

(BOS)

From: Board of Supervisors, (BOS)
Sent: Tuesday, April 21, 2015 1:40 PM
To: BOS Legislation, (BOS)
Subject: File 150248 FW: SFMTA Security Guard Contract
Attachments: Black Bear Letter of Support for Cypress (2).pdf

Categories: 150248

From: Moura [<mailto:msmoura@blackbearsecurity.com>]

Sent: Tuesday, April 21, 2015 1:08 PM

To: Breed, London (BOS); Kim, Jane (BOS); Wiener, Scott; Tang, Katy (BOS); Mar, Eric (BOS); Farrell, Mark (BOS); Cohen, Malia (BOS); Yee, Norman (BOS); Christensen, Julie (BOS); Avalos, John (BOS); Campos, David (BOS); Board of Supervisors, (BOS)

Cc: Carl Cunningham; lidia@blackbearsecurity.com

Subject: SFMTA Security Guard Contract

Dear Supervisors,

Please see attached letter.

Thank you.

Ms. Moura Borisova

Black Bear Security Services, Inc.

***Honor *Integrity *Value**

2016 Oakdale Avenue

San Francisco, CA 94124

(415) 647-5200 fax (415) 647-0300

cell (415) 559-5159

msmoura@blackbearsecurity.com

www.blackbearsecurity.com

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April 17, 2015

San Francisco Board of Supervisors
1 Dr. Carlton B. Goodlett Place
City Hall, Room 244
San Francisco, Ca. 94102-4689

Re: April 21, 2015 Board Of Supervisors Meeting - Agenda Item #19,
Contract - Cypress Security - Armed and Unarmed Security Services

Dear Honorable Supervisors,

Black Bear is one of the three local business enterprises (LBE) who will be working with Cypress to provide security services under the proposed contract. We concur with the letter sent to you by Tree Line Security and also want to express our support the approval of the security contract with Cypress Security and the San Francisco Municipal Transportation Agency.

We have worked with Cypress Security for a number of years and are honored to be part of the team they have put together for this contract. Cypress operates with integrity and a sense of partnership with the LBE's, and has offered assistance and advice on how we can develop our businesses and better our services and abilities. Cypress has extended networks and business relationships that helped us grow and overcome the many hurdles faced by small businesses.

We are pleased to provide our highest recommendation as to Cypress' ability and commitment towards the good of San Francisco and it's diverse communities, specifically small businesses. Please feel free to contact any of us should you have any questions.

Many thanks,

Ms. Moura Borisova
Black Bear Security Services, Inc.
***Honor *Integrity *Value**
2016 Oakdale Avenue
San Francisco, CA 94124
(415) 647-5200 fax (415) 647-0300
cell (415) 559-5159
msmoura@blackbearsecurity.com
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(BOS)

From: Board of Supervisors, (BOS)
Sent: Tuesday, April 21, 2015 9:36 AM
To: BOS Legislation, (BOS)
Subject: File 150248 FW: April 21, 2015 Board Of Supervisors Meeting - Agenda Item #19, Cypress Security - Armed and Unarmed Security Services
Attachments: Treeline LBE Cypress Reference Letter.pdf
Categories: 150248

From: lora@treelinesecurity.com [<mailto:lora@treelinesecurity.com>]

Sent: Monday, April 20, 2015 9:45 PM

To: Breed, London (BOS); Kim, Jane (BOS); Wiener, Scott; Tang, Katy (BOS); Mar, Eric (BOS); Farrell, Mark (BOS); Cohen, Malia (BOS); Yee, Norman (BOS); Christensen, Julie (BOS); Avalos, John (BOS); Campos, David (BOS)

Cc: Board of Supervisors, (BOS)

Subject: April 21, 2015 Board Of Supervisors Meeting - Agenda Item #19, Cypress Security - Armed and Unarmed Security Services

Dear Honorable Supervisors,

I write to express our support for the approval of the security contract between Cypress Security and the San Francisco Municipal Transportation Agency (SFMTA) and attest to the professional and upstanding nature in which they (Cypress) conduct their business, provide contract services and actively support local business enterprises.

