



# City Council Report

**Date:** February 25, 2019  
**To:** City Council  
**Through:** Michael Kennington, Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two Years of Renewal Options for Event Security/Crowd Management Services for the Parks, Recreation and Community Facilities and Arts and Culture Departments **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing the Parks, Recreation and Community Facilities Department (PRCF) and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the three, highest scored proposals from Estaff, Inc. dba EStaff Security, Inc.; PrideGroup, LLC; and Total Events and More, LLC dba T.E.A.M. Security; at \$100,000 annually with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

This contract will establish a non-exclusive, pre-qualified list of event security/crowd management firms to provide concert and event security at the Mesa Arts Center, Mesa Amphitheatre and Mesa Convention Center on an as-needed basis.

The City owns and operates two performance venues and a Convention Center. Mesa Arts Center is comprised of four performance venues ranging from the 99-seat Farnsworth Studio to 1,600-seat Ikeda Theatre. Mesa Amphitheatre is a 4,950-seat outdoor general admission venue. Mesa Convention Center is a 40,000 square feet meeting and event venue comprised of three buildings. The three venues host a wide variety of events, including theatrical performances, lecturers, comedians, concerts (rock, pop, rap, etc.), exhibit events, conferences and meetings which require event security/crowd management services.

The City received four proposals of which all met the minimum qualifications. The evaluation committee evaluated the responses based on the evaluation criteria in the solicitation. Award is being recommended to the three highest scored proposals, Estaff, Inc. dba EStaff Security, Inc.; PrideGroup, LLC; and Total Events and More, LLC dba T.E.A.M. Security; these proposals best meet the City's requirements. The evaluation committee unanimously agreed on the recommendation.

## Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2019091

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Up to a maximum of two years, renewals subject to Administrative review and approval

Funding Source: Parks, Recreation and Community Facilities Department budget through the Enterprise Fund – Convention Center Sub Fund and Arts and Culture Fund

## Proposal Responses

A to Z Property Assurance - Gilbert, AZ

EStaff, Inc dba EStaff Security, Inc. - Scottsdale, AZ

PrideGroup, LLC - Chandler, AZ

Total Events and More, LLC dba T.E.A.M. Security - Tempe, AZ

## Final Scoring

Respondent	100 Points Possible
EStaff Security, Inc. (Recommended)	<u>95.00</u>
T.E.A.M. Security (Recommended)	<u>84.75</u>
PrideGroup, LLC (Recommended)	<u>82.15</u>
A to Z Property Assurance	78.74