



A Tradition of Stewardship  
A Commitment to Service

Agenda Date: 12/18/2018

Agenda Placement: 6L

## NAPA COUNTY BOARD OF SUPERVISORS Board Agenda Letter

---

**TO:** Board of Supervisors

**FROM:** Juan Arias for Steven Lederer - Director of Public Works  
Public Works

**REPORT BY:** Chris Lewis, Staff Services Analyst II - (707) 259-8363

**SUBJECT:** Approval of Professional Services Agreement with Talos Secure Group, Inc. for Security and Patrol Services

---

### **RECOMMENDATION**

Director of Public Works requests approval of and authorization for the Chair to sign an agreement with Talos Secure Group, Inc. for an annual maximum of \$225,000 for the term January 1, 2019 through June 30, 2022 for security and patrol services.

### **EXECUTIVE SUMMARY**

Napa County Public Works released a Request for Proposals (RFP) for security and patrol services at various County-owned and operated facilities which resulted in the selection of Talos Secure Group, Inc. as the service provider. Today's action will approve a professional services agreement with Talos Secure Group, Inc. with an initial term through June 30, 2022 and maximum payments of \$225,000 per fiscal year.

### **FISCAL IMPACT**

Is there a Fiscal Impact?	Yes
Is it currently budgeted?	Yes
Where is it budgeted?	Property Management Health & Human Services Administration Library
Is it Mandatory or Discretionary?	Mandatory

---

Is the general fund affected?	Yes
Future fiscal impact:	Each department receiving security and patrol services will budget a portion of the contract maximum annual compensation amount of \$225,000 according to their planned usage every fiscal year.
Consequences if not approved:	If the Agreement is not approved, the County would not have a consistent safety presence at County owned and/or occupied facilities.
Additional Information:	

### **ENVIRONMENTAL IMPACT**

ENVIRONMENTAL DETERMINATION: The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

### **BACKGROUND AND DISCUSSION**

First Alarm Security & Patrol, Inc. dba First Security Services ("First Security") has been providing the County with security and patrol services since July 2017 under Agreement No. 170946B-17 ("Agreement") as a result of a competitive bidding process. Services include patrol at various County-owned and operated facilities such as the 5th Street Parking Garage and County Administration Building, and posted guards at the Napa Main Library, American Canyon Library and the County's South Campus.

Over the course of the active contract period, First Security did not satisfactorily fulfill the requirements for acceptable guard placements and lacked effective daily supervisory oversight of the guards assigned to County facilities. Additionally, First Security experienced frequent guard turnover which resulted in reoccurring vacant posts and concerns over continuity of service. County management made several attempts to negotiate corrective action; however, the incumbent was unsuccessful in meeting their obligations under the terms of the Agreement. Based on this unsatisfactory performance, the County issued a letter on September 17, 2018 terminating services with First Security effective December 31, 2018.

In September 2018, Napa County initiated another competitive bidding process with the release of a Request for Proposals (RFP) to replace the current service provider. Twelve companies submitted proposals which were scored according to predetermined weighted criteria: company history, experience, qualifications and pricing. Six of the top-scoring companies were invited for interviews with a panel that consisted of the Deputy Director of Public Works General Services, the Napa County Safety Officer, and representatives from the Library and Health and Human Services.

Talos Secure Group, Inc. of Suisun City, California distinguished themselves as the most qualified company and was selected by the panel to provide Napa County with security and patrol services. Today's action will approve a professional services agreement with Talos Secure Group, Inc. effective January 1, 2019 with an initial term through June 30, 2022 with two (2) additional one-year options and maximum payments of \$225,000 per fiscal year.

### **SUPPORTING DOCUMENTS**

None

CEO Recommendation: Approve

Reviewed By: Helene Franchi