I speak as one of the three partnering local business enterprises (LBE), selected by Cypress for the SFMTA contract before you. We bring forth to your attention the following in hopes that you approve agenda item 19, in reference to contract services between the SFMTA and Cypress Security. Cypress has chosen three (3) LBE sub-contractors to take part in this contract, allowing and affording the three local woman owned small businesses the opportunity to grow and compete within a largely male dominant security industry. Andrews International, a Southern California based security company, did the minimum and selected only one LBE to partner with. This speaks volumes as to the commitment that Cypress has shown towards small and woman owned businesses in San Francisco.

We have found, under the guiding leadership of Kes Narbutas, CEO of Cypress Security, that Cypress operates with the highest professional standards in serving the CCSF, SFMTA and your constituents, and in doing so has been an important mentor providing guidance to local small businesses, such as ourselves. Cypress has time and again offered assistance and advice on how we can develop our businesses, increase training, and adopt risk aversion and technology advances to better our services and abilities to compete within the market space. Cypress has extended networks and business relationships that have afforded our small businesses loans, so that we may grow and overcome the many hurdles faced by small businesses.

We are pleased to provide our highest recommendation as to Cypress' ability and commitment towards the good of San Francisco and it's diverse communities, with a special commitment towards woman and minority owned small businesses. Please feel free to contact us should you have any questions.

Many thanks,

Lora Abaya | Owner

Treeline Security, Inc.

888.951.9997

April 20, 2015

San Francisco Board of Supervisors
1 Dr. Carlton B. Goodlett Place
City Hall, Room 244
San Francisco, Ca. 94102-4689

Re: April 21, 2015 Board Of Supervisors Meeting - Agenda Item #19,
Contract - Cypress Security - Armed and Unarmed Security Services

Dear Honorable Supervisors,

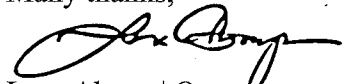
I write to express our support for the approval of the security contract with Cypress Security and the San Francisco Municipal Transportation Agency (SFMTA) and to attest to the professional and upstanding nature in which they (Cypress) conduct their business, contract services and support of local business enterprises.

We speak as one of three partnering local business enterprises (LBE), selected by Cypress for the SFMTA contract before you. I bring forth to your attention the following in hopes that you approve agenda item 19, in reference to contract services between the SFMTA and Cypress Security.

We at Treeline have found, under the guiding leadership of Kes Narbutas, CEO of Cypress Security, that Cypress operates with the highest professional standards in serving the CCSF, SFMTA and your constituents, and in doing so has been an important mentor providing guidance to local small businesses, such as ourselves. Cypress has time and again offered assistance and advice on how we can develop our businesses, increase training, and adopt risk aversion and technology advances to better our services and abilities to compete within the market space. Cypress has extended networks and business relationships that have afforded our small businesses loans, so that we may grow and overcome the many hurdles faced by small businesses.

We are pleased to provide our highest recommendation as to Cypress' ability and commitment towards the good of San Francisco and it's diverse communities, with a special commitment towards woman and minority owned small businesses. Please feel free to contact me should you have any questions.

Many thanks,



Lora Abaya | Owner
Treeline Security
888.951.9997

(BOS)

From: Board of Supervisors, (BOS)
Sent: Monday, April 20, 2015 3:50 PM
To: BOS Legislation, (BOS)
Subject: File 150248 FW: Formal Protest for the SFMTA Contract for Private Security
Attachments: Formal Protest of SFMTA RFP.docx

Categories: 150248

From: James Blatz [<mailto:jblatz@andrewsinternational.com>]
Sent: Monday, April 20, 2015 2:38 PM
To: Board of Supervisors, (BOS); Avalos, John (BOS); Breed, London (BOS); Christensen, Julie (BOS); Cohen, Malia (BOS); Farrell, Mark (BOS); Kim, Jane (BOS); Mar, Eric (BOS); Wiener, Scott; Yee, Norman (BOS); Campos, David (BOS); Tang, Katy (BOS)
Cc: jblatz@andrewsinternational.com
Subject: Formal Protest for the SFMTA Contract for Private Security

Greetings to Distinguished Members of the Board of Supervisors,

Attached please find our formal protest regarding the Board of Supervisors consideration of the RFP for Armed and Unarmed Security services.

