLC  
13th Ranked - DECO International Security Corp.  
14th Ranked - American Guard Services, Inc.  
14th Ranked - Servexo Protective Services  
16th Ranked - Delta Five Security, LLC  
17th Ranked - Elite Global Security, LLC  
18th Ranked - Consumer Investigations, Inc. d/b/a Protection Bureau  
19th Ranked - GSGI, LLC

The evaluation process, which includes a consideration of experience and qualifications, approach and methodology, and cost, resulted in Kent Security Services, Inc. as the top-ranked bidder. However, Section 2-369 of the City Code requires that, in determining the lowest and best bidder, in addition to price, there shall be considered the following:

- (1) The ability, capacity and skill of the bidder to perform the contract.
- (2) Whether the bidder can perform the contract within the time specified, without delay or interference.
- (3) The character, integrity, reputation, judgment, experience and efficiency of the bidder.
- (4) The quality of performance of previous contracts.
- (5) The previous and existing compliance by the bidder with laws and ordinances relating to the contract.

After considering all relevant factors permitted under Section 2-369 of the City Code, the Administration does not recommend an award to Kent Security Services (“Kent”) due to the indictment and incarceration of Alon Alexander, Kent’s President; bid signee; and, in Mr. Alexander’s own words, primary account representative for the Kent team. Mr. Alexander will be unavailable for an indeterminate amount of time and has a trial scheduled for January 6, 2026, with charges including conspiracy to commit sex trafficking and sex trafficking by force, fraud, or

coercion.

The Evaluation Committee resulted in Dynamic Integrated Security, Inc. (DIS) as the second-ranked proposer. The Committee commended Dynamic Integrated Security, Inc. (DIS) for its comprehensive approach to security monitoring and personnel deployment. DIS offers around-the-clock video surveillance and real-time dispatch coordination, ensuring immediate responsiveness to potential threats. The committee emphasized the value of DIS's live-streamed surveillance system, which grants direct access to both real-time and archived footage for investigative purposes. Additionally, the Committee complimented DIS for its low staff turnover and highly trained workforce, consisting of retired law enforcement officers and military veterans. The Committee further noted that DIS's personnel bring extensive field experience and undergo rigorous firearm training that strictly adheres to Florida Department of Law Enforcement standards, reinforcing the company's commitment to professionalism and operational excellence.

DIS was founded in 2013 and offers a wide range of customized security solutions to homeowner associations, schools, businesses, and more. DIS' executive management team has over 75+ years of combined experience in the military, police, and security fields. DIS's Safe School Officers are Florida Sheriff Certified under the Marjory Stoneman Douglas High School Public Safety Act (SB 7026 & SB 7030). DIS provides a training program for all security officers that allows them to cater to the site's needs. DIS' patrol fleet is equipped to provide real-time video, audio, and GPS location, monitored by their command-and-control center. DIS' personnel are equipped with the latest technology in body cameras, body armor, and protective gear. Some of their present clients include the Leon County School District, multiple Charter Schools within North Carolina and Florida, as well as Palm Island Master Associations in Weston Florida.

The Evaluation Committee resulted in Good Guard Florida, Inc. (Good Guard) as the third-ranked proposer. The Committee concluded that Good Guard meets the expectations, experience, and qualifications expected from the contractor and that the approach and methodology were suitable for the needs of the City. The Committee also recognized that Good Guard's onboarding process and web-based dispatching system would be efficient. Key features, such as the ability to add maintenance notes and the software's analytical capabilities, were considered practical. Lastly, the Committee commended Good Guard's additional training offered to leadership, which would contribute to a more accountable and productive team in the field.

Good Guard was originally incorporated in the State of California and has been registered in the State of Florida since 2023. Good Guard offers a wide range of services, including armed and unarmed security personnel, personal protection, fire watch services, and crowd control. Good Guard has secured contracts with private and public firms such as Wells Fargo, the Florida Department of Management Services, and the City of San Francisco. The company prides itself on its highly trained and certified security officers, who undergo rigorous background checks and continuous training to ensure they meet the highest standards of professionalism and effectiveness. Good Guard Security operates with a mission to deliver professional, affordable, and high-quality security solutions tailored to the unique requirements of each client.

