



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**Request for  
 Quotation**

RFQ NUMBER  
**PRS07SEC**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**CHUCK BOWMAN  
 304-558-2157**

RFQ COPY

**Security America, Inc.  
 5407 MacCorkle Avenue, SE  
 Charleston, WV 25304  
 304-925-4747**

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**PROTECTIVE SERVICES  
 DIVISION OF  
 BUILDING 1, ROOM 152-A  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305 304-558-9911**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/24/2007				

BID OPENING DATE: **03/01/2007** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	HR		990-46		
<p><b>GUARD AND SECURITY SERVICES</b></p> <p>THE WEST VIRGINIA PURCHASING DIVISION, ON BEHALF OF THE AGENCY, THE WEST VIRGINIA DIVISION OF PROTECTIVE SERVICES, IS SOLICITING BIDS FOR A CONTRACT TO PROVIDE UNIFORMED SECURITY PERSONNEL AT THE CAPITOL COMPLEX IN CHARLESTON, WV, AS WELL AS AT OTHER STATE FACILITES IN WEST VIRGINIA PER THE FOLLOWING SCOPE OF WORK, BID REQUIREMENTS, TERMS &amp; CONDITIONS, AND THE ATTACHED SPECIFICATIONS.</p> <p>EXHIBIT 1</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE UPON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS, AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR,</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>T. Willard Sigmond</i>	TELEPHONE 304-925-4747	DATE March 12, 2007
TITLE President	FAX 55-0620159	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS  
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the **West Virginia Code** and the **Legislative Rules** of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the **West Virginia Code**.
8. Vendor preference will be granted upon written request in accordance with the **West Virginia Code**.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the **Legislative Rules** of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. BANKRUPTCY: In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum** - The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

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**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

SIGNED BID TO:

Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFO NUMBER  
**PRS07SEC**

PAGE  
**2**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**CHUCK BOWMAN**  
**304-558-2157**

RFO COPY

VENDOR

**Security America, Inc.**  
**5407 MacCorkle Avenue, SE**  
**Charleston, WV 25304**  
**(304)925-4747**

SHIP TO

**PROTECTIVE SERVICES**  
**DIVISION OF**  
**BUILDING 1, ROOM 152-A**  
**1900 KANAWHA BOULEVARD, EAST**  
**CHARLESTON, WV**  
**25305**                      **304-558-9911**

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS		
01/24/2007						
ID OPENING DATE: 03/01/2007		BID OPENING TIME 01 30PM				
LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) SUCCESSIVE ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM WITH THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK).</p> <p>INSURANCE: SUCCESSFUL VENDOR SHALL FURNISH PROOF OF COVERAGE OF COMMERCIAL GENERAL LIABILITY INSURANCE PRIOR TO ISSUANCE OF THE CONTRACT. UNLESS OTHERWISE SPECIFIED IN THE BID DOCUMENTS, THE MINIMUM AMOUNT OF INSURANCE COVERAGE REQUIRED IS \$250,000.</p> <p>WORKER'S COMPENSATION: VENDOR IS REQUIRED TO PROVIDE A CERTIFICATE FROM WORKER'S COMPENSATION IF SUCCESSFUL.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>REV. 9/98</p>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE <i>W. H. Gignoul</i>			TELEPHONE 304-925-4747	DATE March 12, 2007		
TITLE President		FEIN 55-0620159		ADDRESS CHANGES TO BE NOTED ABOVE		





State of West Virginia  
 Department of Administration  
 Purchasing Division  
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# Request for Quotation

RFQ NUMBER:  
**PRS07SEC**

PAGE:  
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ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**CHUCK BOWMAN**  
**304-558-2157**

VENDOR RESPONSE

RFQ COPY

**Security America, Inc.**  
**5407 MacCorkle Avenue, SE**  
**Charleston, WV 25304**  
**(304)925-4747**

BUYER RESPONSE

PROTECTIVE SERVICES  
 DIVISION OF  
 BUILDING 1, ROOM 152-A  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
**25305**      304-558-9911

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/24/2007				

BID OPENING DATE: **03/01/2007**      BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>( ) BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>( X ) BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID;</p> <p>OR</p> <p>( ) BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p>						

SIGNATURE <i>T. Will General</i>	TELEPHONE 304-925-4747	DATE March 12, 2007
TITLE President	FEIN 55-0620159	ADDRESS CHANGES TO BE NOTED ABOVE



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**5**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**CHUCK BOWMAN**  
**304-558-2157**

VENDOR

RFQ COPY

**Security America, Inc.**  
**5407 MacCorkle Avenue, SE**  
**Charleston, WV 25304**  
**(304)925-4747**

SHIP TO

**PROTECTIVE SERVICES**  
**DIVISION OF**  
**BUILDING 1, ROOM 152-A**  
**1900 KANAWHA BOULEVARD, EAST**  
**CHARLESTON, WV**  
**25305**                      **304-558-9911**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/24/2007				

BID OPENING DATE: **03/01/2007**                      BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX &amp; REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-31, BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: <u>T. Willk Jugroell</u>  <i>President</i></p> <p>DATE: <u>March 12, 2007</u></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <u>T. Willk Jugroell</u>	TELEPHONE <b>304-925-4747</b>	DATE <b>March 12, 2007</b>
TITLE <b>President</b>	FEIN <b>55-0620159</b>	ADDRESS CHANGES TO BE NOTED ABOVE



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
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# Request for Quotation

RFQ NUMBER:  
**PRS07SEC**

PAGE:  
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ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**CHUCK BOWMAN**  
 3 - - - - - 7

VENDOR

T RFQ COPY

**Security America, Inc.**  
**5407 MacCorkle Avenue, SE**  
**Charleston, WV 25304**  
**(304)925-4747**

PROTECTIVE SERVICES  
 DIVISION OF  
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 CHARLESTON, WV  
 25305 304-558-9911

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/24/2007				

BID OPENING DATE: **03/01/2007** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>SIGNED: <i>T. W. S. Gignoull</i></p> <p>TITLE: <b>President</b></p> <p>* CHECK ANY COMBINATION OF PREFERENCE IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>CONSIDERATION(S)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION          PURCHASING DIVISION          BUILDING 15          2019 WASHINGTON STREET, EAST          CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: CB-23</p> <p>RFQ. NO. : PRS03SEC</p> <p>BID OPENING DATE: 03/01/2007</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS:			
SIGNATURE <i>T. W. S. Gignoull</i>	TELEPHONE 304-925-4747	DATE March 12, 2007	
TITLE President	FEIN 55-0620159	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
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# Request for Quotation