Please let me know if you have any questions.

Thank you for your kind consideration.

James Blatz



James Laeur Blatz, MBA GPHR | Senior Regional Human Resources | Western Business Unit
2101 4th Avenue, Suite 2300
Seattle, WA 98121
D: 206.577.1132
C: 206.954.3453
jblatz@andrewsinternational.com



April 17, 2015

Formal Notice of Protest

To: The SFMTA Board, and the Board of Supervisors of the City of San Francisco (Each of whom has received a copy of this protest)

From: Andrews International, Inc.

Re: The decision by the Board of Supervisors to change the Nature and Intent of:

**San Francisco Municipal Transportation Agency
(SFMTA)
Request for Proposals for
ARMED AND UNARMED SECURITY GUARD SERVICES
SFMTA-2015-31
CCO 15-1329)**

Greetings:

Andrews International, a National and International Private Security company, legally operating offices and business in the City and County of San Francisco, come forward now in protest of the recent actions of the Board of Supervisors and the SFMTA new proposals set out on April 14, 2015, concerning the above RFP.

During the course of the discussion to award the contract for Armed and Unarmed Security Guard Service to the **Second Place winner, Cypress Security**, Andrews International finds several directives resulting from the recent Board of Supervisors' meeting need to be protested as **unfair to the other bidders**. This includes our company, Andrews International, who were the actual winners of the contract according to the point system set out in the RFP. It also sheds light on the **unfair treatment of our local LBE contractors**, who will be adversely affected by the decisions made at the meeting.

During the April 14, 2015 meeting of the Board of Supervisors, Andrews International believes the RFP proposal Scope of Work was changed. The Board now is requesting the armed security portion of the contract be removed from the original RFP drafted, and sent out for bid. This represents more than \$7,000,000.00 of services that were originally requested in the RFP.

According to the RFP the following conditions are the only parameters set in place by the SFMTA: (This is text taken directly from original RFP)

I. Introduction and Schedule

A. General

The San Francisco Municipal Transportation Agency (SFMTA) is seeking a vendor to provide Armed/Unarmed Security Services.

The contract shall be a firm, fixed price contract payable upon proof of completion of specified work and contain provisions for liquidated damages in accordance with the terms of the contract.

Now, Andrews International comes forward with this formal protest to bring to light what we as a company feel we are being treated with unfair practices by the SFMTA and the Board of Supervisors. With the changing of the Scope of Work, the action will now disavow the terms of the contract being a “fixed” contract for services. Andrews International has not been given an opportunity to negotiate new terms and conditions that will be affected by the consideration of performing a changed Scope of Work in a new RFP, specifically now to be performed without the armed security coverage, prescribed in the original proposal.

The SFMTA and the Board of Supervisors must be made aware that the bidding of only Unarmed Security Guards changes the nature of the entire Scope of Work for any proposal bid, in that many factors are now affected that will change pricing. Insurance and risk for Armed Security is more expensive and that risk is calculated differently in a proposal of this size that would not include this service. This also affects how the LBE, another requirement of the RFP would be affected, as a large percentage of the Armed Security was bid with this company as the contractor.

Andrews International respectfully asks that the SFMTA board and the Board of Supervisors reopen the RFP, for complete rebidding without the use of Armed Security. Andrews International would have bid differently under these new conditions, and Andrews International feels that we are not being offered a **fair and equal chance to bid for the real contractual requirements for Security Services.**

Andrews International, the top rated private security company bidder for this RFP also respectfully requests a reconsideration of how the Board of Supervisors moves forward at this award without due process for all bidders involved.

Thank you for your immediate attention to this matter.

*James Laeur Blatz MBA, GPHR, SHRM-SCP
Senior Regional Human Resources
Western Region*

