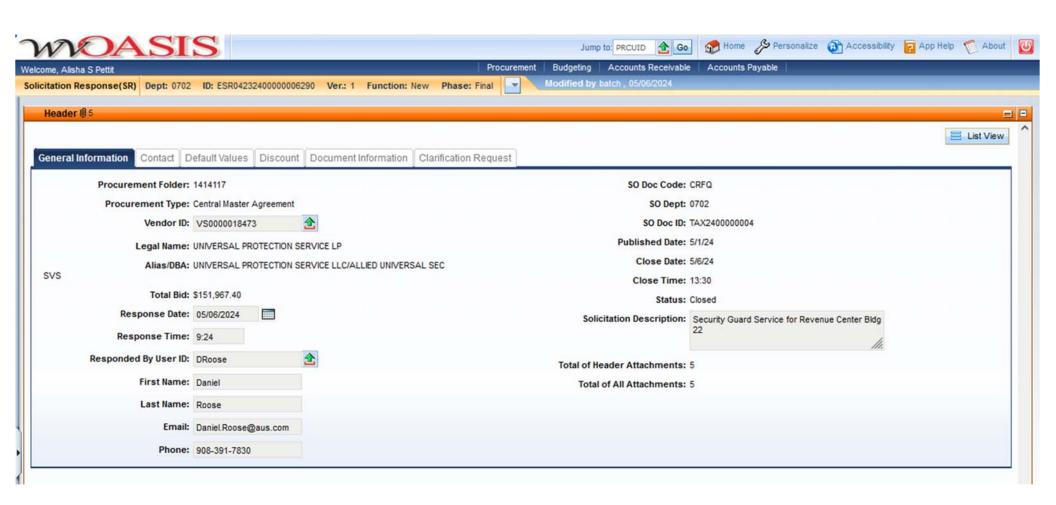
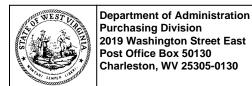


2019 Washington Street, East Charleston, WV 25305 Telephone: 304-558-2306 General Fax: 304-558-6026

Bid Fax: 304-558-3970

The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at *wvOASIS.gov*. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at *WVPurchasing.gov* with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.





State of West Virginia Solicitation Response

Proc Folder: 1414117

Solicitation Description: Security Guard Service for Revenue Center Bldg 22

Proc Type: Central Master Agreement

 Solicitation Closes
 Solicitation Response
 Version

 2024-05-06 13:30
 SR 0702 ESR04232400000006290
 1

VENDOR

VS0000018473

UNIVERSAL PROTECTION SERVICE LP

Solicitation Number: CRFQ 0702 TAX2400000004

Total Bid: 151967.399999999941792339086 **Response Date:** 2024-05-06 **Response Time:** 09:24:36

Comments:

FOR INFORMATION CONTACT THE BUYER

David H Pauline 304-558-0067 david.h.pauline@wv.gov

Vendor Signature X

FEIN# DATE

All offers subject to all terms and conditions contained in this solicitation

 Date Printed:
 May 6, 2024
 Page: 1
 FORM ID: WV-PRC-SR-001 2020/05

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Guard II M-F 0600 to 1730	0.00000			67105.80

Comm Code	Manufacturer	Specification	Model #	
92121504				

Commodity Line Comments: \$21.93 per hour

Extended Description:

Please reference Exhibit "A" Pricing Page to input your pricing.

This position consists of 2 guards one working M-T-F and the other working W-TH of the week

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Guard II M-F 0900 to 1730				42430.80

Comm Code	Manufacturer	Specification	Model #	
92121504				

Commodity Line Comments: \$18.61 per hour

Extended Description:

Please reference Exhibit "A" Pricing Page to input your pricing.

Line Comm	Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3 Guard	II M-F 0800 to 1630				42430.80

Comm Code	Manufacturer	Specification	Model #	
92121504				

Commodity Line Comments: \$18.61 per hour

Extended Description:

Please reference Exhibit "A" Pricing Page to input your pricing.