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**7**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
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**304-558-2157**

VENDOR

T RFQ COPY

**Security America, Inc.**  
**5407 MacCorkle Avenue, SE**  
**Charleston, WV 25304**  
**(304)925-4747**

**PROTECTIVE SERVICES**  
**DIVISION OF**  
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DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
01/24/2007				

BID OPENING DATE: **03/01/2007**                      **BID OPENING TIME: 01:30PM**

LINE	QUANTITY	UOP	UNIT PRICE	ITEM NUMBER	AMOUNT
<p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:            ----- 304-925-4700 -----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY):            ----- T. William Signorelli CPP -----</p> <p>***** THIS IS THE END OF RFQ PRS07SEC ***** TOTAL: <u>Refer to page 32</u></p>					

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>T. William Signorelli</i>	TELEPHONE 304-925-4747	DATE March 12, 2007
TITLE President	FAX 55-0620159	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



**Request for Quotation  
#PRS07SEC  
Division of Protective Services**

**Part 1 General Information**

**1.1 Purpose**

The Acquisition and Contract Administration Section of the Purchasing Division "State" on behalf of the Division of Protective Services "Agency" is soliciting Quotes from all qualified contractors to provide security services for the Main Capitol Campus and other State facilities across the State of West Virginia.

**1.2 Project**

The mission or purpose of the project is to obtain the services of a qualified security services contractor to recruit, train, and maintain a staff of security guards (officers) to provide security service for designated locations 24-hours per day, seven (7) days per week, 52 weeks per year. ~~There are no service level guarantees associated with this contract.~~

**1.3 RFQ Format**

This is a Request for Quotation (RFQ). All specifications are mandatory requirements and must be met in full. The Price Quotation submitted by bidders will be the sole evaluation criteria.

**1.4 Inquiries**

Additional information inquiries regarding specifications of this RFQ must be submitted in writing to the State Buyer with the exception of questions regarding proposal submission which may be oral. The deadline for written inquiries is identified in the Schedule of Events, Section 1.15. All inquiries of specification clarification must be addressed to:

Chuck Bowman, Senior Buyer  
Purchasing Division  
2019 Washington Street, East  
P.O. Box 50130  
Charleston, WV 25305-0130  
Fax: (304) 558-4115  
[cbowman@wvadmin.gov](mailto:cbowman@wvadmin.gov)

**Absolutely NO contact shall be made by the vendor with any staff person of the Agency with regard to this RFQ. The State Buyer named above is the sole**

contact for any and all inquiries after this RFQ has been released.

**1.5 Vendor Registration:**

Bidders participating in this process should complete and file a *Vendor Registration and Disclosure Statement* (Form WV-1) and remit the registration fee. Bidder is not required to be a registered vendor in order to submit a quote, but the **successful bidder must** register and pay the fee prior to the award of an actual purchase order/contract.

**1.6 Oral Statements or Commitments:**

Bidders must clearly understand that any verbal representations made or assumed to be made during any oral discussions held between bidder's representatives and any state personnel are not binding. Only that information issued in writing and added to the Request for Quote via an official written addendum is binding.

**1.7 Economy of Preparation:**

Quotes should be prepared simply and economically, providing a straightforward, concise description of bidder's abilities to satisfy the requirements of the RFQ. Emphasis should be placed on completeness and clarity of content.

**1.8 Quote Format and Submission:**

**1.8.1** Bidders must complete a response to all specifications in order to be considered. Each quote must be formatted as per the outline in Part 4 of this RFQ. No other arrangement or distribution of the quote information may be made by the bidder. Failure on the part of the bidder to respond to specific requirements detailed in the RFQ may be basis for disqualification of the quote. The State reserves the right to waive any informalities in the quote format and minor irregularities. Bidders should at a minimum indicate compliance with each individual specification by stating "We Comply".

**1.8.2** A primary copy of the quote must be submitted to the Bid Observer of the State Auditor's Office. Copies for the Auditor's Office must not be mailed in the same envelope or package as the State's. Each should be sent under separate cover to insure arrival at their designated locations prior to the bid opening. All copies must be submitted to the respective offices **prior** to the date and time stipulated in the RFQ as the opening date. All bids will be date and time stamped in each office to verify official time and date of receipt.

**1.8.3** Bidders mailing quotes should allow sufficient time for mail delivery to ensure timely arrival. Neither the Purchasing Division nor the Auditor's Office can waive or excuse late receipt of a quote which is delayed and late for any reason according to State Code 5A-3-11. Any quote received after the bid opening date and time will be immediately

disqualified in accordance with State law and the administrative rules and regulations.

**Submit:**

**One original quote to:**

Purchasing Division  
2019 Washington Street, East  
P.O. Box 50130  
Charleston, WV 25305-0130

The outside of the envelope or package(s) should be clearly marked:

Buyer: CB  
Req#: PRS07SEC  
Opening Date: 03/01/2007  
Opening Time: 1:30 P. M.

**1.9 Rejection of Quotes:**

The State shall select the best value solution according to the evaluation criteria. However, the State reserves the right to accept or reject any or all quotes, in part or in whole at its discretion. The State reserves the right to withdraw this RFQ at any time and for any reason. Submission of, or receipt by the State of quotes confers no rights upon the bidder nor obligates the State in any way.

A contract based on this RFQ and the bidder's quote, may or may not be awarded. Any contract resulting in an award from this RFQ is not valid until properly approved and executed by the Purchasing Division and the Attorney General's Office.

**1.10 Incurring Costs:**

The State and any of its employees or officers shall not be held liable for any expenses incurred by any bidder responding to this RFQ for expenses to prepare, deliver, the bid, or to attend any mandatory prebid meeting, oral presentations, or protest hearings.

**1.11 Addenda:**

If it becomes necessary to revise any part of this RFQ, an official written addendum will be issued by the State to all bidders of record.

**1.12 Independent Price Determination:**

A quote will not be considered for award if the price in the quote was not arrived at independently without collusion, consultation, communication, or agreement as to any matter relating to such prices with any other offer or with any competitor.

