



# Napa County

1195 THIRD STREET  
SUITE 310  
NAPA, CA 94559  
www.countyofnapa.org

Main: (707) 253-4580

## Legislation Text

---

File #: 23-0421, Version: 1

---

**TO:** Board of Supervisors

**FROM:** Steven Lederer - Director of Public Works

**REPORT BY:** Amanda Exum - Staff Services Analyst I

**SUBJECT:** Amendment No. 1 to Professional Services Agreement 230252B with Universal Protection Services, LP, dba Allied Universal Security Services

---

### **RECOMMENDATION**

Director of Public Works requests approval of and authorization for the Chair to sign Amendment No. 1 to Agreement No. 230252B with Universal Protection Services, LP, dba Allied Universal Security Services (Allied Universal), to amend the scope of work and to increase maximum compensation by \$891 for FY 22/23 and \$3,564 per fiscal year for fiscal years 2-5 to accommodate the addition of routine equipment costs for security services.

### **EXECUTIVE SUMMARY**

Approval of this amendment will allow the County to increase effectiveness of contracted security and patrol services at property owned or occupied by the County with the utilization of advanced mobile technology.

### **FISCAL & STRATEGIC PLAN IMPACT**

Is there a Fiscal Impact?	Yes
Is it currently budgeted?	Yes
Where is it budgeted?	Property Management, Health & Human Services Administration, Library, and Flood.
Is it Mandatory or Discretionary?	Discretionary
Discretionary Justification:	Utilization of advanced mobile technology will significantly improve security services, tracking and documentation of incidents, and assist with management and oversight of post orders and accountability.
Is the general fund affected?	Yes
Future fiscal impact:	Each department receiving security services, either posted or patrol services will budget a portion of the contract's maximum annual compensation according to their planned usage each fiscal year.

Consequences if not approved:	If the amendment is not approved, the County would not have the ability to utilize the HELIAUS technology features for post order management and report tracking. These technology features will improve security efficiency and lower risk and liability at properties owned or occupied by the County.
County Strategic Plan pillar addressed:	Effective and Open Government

## **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**

County staff issued a Request for Proposal (RFP) for security services on August 26, 2022. Ten companies submitted proposals which were scored according to predetermined weighted criteria: company history, experience, qualifications, and pricing. Two of the top-scoring companies were invited for interviews with a panel. Allied Universal distinguished itself as the most qualified and cost-effective company and was selected by the panel to provide Napa County with security and patrol services.

On December 13, 2022, the Board approved professional services agreement No. 230252B effective January 1, 2023, with Allied Universal with a maximum compensation amount of \$908,145 in years 1-3 and a maximum compensation amount of \$771,528 in the optional additional years 4-5.

HELIAUS technology offered by Allied Universal provides robust services such as incident reporting, GPS tracking, and parking management. HELIAUS mobile and HELIAUS portal allows for access to and analysis of information vital to providing a safe presence at County properties. This technology service was only included for the patrol supervisor position under the initial agreement, as part of the hourly rate. This same technology service is needed at all County locations currently receiving posted/patrol security services with Allied Universal at a rate of \$99.00 per device, per month. These sites include South Campus, Napa Library, and American Canyon Library.

Today's action will update the scope of work to include HELIAUS mobile technology deployment and to increase maximum compensation. Maximum compensation amount increases to \$916,164 in years 1-3 and a maximum compensation amount of \$778,656 in the optional additional years 4-5.