



STEERING COMMITTEE

Agenda Report

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File #: 2026-4885

Agenda Date: 4/22/2026

Agenda Item No: 12.

FROM: Robert Thompson, General Manager
Originator: Laura Maravilla, Director of Human Resources

SUBJECT:

GENERAL SERVICES CONTRACT FOR SECURITY SERVICES

GENERAL MANAGER'S RECOMMENDATION

RECOMMENDATION:

- A. Approve a General Services Contract for Inter-Con Security Systems, Inc. to provide Security Services, Specification No. S-2025-707BD, for an initial 13-month term with a total amount not to exceed \$2,972,354 for the period beginning June 1, 2026, through June 30, 2027, with four one-year renewal options. Compensation for subsequent annual renewal options shall be a total annual amount not to exceed \$2,743,711; and
- B. Approve an annual contingency of \$274,371 (10%) for the contract period and all remaining renewal periods.

BACKGROUND

The Orange County Sanitation District (OC San) utilizes a third-party firm to provide Security Services at both treatment plants, Headquarters, Mount Langley property, Warehouse Building, and the outlying pump stations. These services are intended to minimize risk and to protect people, critical infrastructure, and operations against threats of injury and loss or damage by criminal, hostile, or malicious acts.

OC San currently contracts with Universal Protection Service (DBA Allied Universal) for security services under Agreement No. S-2023-1429BD, which is set to expire May 31, 2026.

In October 2025, the Board of Directors approved a proposal evaluation criteria in anticipation of a Request for Proposal (RFP) process that was launched in December 2025, seeking qualified security firms. The approved changes to the criteria placed greater emphasis on comparable experience, officer screening and training requirements, and ensured alignment with OC San's performance expectations and risk mitigation requirements.

OC San received a total of 22 proposals, 20 of which were deemed responsive and evaluated by a panel of OC San staff. Following an independent review of the proposals, scoring based on established criteria and interviews of the top four highest ranking firms, the process concluded in April 2026, with Inter-Con Security Systems, Inc. (Inter-Con) being identified for further consideration.

RELEVANT STANDARDS

- Protect OC San assets
- Commitment to safety & reducing risk in all operations
- Provide a safe and collegial workplace

PROBLEM

OC San requires comprehensive physical Security Services to protect its critical infrastructure to ensure the continuous operation and delivery of services to protect public health and the environment. The current Contract with Allied Universal expires on May 31, 2026.

PROPOSED SOLUTION

Approve a General Services Contract with Inter-Con.

TIMING CONCERNS

The RFP process was initiated in December 2025 and completed in April 2026, resulting in Inter-Con being identified for consideration by the Board of Directors. Proposals are valid for 180 calendar days from the proposal due date of January 28, 2026.

RAMIFICATIONS OF NOT TAKING ACTION

Without approval of the General Services Contract, Security Services will no longer be available after May 31, 2026, thereby posing a security risk to OC San’s critical infrastructure.

PRIOR COMMITTEE/BOARD ACTIONS

October 2025 - Approved the proposal evaluation criteria to support the upcoming competitive solicitation process for contracted security services:

PROPOSED EVALUATION CRITERIA	PROPOSED WEIGHT
1. Firm Background, Qualifications, Experience and References	30%
2. Security Officer Qualifications, Screening, Training	25%
3. Work Plan	30%
4. Completeness of Response/Degree of Compliance	5%
5. Cost	10%

April 2024 - Approved a General Services Contract for Universal Protection Service LP DBA Allied Universal Security Services (Allied Universal) to provide Security Services, Specification No. S -2023-1429BD, for a total annual amount not to exceed \$2,246,973 for the period beginning June 1, 2024, through May 31, 2025, with four one-year renewal options; and approved an annual contingency of \$224,697 (10%) for the contract period and all remaining renewal periods.

ADDITIONAL INFORMATION

The RFP was issued on December 17, 2025 via OpenGov. Proposals were due on January 28, 2026. OC San received 22 proposals valid for 180 calendar days from the proposal opening date. Two proposers were deemed non-responsive due to financial considerations, and one proposer withdrew their proposal.

Prior to receipt of proposals, an evaluation team was formed consisting of the Director of Human Resources, the Safety and Health Manager, and the Security and Emergency Planning Specialist. The evaluation team was chaired by a Purchasing representative as a non-voting member. On February 12, 2026, the evaluation team met to discuss the policies and procedures for the evaluation process.

Individual scoring was the chosen method of evaluation for this procurement. Members of the evaluation team performed an independent review of the proposals and later met as a group with the assigned Purchasing representative to discuss their preliminary scores and discuss any questions or concerns they had. Proposals were evaluated based on the following criteria:

CRITERION	WEIGHT
1. Firm Background/Qualifications	30%
2. Security Officer Qualifications, Screening, Training	25%
3. Work Plan	30%
4. Completeness/Compliance	5%
5. Cost	10%

The evaluation team first reviewed and scored all 19 proposals based upon the criteria listed above, other than cost. In accordance with procedures, only the four highest ranking firms, Inter-Con, Good Guard, Allied Universal, and American Guard Services were selected to move forward to the interview phase. The interviews were conducted on March 30 and March 31, 2026. Following the interviews, the evaluation team adjusted their scores based on the clarification received during the interview process, as reflected in the table below.

Rank	Proposer	Criterion 1 (Max 30%)	Criterion 2 (Max 25%)	Criterion 3 (Max 30%)	Criterion 4 (May 5%)	Subtotal Score (Max 90%)
1	Inter-Con Security Systems, Inc.	29%	23%	29%	5%	86%
2	American Guard Services, Inc.	25%	23%	26%	5%	79%
3	Good Guard Security, Inc.	24%	22%	24%	4%	74%
4	Universal Protection Service dba Allied Universal	27%	20%	22%	4%	73%

All proposals were accompanied by a sealed cost proposal. The cost proposals for the four highest ranked firms were opened.

Rank	Proposer	Subtotal Score Without Cost (Max 90%)	Cost (Max 10%)	Total Weighted Score (Max 100%)
1	Inter-Con Security Systems, Inc.	86%	9%	95%
2	American Guard Services	79%	8%	87%
3	Good Guard Security	74%	10%	84%
4	Universal Protection Service dba Allied Universal	73%	10%	83%

The four firms were selected to submit a Best and Final Offer (BAFO).

Rank	Proposer	ORIGINAL COST	BAFO
1	Inter-Con Security Systems, Inc.	\$2,780,930.80	\$2,743,710.80
2	American Guard Services	\$2,929,866.80	\$2,929,866.80
3	Good Guard Security	\$2,433,254.80	\$2,392,968.00
4	Universal Protection Service dba Allied Universal	\$2,508,768.80	\$2,483,681.11

Based on these results, staff recommend approving the General Services Contract to Inter-Con. The term of this General Services Contract will begin June 1, 2026, through June 30, 2027, with four optional one-year renewals.

CEQA

N/A

FINANCIAL CONSIDERATIONS

This request complies with the authority levels of OC San’s Purchasing Ordinance. This item has been budgeted (FY 2025-2026), Section 6, Page 12, Professional & Contractual Services) and the budget is sufficient for the recommended action.

<u>Date of Approval</u>	<u>Contract Amount</u>	<u>Contingency</u>
04/22/2026	\$2,743,710.80	\$274,371 (10%)

ATTACHMENT

The following attachment(s) may be viewed on-line at the OC San website (www.ocsan.gov) with the complete agenda package:

- General Services Contract