 Date Printed:
 May 6, 2024
 Page: 2
 FORM ID: WV-PRC-SR-001 2020/05

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: TAX2400000004

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<u>Addendum</u>	Addendum Numbers Received: Check the box next to each addendum received)					
(Check the b						
\boxtimes	Addendum No. 1		Addendum No. 6			
	Addendum No. 2		Addendum No. 7			
	Addendum No. 3		Addendum No. 8			
	Addendum No. 4		Addendum No. 9			
	Addendum No. 5		Addendum No. 10			

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Universal Protection Service, LLC dba Allied Universal Security Services

Company

Authorized Signature

May 2, 2024

Date

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\boxtimes	Addendum No. 2		Addendum No. 7
	Addendum No. 3		Addendum No. 8
	Addendum No. 4		Addendum No. 9

Addendum Numbers Received:

Addendum No. 5

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Addendum No. 10

Universal Protection Service, LLC dba Allied Universal Security Services

Company

Authorized Signature

May 6, 2024

Date

REQUEST FOR QUOTATION Security Guard Services

Security Guard service for Revenue Building 22 1001 Lee Street East, Charleston, WV 25301

Security Guard Classification	Unit Price (Hourly Rate)		Total Hours		Total Cost
*GUARD II **	\$21.93	х	3060	=	\$67,105.80
GUARD II	\$18.61	х	2280	=	\$42,430.80
*GUARD II	\$18.61	х	2280	=	\$42,430.80
			Grand Total		\$151,967.40

^{*30-}minute unpaid lunch break, and the two 15-minute unpaid breaks.

^{**}This position consists of 2 guards one working M-T-F and the other working W-TH of the week. No overtime will be paid only at the standard hourly rate.



An Allied Universal[®] Quotation to State of West Virginia

Security Guard Services for Revenue Center Bldg 22

RFQ 0702 TAX2400000004

Presented to:
David H Pauline
State of West Virginia

Presented By:
Daniel Roose
Director Government Services
Allied Universal Security Services



May 6, 2024

David H Pauline State of West Virginia 2019 Washington Street, East Charleston, PA 25305

Dear Mr. Pauline,

Thank you for allowing Allied Universal® Security Services to participate in your procurement process and the opportunity to once again be the security provider of choice to the State of West Virginia Revenue Center. We understand the importance of quality security, and understand providing public facing security to provide a program that meets your current requirements and our ability to meet all your future needs as well.

Allied Universal has the breadth and resources to support all of your local needs with our more than 525 West Virginian residents that we employ, and there is no doubt we can meet the State's needs, as we proved for the 8 years that we serviced the State of West Virginia contract.

We are confident that our prominent presence and experience in West Virginia has enabled us to provide a quote with the correct wages to ensure the highest level of service to meet the State of West Virginia Revenue Center's expectations.

Our local management team of Charles (Chuck) Wimer and Shawn Bailey will continue to provide hands on supervision and management of your security program locally, with the regional support from Nick Paros, Regional Vice President, along with all of our regional and national support teams.

We look forward to continuing our work with your organization. If you have any questions during your review process, please contact me at 732-584-7905 or Daniel.Roose@aus.com. Or you can also contact Chuck Wimer at 502-645-2308 or Charles.Wimer@aus.com.

Sincerely.

Daniel Roose

Director Government Services Allied Universal Security Services



Table of Contents

Vendor Identification	1
Vendor Qualifications	
Our government experiences	
References	
Required Forms	6
State Agency License Certificate of Insurance (Sample) W-9	
Pricing	11



Vendor Identification

Legal Name: Universal Protection Service LLC, dba Allied Universal Security Services

Incorporated on October 25, 2011 in Delaware (name changed with merger of Allied Barton and Universal Security Services)