**1.13 Price Quotations:**

The price(s) quoted in the bidder's quote will not be subject to any increase and will be considered firm for the life of the contract unless specific provisions have been provided for adjustment in the original contract.

**1.14 Public Record:**

**1.14.1** All documents submitted to the State Purchasing Division related to purchase orders/contracts are considered public records. All bids, proposals, or offers submitted by bidders shall become public information and are available for inspection during normal official business hours in the Purchasing Division Records and Distribution center after the documents have been microfilmed.

**1.14.2** All public information may be released with or without a Freedom of Information request, however, only a written request will be acted upon with duplications fees paid in advance. Duplication fees shall apply to all requests for copies of any document. Currently the fees are \$0.50/page, or a minimum of \$10.00 per request which ever is greatest.

**1.14.3** The only exemptions to disclosure of information are listed in West Virginia Code §29B-1-4. Primarily, only trade secrets as submitted by a bidder are the only exemption to public disclosure. The submission of any information to the State by a vendor puts the risk of disclosure on the vendor. The State will make a reasonable effort not to disclose information that is within the guidelines of §29B-1-4 and is properly labeled "proprietary information not for public disclosure". The State does not guarantee non-disclosure of any information to the public.

**1.15 Schedule of Events:**

Release of RFQ..	.01/25/2007
Vendor Written Question Submission Deadline (1:00 pm)	.02/14/2007
Response to Questions via Addendum.	.02/16/2007
Bid Opening Date..	.03/01/2007
Anticipated Effective Start Date of Contract..	.05/01/2007

(All dates noted above are tentative and subject to change.)

**1.16 Bond Requirements:**

All bidders are required to submit a bid bond in the amount of \$25,000 with each bid quote. The State will accept in lieu of a formal bid bond a certified check, cashiers check or irrevocable letter of credit. All checks must be made payable to the State of West Virginia Purchasing Division. Failure to post a bid bond will result in the disqualification of the bid.

The successful bidder will be required to post a performance bond in the amount of \$250,000. A performance bond may be in the form of a policy or certificate issued by a surety company recognized as doing business in the State of West Virginia. The bond must be submitted on a form available from the Purchasing Division. A certified check, cashiers check made payable to the State of West Virginia may be accepted in lieu of the policy or certificate issued by the surety company. The performance bond is not required until requested by the Purchasing Division.

The performance bond is forfeited to the State if the vendor fails to perform under the terms and conditions of a purchase order after the order has been issued and work begun.

**1.17 Insurance Requirements**

The contractor shall present evidence of insurance of the types and amounts required by the Agency and in terms and amounts satisfactory to agency. Included in the required insurance coverage shall be the following:

- *Worker's Compensation* in accordance with applicable federal and state laws.
- *Employers Liability and Occupational Disease Liability.*
- *Commercial general liability insurance* including but not limited to contractor's protection insurance if subcontractors are used. Completed operations liability in the amount of \$1,000,000 each occurrence for bodily injury; and \$1,000,000 for property damage.
- *Fidelity Insurance* in the amount of \$1,000,000 per incident for the actions of the contractor and/or its agents.
- *False Arrest Insurance* for false arrest, false imprisonment, libel, slander, invasion of privacy in the amount of \$5,000,000 per incident.

In all insurance coverage in the liability and casualty area, the contractor shall provide a certificate of insurance naming the Agency as the name insured, prior to acceptance of the contract. The contractor shall execute a "hold harmless" agreement as appended.

## **PART 2 OPERATING ENVIRONMENT**

### **2.1 Location:**

The Division of Protective Services is located in the State Capitol Building, Room 152A in Charleston, West Virginia. The Division currently has the same law enforcement authority in Kanawha county as members of the West Virginia State Police. (§15-2D-3) Expansion of the Divisions jurisdictional authority to include anywhere in the State of West Virginia could be considered during the life of the contract to be awarded from this RFQ.

### **2.2 Background:**

The Division of Protective Services (DPS) of the Department of Military Affairs and Public Safety (MAPS) was created by Legislative action and the passage of Senate Bill 1, (July 14, 1998). The Division is a bona fide law enforcement agency including a certified police force (Capitol Police) with uniformed officers who are certified as Police Officers by the standards of the Governors Commission on Crime. The purpose of the Division is to provide safety and security to individuals who visit, conduct business or work at the Capitol Complex or other State facilities

## **PART 3 PROCUREMENT SPECIFICATIONS**

### **3.1 Scope of Work**

The scope of work shall be to provide adequate levels of qualified, trained security guards (officers) for coverage of the State Capitol Complex Campus and other locations as identified by the Agency or other spending units. For 24 hour per day, seven days a week, 52 weeks per year, security guards (officers) may be posted in the Divisions Command Control Center, Perimeter Guard Houses and as walking rovers internal and external to buildings on the campus. The requirements set forth in this section pertain to the form and substance in which the work shall be administered. The successful contractor/vendor shall be responsible to adhere to these requirements and shall notify the Agency within a timely manner (five business days) of any noncompliance.

#### **3.1.A Non Capitol Complex Locations**

The State of West Virginia operates facilities in all 55 counties of West Virginia. At present the Division of Protective Services has responsibility to offer services at the State Capitol Complex and in Kanawha County. However, other State entities across the state may procure services from this contract during the life of the contract. There are

currently no known service levels. (See 3.24.16). . Any guard (officer) assigned to any State entity under the auspices of this contract must meet the criteria of specification 3.11

### **3.2 Independent Contractor**

The contractor and its agents shall offer services to the agency as an independent contractor and shall accept the requirements of these specifications as the requirements of an independent contractor necessary to perform the function of a commercial guard service at a professional and sustained level of adequate service.

### **3.3 Turnover Control**

The contractor shall exercise reasonable and responsible diligence in providing the Agency with security guards (officers) who are qualified to perform the services required. In this regard, the contractor shall make all reasonable efforts to minimize attrition among trained qualified security guards (officers) to the extent that turnover in the security force shall not exceed 25% per annum or 30% in one quarter. Should turnover exceed these limitations the Contractor shall, at their own expense, provide all training previously provided as necessary to make the replacing security guard (officer) possess a level of skill equal to the security officer who has terminated service. Notwithstanding the above provision, if the Agency requires the removal of a security guard (officer) for reasons other than the ability to competently perform required services; non- or malfeasance in the performance of duties or matters relating to fidelity of an individual security guard (officer), the contractor shall bear the training expense beyond that required for basic qualifications and on-the-job training.

