

AIRPORT COMMISSION

CITY AND COUNTY OF SAN FRANCISCO

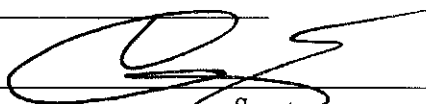
RESOLUTION NO. 18-0209

**AWARD CONTRACT NO. 50178 FOR GENERAL AIRPORT SECURITY SERVICES TO COVENANT AVIATION SECURITY, LLC IN AN AMOUNT NOT TO EXCEED \$ 5,500,000 FOR APPROXIMATELY 20 MONTHS ENDING JUNE 30, 2020 WITH TWO (2) OPTION PERIODS OF TWO-YEARS EACH, EXERCISABLE AT THE SOLE DISCRETION OF THE AIRPORT COMMISSION.**

- WHEREAS,** the Airport's Transportation Security Administration (TSA)-Approved Airport Security Program (ASP) requires the Airport to conduct inspections of all deliveries of merchandise, consumables, and employees accessing the Sterile Area (post security) from the Secured Areas; and
- WHEREAS,** the Airport's Operations and Security Staff has determined a need for as-needed general security services related to emergency or unforeseen circumstances and vendor screening consisting of conducting post-security inspections of all deliveries of merchandise, consumables, and employees accessing the Sterile Area (post security) from the Secured Areas (excluding airline flight crews and their belongings) in accordance with the Airport's TSA-Approved ASP, TSA Regulations and Security Directives; and
- WHEREAS,** on April 24, 2018, this Commission approved Resolution No. 18-0112 to issue a Request for Proposals for General Airport Security Services and to enter into negotiations with the top ranked firm; and
- WHEREAS,** on June 29, 2018, Staff received three proposals, and after reviewing and scoring the written proposals, cost proposals, and holding interviews selected Covenant Aviation Security, LLC as the highest ranked proposer; and
- WHEREAS,** staff has successfully negotiated the Contract with Covenant Aviation Security, LLC; now, therefore, be it
- RESOLVED,** that this Commission awards Contract No. 50178 for General Airport Security Services to Covenant Aviation Security, LLC in an amount not to exceed \$5,500,000 for approximately 20 months ending June 30, 2020 with two (2) option periods of two (2) years each, exercisable at the sole discretion of the Airport Commission.

*I hereby certify that the foregoing resolution was adopted by the Airport Commission*

*at its meeting of* SEP 18 2018

  
Secretary

San Francisco International Airport

**MEMORANDUM**

September 18, 2018

TO: AIRPORT COMMISSION  
 Hon. Larry Mazzola, President  
 Hon. Linda S. Crayton, Vice President  
 Hon. Eleanor Johns  
 Hon. Richard J. Guggenlime  
 Hon. Peter A. Stern

SEP 18 2018

FROM: Airport Director

SUBJECT: Award Contract No. 50178, General Airport Security Services to Covenant Aviation Security, LLC

DIRECTOR'S RECOMMENDATION: AWARD CONTRACT NO. 50178 FOR GENERAL AIRPORT SECURITY SERVICES, TO COVENANT AVIATION SECURITY, LLC IN AN AMOUNT NOT TO EXCEED \$5,500,000 FOR A TERM OF APPROXIMATELY 20 MONTHS ENDING JUNE 30, 2020 WITH TWO (2) TWO-YEAR OPTIONS TO EXTEND THE CONTRACT, EXERCISABLE AT THE SOLE DISCRETION OF THE AIRPORT COMMISSION.

**Executive Summary**

Commission approval is requested to award Contract No. 50178 for General Airport Security Services (GASS) to Covenant Aviation Security, LLC (CAS) for an original term of approximately 20 months ending June 30, 2020 with two (2) two-year options to extend the term, exercisable at the sole discretion of the Commission. The GASS scope of work includes Airport media identification inspection and validation, pre/post security inspection of employees, concession/tenant deliveries of merchandise and consumables, general security services in response to Transportation Security Administration (TSA) security directives or emergencies, security services at passenger security checkpoints and exit lanes during non-TSA screening hours, and Air Operations Area (AOA) access gate vehicle inspections and security services.

**Background**

On April 24, 2018, this Commission approved Resolution No. 18-0112 authorizing a Request for Proposals (RFP) for GASS and to enter into negotiations with the top ranked firm. On May 9, 2018, Staff issued the RFP. On May 23, 2018, Staff conducted the pre-proposal conference which was attended in person by 15 people and seven people by conference call, representing 10 companies. On June 29, 2018, the Airport received three proposals. The Airport convened a three-member selection panel to review and score the proposals in conformance with the criteria stated in the RFP. The panel consisted of one SFO Operations employee, one employee from

THIS PRINT COVERS CALENDAR ITEM NO. 2

AIRPORT COMMISSION CITY AND COUNTY OF SAN FRANCISCO

LONDON N. BREED  
MAYORLARRY MAZZOLA  
PRESIDENTLINDA S. CRAYTON  
VICE PRESIDENT

ELEANOR JOHNS

RICHARD J. GUGGENHIME

PETER A. STERN

IVAR C. SATERO  
AIRPORT DIRECTOR

United Airlines, and one employee from Oakland International Airport. All three proposers were invited to participate in the oral interviews held on August 31, 2018. The scoring processes in the RFP included reviewing and scoring written proposals, an assignment of points based on each proposer's Management Fee, and oral interviews. The three proposers and their final scores are provided below:

<b><u>Proposer</u></b>	<b><u>Final Consolidated Score</u></b>
Covenant Aviation Security, LLC	513.3
Allied Universal Security Services	457.0
Securitas Critical Infrastructure Services, Inc.	426.7

Staff has successfully negotiated the contract with CAS. The term of the contract will be approximately 20 months ending June 30, 2020 with two (2) option periods of two (2) years each, exercisable at the sole discretion of the Airport Commission. The approximate 20-month initial term corresponds to the end date of the current emergency GASS contract (October 5, 2018) and the end of the 2-year budget cycle, which is June 30, 2020. A Notice of Intent to Award was issued on September 6, 2018. The five working-day protest period expires on September 13, 2018. Should a protest be filed, the item will be removed from the calendar at the Commission meeting.

### **Recommendation**

I recommend the Commission award Contract No. 50178 for General Aviation Security Services to Covenant Aviation Security, LLC, in an amount not to exceed \$5,500,000 for a term of approximately 20 months ending June 30, 2020 with two (2) option periods of two (2) years each, exercisable at the sole discretion of the Airport Commission.



Ivar C. Satero  
Airport Director

Prepared by: Jeff Littlefield  
Chief Operating Officer

Attachment