Have been providing services since 1965

Local office: 500B1 Prestige Park, Hurricane West Virginia 25526

304-727-4608, fax 304-205-0781

24x7 x 365 days Assurance Center 866-703-7666

Normal business hours- phones automatic transfer to assurance center after hours

Primary Contract Manager:

Charles Wimer 502-645-2308 cell

Charles.Wimer@aus.com

FEIN 33-0973846

Number of employees: 525 in West Virginia. 300,000 nationwide

Because we believe in developing strong partnerships with our clients, we will be immersed in your culture and as dedicated to your program as you are. Allied Universal® has positioned itself as the security provider of choice in your area. The investment we have made in our local management teams is extensive and represents the key differentiator between Allied Universal® and our competitors. We do our job, so you can do yours.



Vendor Qualifications

For 65+ years, Allied Universal® has been keeping people safe, protecting property, and providing peace of mind through our dedication to quality leadership, industry expertise, and our commitment to building unparalleled employee and client relationships. As a leading provider of security services in North America, with over 300,000 Security Professionals protecting over 50,000 client sites, Allied Universal® is There for you.® Our local presence in West Virginia entails over 525 employees.

Our government experiences

Allied Universal serves numerous Statewide contracts, serving a wide variety of location types across states – from State Capitols to administration buildings, health care and human services offices, transportation facilities and many more. These contracts span large geographies and up to 300 facilities under one contract. We provide armed and unarmed security officer services including access control, visitor and vehicle screening, mobile and foot patrols, and many others.

These include:

State of New JerseyState of DelawareState of IllinoisState of GeorgiaState of TennesseeState of NevadaState of FloridaState of WashingtonState of MassachusettsCity of New York City

We understand the complexity of maintaining compliance with rules and regulations while providing the required security services, considering the need for qualified, security professionals. *Allied Universal's provides security services to 300 municipal, county and state government clients*, including single contracts covering up to 300 facilities. While each client contract is unique in scope and size, typical facilities Allied Universal secures include:

- City Hall, County Courthouse Complex, State Capitol Complexes, and Federal Facilities
- Courthouses
- City and County Agencies
- City and County Health facilities & Hospitals
- County Juvenile Assessment Centers
- City/County Water and Utilities
- Parking Facilities
- Data Centers
- City/County/Federal Child Care Centers
- Motor Vehicle and other Licensing Facilities
- Social Security and Human Services Centers

With our years of substantial experience and specialization in serving governmental entities nationwide, we leverage national best practices from existing programs and bring ideas and innovation to each client's future growth. Conducting operational business reviews to document the fulfillment of contract requirements and track key performance indicators will provide the accountability the State of West Virginia Tax Revenue Center requires for the security provider to be flexible and accommodating to your facility needs.



We take a personalized, integrated approach to your needs, becoming fully immersed in your culture, mission, and values, to provide proactive security services and innovative smart technology tailored to your unique requirements. The result is top-notch security solutions that give you the freedom to create, produce and innovate with your core business.

Our world-class customer service and track record of success starts with our local leadership, equipped with the knowledge to serve you with service-oriented professionalism supported by the most advanced systems and integrated technology in the industry. As your trusted security partner, Allied Universal® stands ready to secure and care for the people and businesses in our communities.

Unmatched service, systems, and solutions

At Allied Universal®, we partner with you, leveraging our trained Security Professionals supported by industry-leading technology and systems to provide comprehensive, customized security solutions that not only help protect against threats, but enable organizations to make better, more informed decisions about their security operations.

Our security teams are well trained, reliable, supported by national resources, and focused on helping you reach your security goals and exceed your expectations. Our focus on a customized solution in support of the specific needs of the WV Tax Revenue Center allows us to achieve that goal. Among the information that you will find in our proposal, none is more important than our solutions to your needs.

Streamlined Screening and Hiring with AU HireSmart™

Allied Universal[®] has invested time and resources into our recruiting, and our recruiters use AU HireSmart™—an end-to-end Artificial Intelligence (AI) recruiting solution, which provides a number of unique benefits designed to streamline the recruiting process to meet your placement needs quickly.