### **3.4 Transitional Staffing**

On the date of the initiation of the Contractor providing services to the Agency, the Contractor agrees to retain no less than 50% of the workforce of the previous contract holder for a period of 180 days and to provide compensation and benefits to the retained employees at a level equal to or above the compensation and benefits of the previous contractor. This transitional period will allow the contractor to quickly ramp up to service levels currently expected by the agency with minimal disruption of service.

### **3.5 Overtime**

The contractor must agree to abide by all federal, state, or municipal minimum wage and labor laws.

### **3.6 Liquidated Damages for Non Performance:**

The contractor shall agree to accept liquidated damages assessed at the discretion of the Agency for non performance and /or noncompliance in an amount equal to the actual damage calculated by the Agency. The damages shall be assessed by the Agency by reducing the amount from the monthly invoice. Non performance shall include, but is not limited to the following areas:

- Failure to comply with wage and hour regulations
- Failure to maintain percentage maximum on turnover control except for those instances in which the agency and contractor mutually agree that the turnover is justified
- Failure to comply with pre-employment qualifications and investigations regarding applicants.
- Failure to report an incident
- Failure to comply with federal, state, and county regulatory requirements
- Failure to perform services for any reason

Each instance of nonperformance shall require documentation sufficient to prove to a reasonable and prudent person that the nonperformance occurred. Each instance shall be individually reviewed by the Agency and the contractor, and the penalty shall be exercised only when both mutually agree as to the substance and cost of the nonperformance. In instances in which mutual agreement between the Agency and contractor do not exist, the Purchasing Division shall rule.

### **3.7 Replacement of Equipment Provisions**

The Agency may from time to time, make equipment available for the use of the security guards (officers) in the performance of the contracted services. The contractor shall bear the cost of repair and/or replacement of such equipment rendered inoperative because of misuse, or abuse of the contract employee using the equipment, (or failing to provide reasonable care and security,) or due to a failure to provide the contract employee with training sufficient to operate the equipment in a normal, safe, and effective manner. This provision shall not apply to equipment failure mutually agreed by the Agency and the contractor as having occurred as a result of normal use or wear.

### **3.8 Documentation of Incidents**

The contractor or his designee shall be responsible for providing both a written and oral report of any incident that occurs on any shift at the close of that shift period. This report shall be provided to the shift supervisor. An incident is defined as, but not limited to, the following:

- Any apparent or suspected criminal attack exercised against the agency, its assets, or personnel, including the employees of the contractor assigned to the site or any authorized or unauthorized visitors thereon.
- Any criminal or civil charges brought against the contractor or its personnel as it may relate to the contracted service
- Any apparent trespass of the agency's property
- Any verbal or physical confrontation resulting between a contract employee and an agency employee or guests or visitors on the campus
- Any performance failure of the contractor



- Any federal, state, or county regulatory requirement in which the contractor is in noncompliance
- Any equipment or system failure associated with the performance of the contracted service
- Any fire or unsafe condition existing within the agency's environment and observed by or reported to a contract employee, and emergency actions taken by the contract employee to eliminate or improve such conditions
- Any incident in which procedures governing the safe and orderly operation of the site are violated

**3.9 General Reporting Requirements**

The contractor shall provide to the Agency written reports as identified in substance and frequency set forth below. These reporting requirements shall not be considered exclusive, and the Agency may, at its discretion, identify other recoverable documented information relating to the contracted service.

<u>Reports</u>	<u>Frequency</u>
Billing	Bi-weekly
Percentage of personnel turnover	Quarterly
Hours of service performed by post and compensation rate	Monthly
Summary of service performed and compensation rate	Monthly
Training (classroom or on the job) completed by (name) hours, substance of training, and personnel	Monthly
License renewal and certificate of insurance conforming With government regulations	Annually

All documentation will be certified by signature as being true and correct.  
 The bi-weekly billing report should contain the following items: Name of the officer, skill level assigned, billing rate, days, hours per day and locations worked and will be due on Tuesday following the week worked.  
 Monthly reports will be due no later than the 10<sup>th</sup> day of the following month.  
 Quarterly reports will be due on August 10<sup>th</sup>, November 10<sup>th</sup> February 10<sup>th</sup> and May 10<sup>th</sup>.  
 Annual reports will be due on May 10<sup>th</sup>

**3.10 Security Guards (officers) Requirements**

The requirements set forth in this section pertain to the quality and performance capability of security guards (officers) assigned to this contract service. In the event specific requirements set forth herein are in conflict with any government regulations, the government regulations shall prevail

### 3.11 Candidate Qualifications & Backgrounds

The contractor shall consider the following qualifications as indicative of entry level skills necessary to perform services at an adequate and sustained level. Notwithstanding these entry level requirements, experience will be considered as a substitute for baseline entry level requirement based on individuals qualifications. The following qualifications shall be considered acceptable for presentation to the agency:

- Minimum age of 18 years
- High school diploma or equivalent written examination
- Successful completion of a written, validated examination indicative of the candidate's ability to understand and perform the duties to be assigned
- No record of convictions for criminal offenses (State and Federal).
- A valid motor vehicle operator's license (when operation of motor vehicle is required)
- Physical capability to do the job assigned (i.e. First Responder)
- Personal background of employment and personal experience indicative of the candidate's capability and inclination to represent the employers and agency's credibility, and integrity in the performance of a life/safety service to the agency's employees, visitors, and guest
- Ability to pass a pre-employment and drug/alcohol screening test
- Criminal history background/including drivers license background. Criminal history background/including drivers license background. Criminal history validation must include Federal and State Records. Applicant fingerprints must be submitted to the West Virginia State Police for validation A copy of the validation report shall be submitted to the Division when the guard/officer is assigned to the contract. Under no circumstances shall a guard/officer be assigned to this contract with out the validation first being submitted to the Division

**Note:** Examinations must meet criteria that fairly measure the knowledge or skills required for the particular job or class of jobs the candidate seeks or that fairly affords the employer a chance to measure the applicant's ability to perform the job or particular class of job. The contractor shall provide the Agency with a list of all contracted employees on a regular basis who are currently assigned to this contract, potential candidates for assignment to this contract or are temporary assignment to this contract.

The contractor shall conduct a background investigation of each candidate to be presented to the Agency for consideration. The investigation shall include, but not be limited, to five years of employment and neighborhood experience of the candidate. The background investigation will be an adjunct to any "paper and pencil" integrity tests given to the candidate as a matter of the contractor's hiring and personnel screening policies.

The Agency shall accept a contractor manager's certified report that a background investigation was conducted in accordance with the stipulations stated herein and that an

impartial adjudication revealed that no derogatory information was disclosed during the investigation that would be harmful to the Agency's interests by assigning the candidate to the contract.

**3.12 Limited Assignment Personnel Requirements**

Temporary limited assignment of contractor's personnel above and beyond the normal staff of security guards (officers) may be required during peak periods such as the legislative session and other special high foot and vehicle traffic events. In any event, no assignment of any individual temporary officer may exceed sixty (60) calendar days. Any individual assigned as a temporary employee must complete the following training:

*The Security Responsibility Training (2 Hours)*

The module shall consist of life & safety training responsibilities, maintaining effective enforcement; maintaining proper appearance, bearing and appearance; report writing and documentation.

*The Protective Environment (1.5 Hours)*

Description of Agency's environment; details relating to the function of the life safety and security systems on site; description of the Agency's employee/visitor relationship to be maintained ;history of the Agency's security experience relating to past incidents.

*Emergency Practices (2 Hours)*

Identification and discussion of types of emergencies that may occur and the emergency response required by the office for fire detection, fire suppression and evacuation, bomb threats, power failure, vehicle accidents, personal injury/illness and work place violence.

**3.13 Minimum Training Prior to Assignment**

The contractor is responsible to provide the training set forth below to each candidate before assignment to the agency's service, or provide evidence acceptable to the agency that the candidate by background and experience has an equivalent skill level to that established in the training program. All training and instruction shall be provided at the contractor's expense.

All training must have the advanced approval of the Agency prior to executing any training. Said instructors must have sufficient experience and qualifications as evidenced in their resume which are satisfactory to the Agency. The pre-assignment training will include the following area's, but not to the exclusion of other areas. The term *pre-assignment* shall be interpreted as that training given to a contractor's employee prior to assignment to the agencies' facility.

*Module 1: The Security Responsibility (2 hours)*

The life/safety responsibility  
Maintaining effective enforcement  
Maintaining proper appearance  
Bearing and appearance  
Report writing and documentation requirements appropriate to agency's needs

*Module 2: The Protected Environment (1.5 hours)*

Description of agency's environment  
Details relating to the functioning of the life safety and security systems on site  
Description of the agency/employee relationship that must be maintained  
History of agency's security experience relating to past incidents at multiple locations

*Module 3: Legal Powers and Limitations (3 hours)*

Philosophy of prevention versus apprehension  
The concept of timely intervention in a developing situation  
The limitations of arrest powers and the agency's requirements in these matters  
The use of force and the need to establish ability, opportunity, and jeopardy to self and others  
The limitations on search and seizure and the agency's requirements in these matters

*Module 4: Standard Operating Procedures (3 hours)*

Description of entry-level job responsibilities pertaining to assignment to agency's premises  
Basic administrative practices of the agency  
Familiarization with agency procedures and documentation practices  
Identification of the agency's access-control and alarm systems  
Handling confrontations on agency's premises

*Module 5: Emergency Practices (2 hours)*

Identification of types of emergency situations that may predictably occur  
Description of emergency systems including the following:  
(1) fire detection, (2) fire suppression and evacuation, (3) familiarization with emergency procedure, (4) fire, (5) bomb threat, (6) power failure, (7) vehicle accidents, (8) injury/illness, (9) workplace violence

*Module 6: Review (1 hour)*

### **3.14 Probationary Period**

The contractor shall assign employees to the Agency's premises with the understanding that for the first 90 calendar days that assignment is considered probationary. During this probationary period the Agency may, at their own discretion, require that the contractor's employee be removed from the contract. On completion of the probationary period, the agency will request removal of a contractor employee on a cause basis only.

### **3.15 Physical Fitness Testing**

Security Guards (officers) assigned to this contract are required to pass a physical examination by a licensed Physician **annually**. The examination will include drug and alcohol testing. Guards (officers) must be free from any hearing, sight or physical limitations which would prevent performance of duties. All cost for the annual physical examination will be the responsibility of the contractor.

Additionally, all Security Guards (officers) must pass a physical fitness test. The physical fitness test will be administered before an officer is qualified to be assigned to this contract's scope of work and annually thereafter. The test will be conducted by the contractor and verification provided to the Agency upon successful completion. If an officer fails the **physical or physical fitness** test in subsequent years, he/she will be required to be retested within 60 days after the date of the failed test. If the officer fails either test for the second time, the officer will be removed from assignment from this contract until such time as the officer can successfully pass the **physical and physical fitness test**. Some requirements may be waived at the discretion of the Agency.

The physical fitness testing standards will require that any potential officer be capable of walling or running a distance of 360 yards in three minutes or less and be capable of ascending six floors of stairs in 2 minutes or less.

### **Physical Abilities**

- Capable of heavy lifting (45 pounds minimum)
- Heavy carrying (45 pounds 100 yards minimum)
- Fully extending the arms up to a 90 degree angle from the shoulder
- Capable of walking or standing continuously (minimum of 4 hours)
- Repeated bending at the waist and knees
- Good hearing
- Vision corrected to 20/20

### **Condition of Employment**

All potential Security Guards (officers) proposed for service under this contract must have a complete background check. The background investigation will include but not be limited to:

- Credit Check
- Confirmation of previous employment

- Verification of references
- Criminal record check
- Drivers license verification

A letter or copy of an affidavit shall be provided to the Agency from each officer assigned to the contract certifying under the penalty of false swearing, that the officer has met all of the hiring and training requirements as set forth in the contract. False swearing will be grounds for automatic termination of the officer from assignment to this contract.

### **3.16 On-the-job Training**

During the probationary period of any individual, the contractor shall provide on-the-job training as follows or as specifically appropriate to the substance of services to be delivered. On-the-job training, as interpreted herein, is only conducted under the direct supervision of a qualified security guard (officer) (approved by the Agency) who has by practice and experience, a working knowledge of all of the Agencies procedures, and practices appropriate to the life safety and security matters of the site.

The contractor shall provide evidence of the completion of such training, detailing the instruction matters covered and instruction periods in each specific area. The contractor is responsible for coordinating this instruction with the shift supervisor to assure the required protection level is maintained at all times. On-the-job training will be conducted during periods when the trainee is exposed to the maximum learning opportunity as it relates to activity and the ability to participate in active occurrences under the supervision of the senior security officer.

The training will involve the trainee in live performance experience in the areas identified for such time periods as may be deemed reasonable by the instructor for a trainee to learn the complexities of each task. At such time as the assigned training officer advises that the trainee has mastered the requirements of a particular area, a new area of training will be undertaken. In no cases shall the on-the-job training requirement be less than stated above, regardless of the entry-level experience of the trainee. The learning emphasis will be as follows:

#### ***On-the-job 1: Prevention/Protection***

- Patrol requirements
- Communication system use and procedure
- Use of vehicles
- Hazard identification: initial action and reporting
- Identification systems
- Package screening procedures
- Agency/contractor reporting requirements
- Receiving dock operations and procedures
- Response to fire and intrusion alarms and reports
- Responsibilities of individual posts for timely intervention response to alarms and

emergency situations  
 Traffic and parking control and enforcement  
 Specific escort requirements  
 Appearance, bearing, and demeanor

***On-the-job 2: Enforcement***

Techniques of handling confrontations with Agency's employees, visitors and contractors  
 Techniques of handling normal business contacts with Agency's employees, senior executives, visitors, special guests and contractors  
 Specific post instructions  
 Enforcement responsibilities of agency's procedures and regulations  
 Review of criminal law procedures regarding potential site confrontations  
 Documentation of and preservation of evidence  
 Limitations on search and seizure  
 Proper report writing

***On-the-Job 3: Emergency Procedures***

Basic first aid practices  
 Fire fighting practices  
 Evacuation practices  
 Bomb search practices  
 Power failure practices

***On-the-Job 4: special Equipment Training***

Operation of vehicles  
 Operation of radio communication systems  
 Console operation practices  
 Operation of computerized alarm and access control systems  
 Operation of Closed Circuit Television system for monitoring and tracking

**3.17 Skill Level Categories**

The contractor is advised that beyond the status of probationary guard (officer), six distinct levels are recognized as existing in the assignment of contract employees to the Agency's service. A general description of each skill category is provided below in an ascending skill level from least skilled to most skilled. It is the agency's interpretation that probationary security guards (officers) must have successfully completed not less than the 12.5 hours of classroom training and the prescribed on-the-job training specified in section 3.1 to be considered qualified to fill the least-skilled category. Differential requirements of each skill level must be validated before an officer (guard) is assigned to work at that skill level. It is the requirement of the contractor to insure the validation is complete and accurate. At anytime, the Agency may request documentation of the validation process and sample for any individual assigned to the contract.

***Skill Level 1: Probationary Security Guard (Officer)***

This skill level involves the delivery of services on a specific fixed post. The procedures for accountability, observation and inspection, courteous and efficient department, and documentation of activities are the essential skills that must be tailored to the post requirement. The posts are not a location or time where continual contact with the public will occur.

***Skill Level 2: Security Guard (Officer) II***

This skill level involves a combination of fixed and mobile posts where the opportunity for normal business contact and confrontation experience will be more frequent. On an ascending level of capability, appearance, bearing and demeanor assume more significance because of the increased employee and public contact. A higher degree of technical knowledge is required in reference to the limitations in authority and the enforcement of site regulations and the scope of activities and areas with which the security officer must maintain a working knowledge. This skill level includes basic technical competence to operate technological systems utilizing keyboarding skills, mouse clicks, joy sticks or other technology tools. This skill level includes the ability to document events in written form, the ability to maintain a journal and to complete basic incident reports.

***Skill Level 3: Security Guard (Officer) III***

This skill level involves a more complete knowledge of all post requirements and as such represents the essential passage of time necessary to gain the basic knowledge of a variety of posts. The technical skill required is representative of the peak of skill capability both in emergency response requirements, the handling of confrontations, and the successful interface of the protective force with agency employees, visitors, and contractors.

***Skill Level 4: Security Guard (Officer) IV***

This skill level represents the requirement for a complete operational knowledge of the life/safety and security system and the responsibilities and response capabilities of each post in an active status. Beyond the high degree of technical and procedural knowledge is the requirement to exercise disciplined response decisions in directing security guards (officers) to meet the various normal and emergency service requirements that will occur.

***Skill Level 5: Sergeant***

This skill level requires a complete and thorough knowledge of the life/safety, security, and administrative system appropriate to the secure maintenance of the agency's site. A capability must exist to make disciplined response decisions in directing security guards (officers) to meet the necessities of developing emergency situations. The individual must be capable of executing command decisions that promote and maintain the best interests of the agency and administer the demands and necessities of the protective requirements on a given shift, while exercising due regard for individual skill levels and



cost-effective staffing assignment at all times.

***Skill Level 6: Lieutenant/Captain***

This skill level requires tested and proven supervisory capabilities. This person is required to have a working knowledge of all posts for all shifts. They will be required to participate with training, developing, and disciplining subordinates on an assigned shift. This skill level will require a capability to maintain control over performance and costs. This skill level includes the ability to review and if necessary edit documentation of events in written form and the ability to complete more complex reports such as monthly incident matrixes.

**3.18 Performance Evaluation**

The contractor shall be responsible for performing, documenting, and making available to the Agency a performance evaluation of each contract employee, no less than twice annually. The evaluation results must be submitted to the Agency for their review and approval. The substance of this evaluation will include an appraisal of the following areas:

- Appearance, bearing, and demeanor
- Attitude, reliability, and punctuality
- Technical knowledge and skill of performance requirements
- Procedural knowledge of agency requirements
- Leadership capability and potential
- Special areas of competence
- Physical testing reports

**3.19 On-site Supervisory Responsibilities (for each shift)**

The contractor shall appoint a senior security guard (officer) who will be responsible to the designated Contract Monitor. This guard (officer) will be responsible for the control and accuracy of time records for all contract personnel and exercise overall supervision and direction of the guard force. The minimum acceptable skill level for this section shall be skill level 5: Sergeant.

**3.20 Shift Continuity**

The contractor shall insure that adequate resources are deployed for the contractor to coordinate multiple shift operations. When in this mode, security guards (officers) will not leave their post until relieved by the corresponding officer posted to the next shift.

