



## REPORT

Report Date: October 20, 2022  
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Meeting Date: November 16, 2022  
[Submit comments to Council](#)

TO: Standing Committee on Policy and Strategic Priorities

FROM: Chief Safety Officer, Chief Librarian of Vancouver Public Library and Chief Procurement Officer

SUBJECT: Contract Award for Security Services

### **RECOMMENDATION**

- A. THAT Council authorize City staff to negotiate to the satisfaction of the City's Chief Procurement Officer, Chief Safety Officer and Director of Legal Services, and on that basis to enter into a contract with Paladin Security Group Limited ("Paladin") for the provision of security guard and security systems support services to the City for a period of five (5) years, with an estimated total cost for such services during that period of \$29,950,493 plus applicable taxes, and with options for the City to extend the term of the contract for two additional periods of two (2) years each. Source of funding to be the City's annual operating and capital budgets.
- B. THAT the Director of Legal Services, Chief Procurement Officer and Chief Safety Officer be authorized to execute on behalf of the City the contract contemplated by Recommendation A above.
- C. THAT Council authorize City staff to negotiate to the satisfaction of the City's Chief Procurement Officer, Director of Legal Services and the Chief Librarian for Vancouver Public Library ("VPL"), and on that basis to enter into a contract with Securiguard Services Limited ("Securiguard") for the provision of security guard services to the VPL for a period of five (5) years, with an estimated total cost for such services during that period of \$6,724,092 plus applicable taxes to be funded by way of the City's annual operating and capital budgeting processes, and with options for the VPL to extend the term of the contract for two additional periods of two (2) years each.

- D. THAT the Director of Legal Services, Chief Procurement Officer, and Chief Librarian of Vancouver Public Library be authorized to execute on behalf of the City the contract contemplated by Recommendation C above.
- E. THAT no legal rights or obligations will be created by Council's adoption of Recommendations above unless and until such contracts, respectively, are executed by the authorized signatories of the City and the Vancouver Public Library as set out in these Recommendations.

### **REPORT SUMMARY**

The City issued its Request for Proposals PS20210888 for Security Services on November 5, 2021 ("RFP"). The RFP was advertised on the City of Vancouver website and BC Bid and the work was called in accordance with the terms and condition of the City's Procurement Policy ADMIN-008. City staff on the RFP evaluation committee and, subsequently, Bid Committee have considered the responses received, and on that basis recommend that the City negotiate, and if such negotiations are successful, enter into contracts as described above with:

- 1) Paladin Security Group Ltd.,
- 2) Securiguard Services Ltd.,

### **COUNCIL AUTHORITY/PREVIOUS DECISIONS**

The City's Procurement Policy ADMIN-008 requires that contracts with values over \$2 million must be approved by Council following review and recommendations by the Bid Committee. The Bid Committee has considered and recommended the following as successful proponents:

- 1) Paladin Security Group Ltd.,
- 2) Securiguard Services Ltd.,

### **CITY MANAGER'S COMMENTS**

The City Manager recommends approval of the foregoing.

### **REPORT**

#### **Background/Context**

The purpose of the RFP was to identify and contract with qualified service providers that demonstrate capabilities to meet the City's estimated demand and service requirements over the term of the contract at competitive prices. The objective of the procurement was to design and implement one or more security solutions that will offer innovative practices and provide exceptional safety and security to citizens, employees and users of City facilities and services.

The City's City Protective Services (CPS), and Vancouver Public Library (VPL) require the following security services:

- Licensed Security Guard and Related Services for CPS;
- Security Systems Support Services for CPS; and
- Licensed Security Guard Services for VPL

The RFP also included service requirements for Event Security Guard Services for Vancouver Civic Theatres (VCT) as well as locksmith services. Proponents were able to submit proposals to any one or combination of multiple service requirements. Separate contracts have been awarded for VCT and locksmith services. The dollar amount for these two contracts are each below \$2 million, and therefore the contract awards are not included in the recommendations for approval in this Council report. The Bid Committee has the delegated authority as per the City's Procurement Policy ADMIN-008 to award these other contracts.

### ***Strategic Analysis***

The RFP was issued in the accordance with City's Procurement Policy ADMIN-008. The City received proposals from:

- Accurate Security (Accurate)
- Logixx Security Inc. (Logixx)
- Scarlet Security Group (Scarlet)
- Allied Universal Security Services (Allied)
- Armour Security and Protection Services Corp. (Armour)
- Rose Security Services Inc. (Rose)
- Commissionaires BC (Commissionaires)
- Johnson Controls (Johnson)
- GardaWorld (GardaWorld)
- Genesis Security Group (Genesis)
- Paladin Security Group Limited (Paladin)
- Guardteck Security Corporation (Guardteck)
- Securiguard Services Limited (Securiguard)

The proposals received were evaluated through the work of evaluation teams comprised of representatives from City Protective Services (CPS), Vancouver Public Library (VPL) and Vancouver Civic Theatres (VCT) under the stewardship of Supply Chain Management, to ascertain if the responses offered good overall value to the City, both quantitative and qualitative factors were evaluated.

Some of the criteria considered in the overall evaluation process included:

- ability to meet the RFP requirements;
- skills, knowledge, capabilities, reputation and previous experience;
- business operation model and overall service factors;
- business technology;
- transition and training work plan;
- historic performance in delivering the defined services;
- financial offering; and
- demonstrated ability to adhere to the City's values with regards to sustainability, including the ability to meet Living Wage requirements

Based on the overall evaluation, the team concluded that the proposals submitted by 1) Paladin Security Group Ltd. in respect of security needs of the City itself, and 2) Securiguard Services Ltd. in respect of security needs of the VPL, best met the City's requirements and provided best overall value to the City and the VPL.

### ***Financial***

Financial Planning & Analysis (FP&A) has reviewed the cost for the provision of security guard and security systems support services to the City for a period of five (5) years beginning 2023. Contract funding for 2023 and beyond will be subject to the City's annual operating and capital budget approvals.

All estimated contract values are based on the projected use of the services. Any increase or decrease in utilization of the contracted services will have a corresponding impact on actual expenditures.

### ***Environmental/ Social Procurement***

As this is a Living Wage contract, all recommended suppliers have committed to paying a Living Wage to all of their personnel engaged in these contracts.

The recommended suppliers have also completed and agreed to the City's Code of Conduct policy and Social Diversity Checklists.

### ***Legal***

The City's Procurement Policy requires that all contracts awarded by Bid Committee and Council are to be approved in form and substance and signed by the Director of Legal Services.

### ***CONCLUSION***

In summary, City staff recommends that the City of Vancouver negotiate and enter into five (5) year contracts, with options to extend the contracts for an additional two (2) periods of two (2) years each, with 1) Paladin Security Group Ltd. for the City itself, which will be managed by CPS and 2) Securiguard Services Ltd. for the Vancouver Public Library, which will be managed by VPL.

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