AU HireSmart™ translates candidate video screening tests into actionable data that accurately predicts a candidate's aptitude for any given role. These videos measure emotional expression, tone, language patterns, and word choice to determine a candidate's fit for the position. This process improves the quality of services we provide while decreasing Security Professional turnover by matching candidates with the jobs most suited to them.

World-class, Award-winning Training

AU Institute™ is the umbrella under which all formal training and development opportunities exist. Allied Institute is supported by more than 50 full- and part-time certified instructors, and provides both mandatory and voluntary courses, which are offered pre-assignment, on-the-job, and as continuing education. Our training consists of the following phases:

- New Employee Orientation
- On the Job Training
- Core Training
- Ongoing & Refresher Training

Our training program and processes fully meets the State of West Virginia mandates and exceeds those requirements. Our trainers are in-house Allied Universal employees and provide training in our local officers, on-line virtually or at client locations, if requested.



Leadership



NICHOLAS J. Paros Regional Vice President - Delaware/Maryland/West Virginia

Nicholas Paros provides direct management and operations support for security services through three field offices in Delaware, Maryland, and West Virginia. He supports customers through proactive leadership of three direct reports, 28 indirect reports, and approximately 3,000 Security Professionals.

Nicholas joined Allied Universal^{®®} in 2021 through the acquisition of G4S where he was the Senior Vice President overseeing the Maryland, Delaware, South Jersey, Pennsylvania, and Ohio markets. While at G4S, he also assumed the roles of General Manager and Vice President. In addition, Nicholas was a Maryland State Trooper (Cadet through Lieutenant Colonel) between 1983-2006.

Nicholas has been an active member of ASIS International since 2009 and is a current member of the Maryland Troopers Association and the Fraternal Order of Police. He also served as a Board Member of Metro Crime Stoppers of Maryland, Maryland Handgun Review Board, and the Professional Licensing Board of Examiners for security Guard and Private Detective Agencies in the state of Delaware.

Nicholas earned a Bachelor of Science degree in Criminal Justice Administration from the University of Phoenix. He also completed John Hopkins University Executive Leadership Training, Maryland State's Police K-9 Training, Critical Infrastructure Security Training, Active Shooter Training, and numerous other programs.

Government Services Subject Matter Experts



CHARLES BOHNENBERGER Senior Vice President, Government Services

Charles Bohnenberger entered the private security industry more than a decade ago, bringing extensive experience in the public and private sectors. He leads our business in the local, state and federal government markets to provide security services to public agencies. He is responsible for contract compliance, financial performance, service offerings and brand development in such specialties as

airports, port facilities, transit systems, government-owned utilities, courthouses and federal government facilities.

His experience in the public sector includes serving as a senior advisor to Pennsylvania Governor and former United States Secretary of Homeland Security Tom Ridge, and as an appointee in the George H.W. Bush Administration serving on the White House staff. He has also served as Senior Vice President and Team Leader of Government Banking for Santander Bank. Charles holds a BA in Political Science from Villanova University and a Master of Public Administration from the University of Pennsylvania. He represents Allied Universal® as a member of industry-related organizations such as the American Public Transit Association (APTS), the International Association of Chiefs of Police (IACP), the National Sheriff's Association (NSA), and the National Association of Security Companies (NASCO) Federal Protective Service Advisory Council. He holds positions on various committees within these organizations and serves as a subject matter expert to their membership, helping to develop best practices and industry standards.

Our experience and expertise has been gained throughout of 65 years of providing security guard services, and our past history with servicing the State of West Virginia state contract for 8 years.