**3.21 Alternate Replacement Personnel**

The contractor may, from time to time, identify a need for additional alternate security

guards (officers) to fulfill a temporary service or relieve for vacations and sickness of permanent personnel. In such instances the contractor and Agency will evaluate the minimum skill requirements and pre-screening practices required based on the available lead time and the nature of temporary assignment to meet the service needs.

### 3.22 Uniforms

The contractor shall provide and maintain the required uniforms necessary for this contract that will directly represent the image of the Agency. **Uniforms for security guards (officers) working any detail for the Division of Protective Services shall be separate and distinct from any other uniform the Contractor utilizes. This uniform is to be utilized solely for Division of Protective Services details.** Badges and other insignia to be worn on the security guards (officers)' uniforms will be in accordance with any state law that may apply. Contractor shall supply individual name badges for all guards (officers). **Contractor is required to submit pictures of uniforms with all badges as proposed (including cold weather gear) with the quote.**

Objective:

- A. To insure that all uniformed employees, while in performance of their duties, dress in a professional manner
- B. To describe the uniform to be worn
- C. To describe proper times and manner in which the uniform shall be worn
- D. To identify the proper footwear to be worn with the uniform
- E. To regulate placement of uniform insignia
- F. To recognize appropriate uniform accessories
- G. To establish maintenance, cleaning and replacement procedures for the uniform
- H. To identify the standard issue of individual uniforms, uniform accessories and uniform insignia

### 3.23 Personal Appearance

To enhance public respect and recognition, employees shall strive to keep a neat and clean appearance while on duty. It shall be considered unacceptable conduct for uniformed guards (officers) to practice poor personal hygiene or poor grooming habits in their personal appearance while in the performance of their duties.

#### 3.23.1 Male and Female Guards (officers)

- A. Body piercing (with the exception of ear rings for female employees) that is visible anytime while on duty and/or in uniform is prohibited.
- B. Necklaces may be worn but shall not be visible
- C. A bracelet may be worn only if it contains medical information concerning the member and does not create a safety hazard
- D. No more than one ring shall be worn on each hand except that a combination engagement and wedding band may be worn by females. Rings shall not have sharp edges that would create a hazard to the employee when wearing gloves.



- E. No personal items shall be visible from the uniform pockets except appropriate writing pens.
- F. Employees may wear only sunglasses with gold, silver, black or brown colored frames which compliment the uniform. The sunglasses shall be of a professional type. No faddish, multi colored, or mirrored sunglasses shall be worn. Nor shall sunglasses be worn during conditions that do not merit their utilization.
- G. The bulk of hair shall not be excessive to the extent that it hinders the wearing of appropriate headgear.
- H. Hairstyles that may be considered “fads” or “special hairstyles” or “designs” are prohibited. Hairstyles may not hinder the correct wearing of the hat.

### **3.23.2 Male Uniformed Employees**

- A. Hairstyles may be either tapered or block cut, but must be worn in a neat, conservative and professional manner at all times. The hair length shall not fall over the ears or eyebrows, or touch the collar, except for the closely cut hair at the back of the neck.
- B. If an employee desires to wear sideburns, they will be neatly trimmed. The base shall be a clean shaven horizontal line. Sideburns shall not extend downward beyond the lowest part of the exterior ear opening.
- C. The face shall be neatly shaven, except that a employee may wear a neatly trimmed moustache. The mustache may extend one quarter inch horizontal beyond the corners of the mouth. The moustache shall not exceed over the lips or beyond the corners of the mouth.
- D. Male uniformed employees are prohibited from wearing earrings while on duty.

### **3.23.3 Female Uniformed Employees**

- A. Hairstyles must be worn in a neat, conservative and professional manner at all times. If short hair is preferred, the length directives for males shall be observed. If medium length or long hair is preferred, the hair shall be worn up in a neat manner and touch the collar but shall not fall below the collar edge. Hair may be worn with “bangs”, but they shall not fall over the eyebrows. Hair may be “braided or platted” if the style presents a neat and professional appearance. Hair clasps, barrettes, or fasteners must correspond with hair color and must not be conspicuous. Hair nets, ribbons, beads and so forth are prohibited from being worn. Hair color shall be of a conservative shade and have no unnatural tones of color. Spray on substances, color or glitter are prohibited. False eyelashes are prohibited.
- B. If worn, cosmetics shall be conservative and professional in appearance, understated rather than overwhelming in application and shall blend in with the natural color of the skin.
- C. Earrings shall be of a small post or stud type with only one earring worn in each ear.

**3.24 General Terms and Conditions:**

By signing and submitting their quote, the successful bidder "herein after called Vendor" agrees to be bound by all the terms contained in section 3.23 of the RFQ.

**3.24.1 Conflict of Interest:**

Vendor affirms that it, its officers or members or employees presently have no interest and shall not acquire any interest, direct or indirect which would conflict or compromise in any manner or degree with the performance or its services hereunder. The Vendor further covenants that in the performance of the contract, the Vendor shall periodically inquire of its officers, members and employees concerning such interests. Any such interests discovered shall be promptly presented in detail to the Agency.

**3.24.2 Prohibition of Gratuities:**

Vendor warrants that it has not employed any company or person other than a bona fide employee working solely for the vendor or a company regularly employed as its marketing agent to solicit or secure the contract and that it has not paid or agreed to pay any company or person any fee, commission, percentage, brokerage fee, gifts or any other consideration contingent upon or resulting from the award of the contract. For breach or violation of this warranty, the State shall have the right to annul this contract without liability at its discretion, and/or to pursue any other remedies available under this contract or by law.

**3.24.3 Certifications Related to Lobbying:**

Vendor certifies that no federal appropriated funds have been paid or will be paid, by or on behalf of the company or an employee thereof, to any person for purposes of influencing or attempting to influence an officer or employee of any Federal entity, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment or modification of any Federal contract, grant, loan, or cooperative agreement.

If any funds other than federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee or any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the Vendor shall complete and submit a disclosure form to report the lobbying.

Vendor agrees that this language of certification shall be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly. This certification is a material representation of fact upon which reliance was placed when this contract was made and entered into.

**3.24.4 Vendor Relationship:**

The relationship of the Vendor to the State will be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by the parties to this contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents.

Vendor shall be responsible for selecting, supervising and compensating any and all individuals employed pursuant to the terms of this RFQ and resulting contract. Neither the Vendor nor any employees or contractors of the vendor shall be deemed to be employees of the State for any purposes whatsoever.