After reviewing the submissions and the Committee's rankings and commentary, the Administration recommends entering into negotiations and awarding a contract to Dynamic Integrated Security, Inc., the second-ranked proposer, as the primary contractor and to Good Guard Florida, Inc., the third-ranked proposer, as the secondary contractor. Both firms demonstrated, through scores from the Evaluation Committee, that their qualifications, past performance, government experience, and approach to the City's required scope of services exceeded those of the other proposers. Additionally, Dynamic Integrated Security, Inc. and Good Guard Florida, Inc. submitted competitive overall pricing, with Dynamic Integrated Security, Inc. offering the lower cost of the two.

## **FISCAL IMPACT STATEMENT**

Services pursuant to the award of this RFP shall be subject to successful negotiations and the availability of funds approved through the City's budgeting process. The City's average yearly expenditure over the last three (3) contract years is \$3,000,000. Grant funding will not be utilized for this project.

Based on the proposal submitted by Dynamic Integrated Security, Inc., the second-ranked firm, staff performed a cost analysis to determine whether the fiscal impact was in the City's best interest. The cost analysis compared the costs submitted under the RFP to similar line items in the current contract. The comparison showed that Dynamic Integrated Security, Inc. provided a total cost that was approximately 3% higher compared to the City's current contract. The most recently published Consumer Price Index (CPI) is 16% higher than at the award of the previous contract, and therefore, the proposed cost by Dynamic Integrated Security, Inc. is considered reasonable. However, the Administration will engage in negotiations with the company.

## **Does this Ordinance require a Business Impact Estimate?** (FOR ORDINANCES ONLY)

**If applicable, the Business Impact Estimate (BIE) was published on:**

**See BIE at: <https://www.miamibeachfl.gov/city-hall/city-clerk/meeting-notice/>**

## **FINANCIAL INFORMATION**

410-1510-000349	\$	108,000
011-0975-000349	\$	31,400
011-1120-000349	\$	1,729,000
120-6230-000349	\$	237,100
119-6231-000349	\$	291,400
110-6232-000349	\$	289,000
111-6233-000349	\$	209,700
168-1124-000349	\$	160,000
160-1121-000349	\$	376,000
160-0363-000349	\$	2,100
178-6885-000349	\$	11,200
425-0410-000349	\$	3,000
425-0420-000349	\$	3,000
427-0427-000349	\$	3,000
480-0463-000349	\$	2,067,000
142-6976-000349	\$	327,000
463-1990-000349	\$	279,000
467-1996-000349	\$	128,000
468-1998-000349	\$	79,000

## **CONCLUSION**

Based on the foregoing, it is recommended that the Mayor and City Commission approve the Resolution authorizing the Administration to enter into negotiations and the award of a contract to Dynamic Integrated Security, Inc., the second-ranked proposer, as the primary contractor and to Good Guard Florida, Inc., the third-ranked proposer, as the secondary contractor.; further,

authorizing the City Manager and City Clerk to execute the agreements after the Administration has concluded negotiations; and further authorizing the month-to-month extension of the existing agreements with FPI Security Services, Inc. and Security Alliance, LLC, until the replacement agreement(s) have been executed and security officer services have been transitioned to the new service provider(s).

**Applicable Area**

Citywide

**Is this a “Residents Right to Know” item, pursuant to City Code Section 2-17?**

No

**Is this item related to a G.O. Bond Project?**

No

**Was this Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481, includes a principal engaged in lobbying?** No

If so, specify the name of lobbyist(s) and principal(s):

**Department**

Procurement

**Sponsor(s)**

**Co-sponsor(s)**

**Condensed Title**

Award RFP 2024-277-KB, Security Officer Services. PR/PD

**Previous Action (For City Clerk Use Only)**