References

West Virginia Dept of Highways 190 Dry Branch Drive, Charleston WV 25306

Service Started:	Services since 2016		
Customer Name:	Wanda Casto		
Customer Phone:	304-414-6653 wanda.f.casto@wv.gov		

Ergon 9995 Ohio River Blvd, Newell WV 26050

Service Started:	January 2013			
Customer Name:	Randy Swartzmiller			
Customer Phone:	304-479-5140	Randy.Swartzmiller@Ergon.com		

Amazon 500 Kinetic Drive, Huntington WV 25701

Service Started:	August 2021					
Customer Name:	Napolean Burris					
Customer Phone:	304-409-8261 napburri@amazon.com					

TC Energy 1700 MacCorkle Ave SE, Charleston WV 25314

Customer Name:	Tamika Henry
Customer Phone:	304-550-3075
Customer Email:	Tamika.henry@tcenergy.com

Dow Chemical 437 MacCorkle Ave, S Charleston WV 25303

Customer Name:	Mark Grimm
Customer Phone:	304-747-1017
Customer Email:	Marimm@dow.com

Ashland Oil Company 100 Big Sandy River Rd, Kenova WV 25530

Customer Name:	Karen Sewart
Customer Phone:	304-528-2612
Customer Email:	Karen.Sewart@aocmaterials.com



Required Forms

Addendums

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: TAX2400000004

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Universal Protection Service, LLC dba Allied Universal Security Services

Company

Authorized Signature

May 2, 2024

Date



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Universal Protection Service, LLC dba Allied Universal Security Services

Company

Authorized Signature

May 6, 2024

Date



State Agency License



CERTIFICATE OF P.I. FIRM & SECURITY GUARD FIRM

I, Mac Warner, Secretary of State of the State of West Virginia, hereby certify that

Nicholas John Paros

of

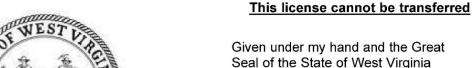
Universal Protection Service, LLC dba Allied Universal Security Services

161 Washington Street

Suite 600

Conshohocken PA 19428

is hereby licensed to conduct the business and engage in the business of P.I. Firm & Security Guard Firm in the State of West Virginia, under the provisions of and in compliance with Chapter 30, Article 18 of the West Virginia Code. This Certificate shall be in effect and valid from 02/23/2024 to 02/23/2026 unless suspended or revoked thereto, in accordance with the provisions of the West Virginia Code.



NEST VINCE ZIA

Mac Warner

Mac Warner

West Virginia Secretary Of State

on Friday, February 9, 2024

F220222009719

Secretary of State Bldg.1, Suite 157-K 1900 Kanawha Blvd. East

F240209013920

Phone: 304-558-6000 866-767-8683 Visit us online:



Certificate of Insurance (Sample)

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	X SIR \$1,750,000							PERSONAL & ADV INJURY	\$	30,000,000	
	GEN'L AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE	\$	55,000,000	
	X POLICY PRO-							PRODUCTS - COMP/OP AGG	\$	55,000,000	
В	OTHER: AUTOMOBILE LIABILITY			RAD943781807		01/01/2024	91/01/2025	COMBINED SINGLE LIMIT	\$	5,000,000	
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The ACORD name and logo are registered marks of ACORD

Allied Universal® Response to State of West Virginia Tax Revenue Center

ACORD 25 (2016/03)



Pricing

REQUEST FOR QUOTATION Security Guard Services

Security Guard service for Revenue Building 22 1001 Lee Street East, Charleston, WV 25301

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^{**}This position consists of 2 guards one working M-T-F and the other working W-TH of the week. No overtime will be paid only at the standard hourly rate.



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I, Mac Warner, Secretary of State of the State of West Virginia, hereby certify that

Nicholas John Paros

of

Universal Protection Service, LLC dba Allied Universal Security Services 161 Washington Street

Suite 600

Conshohocken PA 19428

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This license cannot be transferred

Given under my hand and the Great Seal of the State of West Virginia on Friday, February 9, 2024

Mac Warner

West Virginia Secretary Of State

F220222009719

Secretary of State Bldg.1, Suite 157-K 1900 Kanawha Blvd. East

F240209013920

Phone: 304-558-6000 866-767-8683

Visit us online: