



Security Services

Security Services Quote
City of Stamford, CT
RFP-2004.0112
PRICING REVISION

PREPARED BY:
John "JP" Galvin

DUE DATE:
11/17/2023

COMPANY HEADQUARTERS
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November 17, 2023

Mr. Erik Larson, Purchasing Manager
Mr. Scott Butch, Director of Facilities and Sustainability
City of Stamford, Connecticut
888 Washington Blvd,
Stamford CT, 06901

Re: City of Stamford RFP for Security Services 2024-0112

Mr. Larson and Mr. Butch,

Thank you for the opportunity to compete for your business. I am aware that choosing the 'right' company to meet the needs of the City of Stamford is a significant undertaking and I am honored that you are considering our firm for such a prestigious opportunity.

As discussed, please find our revised Security Services Proposal for RFP-2024-0112. Our goal with this re-submission is simple – to earn your business by providing facts and proof sources as opposed to unrealistic service claims. We will not overpromise because we don't want to underdeliver and de-value your security program. We will also not under-promise but will rather tell you exactly what we can do and demonstrate how we will do it as a promise to be kept.

GardaWorld security is a global champion in security services, integrated risk management and cash solutions, employing more than 132,000 highly skilled and dedicated professionals. GardaWorld Security Services U.S. employs 40,000 of those employees and services 3,000 clients across the 48 continental states. Driven by a relentless entrepreneurial culture and core values of integrity, vigilance, trust, and respect, we offer sophisticated and tailored security and technology solutions through high-touch partnerships and consistently superior service delivery.

We trust that this revised proposal will demonstrate our intention to work in good faith with the City of Stamford to both meet your needs and provide adequately for our employees. Our one-stop-shop solution model allows us to tailor your security program to include more than physical guarding, but also to integrate a wide variety of service components which focus on streamlining operational continuity, creating additional value and return on investment, providing cost savings, and reducing risk.

Thank you again for your evaluation of GardaWorld. We are committed to providing you with best-in-class security solutions, customized to meet your evolving needs. If you have any questions about any aspect of our service, please do not hesitate to give me a call at 631-379-5783.

Best Regards,

John "JP" Galvin
Business Development Manager



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Amended Rate Structure

Focusing on your return on investment (ROI) allows us to provide the best value for your security dollar through performance that exceeds your expectations and allows us to live up to promises made. The goal is never to offer you the lowest price, which brings with it high employee turnover, poorly trained security officers and high liability risk. Rather, we recommend a rate structure that will tender the best value, deliver quality service at a fair price, excellent performance and return on investment.

Rates are driven by the selection of the correct wage and benefits structure, utilizing online compensation guides and the service delivery program that you have requested. GardaWorld has partnered with the Economic Research Institute (ERI) as the primary source for gathering wage information for each position in each market. While we also utilize other government websites and classified advertising data, we have found the ERI research data to be the most comprehensive and accurate of all compensation sources.

Wage Schedule

Security Services Solution: Uniformed Security Officers

Year	Supervisor Wage	Supervisor Bill Rate	Security officer Wage	Security Officer Bill Rate
2024-2025	\$19.00	\$26.68	\$18.00	\$25.31
2025-2026	\$19.57	\$27.56	\$18.54	\$26.05
2026-2027	\$20.15	\$28.26	\$19.10	\$26.82

Year	Government Center	Old Town Hall	Henry St Community Health Center	Total Expenditure
2024-2025	\$447,866.90	\$149,288.97	\$63,980.99	\$661,136.86
2025-2026	\$461,302.91	\$153,767.64	\$65,900.42	\$680,970.97
2026-2027	\$475,142.00	\$158,380.67	\$67,877.43	\$701,400.10

Based on Schedules provided by City of Stamford in RFP 2024-0112

Based on a 3% employee wage increase per year

Notes to Pricing

Our rates are inclusive of the following:

- All wages and associated payroll taxes and insurance



- Paid vacations based upon GardaWorld's standard vacation policy.
- Unscheduled overtime
- Complete sets of uniforms including outerwear and rain gear. ***Uniforms are provided free of charge (no deposit or purchase) to all security staff.**
- Medical Insurance (Base MVP Plan)
- Group Life and Accidental Death Insurance
- 401k plan (with company match)
- Direct deposit or cash pay card.
- Workers Compensation Insurance
- General Liability Insurance
- Employee Fidelity Insurance
- Compliance with state licensing
- Security Officer recruitment, background checks and screening, assessment testing
- ISOP and Welcome to GardaWorld Pre-assignment Training
- Initial OJT up to 8 hours_per new officer. Additional training will be billable as incurred.
- Officer recognition and motivation programs

Direct Billed Items:

None at this time