Vendor shall be exclusively responsible for the payment to **his/her employees and** contractors of all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension or other deferred compensation plans, including but not limited to Workers' Compensation and Social Security obligations, and licensing fees, etc. and the filing of all necessary documents, forms and returns pertinent to all of the foregoing.

Vendor shall not bring, shall hold harmless, and shall provide the State and Agency with a defense against any and all claims that the State is held responsible for, including but not limited to the foregoing payments, withholdings, contributions, taxes, social security taxes and employer income tax returns.

The Vendor shall not assign, convey, transfer or delegate any of its responsibilities and obligations under this contract to any person, corporation, partnership, association or entity without expressed written consent of the Agency.

**3.24.5 Indemnification:**

The Vendor agrees to indemnify, defend and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person or firm performing or supplying services, materials or supplies in connection with the performance of the contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use or disposition of any data used under the contract in a manner not authorized by the contract, or by Federal or State statutes or regulations; (3) Any failure of the Vendor, its officers, employees or subcontractors to observe State and Federal laws, including but not limited to labor and wage laws.

**3.24.6 Contract Provisions:**

After the successful Vendor is selected, a formal contract document will be executed between the State and the Vendor. In addition, the RFQ and the Contractor's response will be included as part of the contract by reference. The order of precedence is the

contract, the RFQ and the Vendor's quote in response to the RFQ.

**3.24.7 Governing Laws & Compliance:**

This contract shall be governed by the laws of the State of West Virginia. The Vendor further agrees to comply with the Civil Rights Act of 1964 and all other applicable Federal, State and local Government regulations.

**3.24.8 Compliance with Laws and Regulations:**

The contractor shall procure all necessary permits and licenses to comply with all applicable laws, Federal, State or municipal, along with all regulations, and ordinances of any regulating body.

The Vendor shall pay any applicable sales, use, or personal property taxes arising out of this contract and the transactions contemplated thereby. Any other taxes levied upon this contract, the transaction, or the equipment, or services delivered pursuant here to shall be borne by the contractor. It is clearly understood that the State of West Virginia is exempt from any taxes regarding performance of the scope of work of this contract.

**3.24.9 Subcontracts/Joint Ventures:**

The Vendor is solely responsible for all work performed under the contract and shall assume prime contractor responsibility for all services offered and products to be delivered under the terms of this contract. The State will consider the Vendor to be the sole point of contact with regard to all contractual matters. The Vendor may, with the prior written consent of the State, enter into written subcontracts for performance of work under this contract; however, the vendor is totally responsible for payment of the sub. The contractor shall insure compliance with all terms and conditions by any subcontractor that is utilized to perform the duties of the contract.

**3.24.10 Term of Contract & Renewals:**

This contract will be effective (date set upon award) and shall extend for the period of one (1) year, at which time the contract may, upon mutual consent, be renewed. Such renewals are for a period of up to one (1) year, with a maximum of three (3) one year renewals, or until such reasonable time thereafter as is necessary to obtain a new contract. The "reasonable time" period shall not exceed twelve (12) months. During the "reasonable time" period the vendor may terminate the contract for any reason upon giving the Agency ninety (90) days written notice. Notice by Vendor of intent to terminate will not relieve Vendor of the obligation to continue to provide services pursuant to the terms of the contract.

Any change in Federal or State law, or court actions which constitute binding precedent in West Virginia, and which significantly alters the Vendor's required activities or any change in the availability of funds, shall be viewed as binding and shall warrant good faith renegotiation of the compensation paid to the Vendor by the Agency and of such

other provisions of the contract that are affected. If such renegotiation proves unsuccessful, the contract may be terminated by the State upon written notice to the Vendor at least thirty (30) days prior to termination of this contract.

**3.24.11 Non-Appropriation of Funds:**

If the Agency is not allotted funds in any succeeding fiscal year for the continued use of the service covered by this contract by the West Virginia Legislature, the Agency may terminate the contract at the end of the affected current fiscal period without further charge or penalty. The Agency shall give the vendor written notice of such non-allocation of funds as soon as possible after the Agency receives notice. No penalty shall accrue to the Agency in the event this provision is exercised.

**3.24.12 Contract Termination:**

The State may terminate any contract resulting from this RFQ immediately at any time the Vendor fails to carry out its responsibilities or to make substantial progress under the terms of this RFQ and resulting contract. The State shall provide the Vendor with advance notice of performance conditions which are endangering the contract's continuation. If after such notice the Vendor fails to remedy the conditions contained in the notice within the time period contained in the notice, the State shall issue the Vendor an order to cease and desist any and all work immediately. The State shall be obligated only for services rendered and accepted prior to the date of the notice of termination. The contract may also be terminated upon mutual agreement of the parties with thirty (30) days prior notice.

**3.24.13 Changes**

If changes in scope of the original contract become necessary, a formal contract change order will be negotiated by the State, the Agency and the Vendor, to address changes to the terms and conditions, costs of, or scope of work included under the contract. An approved contract change order is defined as one approved by the State and the West Virginia Attorney General's Office prior to the effective date of such amendment. An approved contract change order is required whenever the change affects the payment provision and/or the scope of the work. Such changes may be necessitated by new and amended Federal and State regulations and requirements.

As soon as possible after receipt of a written change request from the Agency, but in no event more than thirty (30) days thereafter, the Vendor shall determine if there is an impact on price with the change requested and provide the Agency a written statement to identifying any price impact on the contract or to state that there is no impact. In the event that price will be impacted by the scope change, the Vendor shall, provide a description of the price increase or decrease involved in implementing the requested change.



**NO CHANGES IN SCOPE SHALL BE IMPLEMENTED BY THE  
VENDOR UNTIL SUCH TIME AS THE VENDOR RECEIVES AN  
APPROVED W T T E N CHANGE: ORDER.**

**3.24.14 Invoices, Progress Payments, & Retainage:**

The Vendor shall submit invoices, in arrears, to the Agency at the address on the face of the purchase order labeled "Invoice To" pursuant to the terms of the contract.

**3.24.15 Record Retention (Access & Confidentiality)**

Vendor shall comply with all applicable Federal and State of West Virginia rules and regulations, and requirements governing the maintenance of documentation to verify any cost of services or commodities rendered under this contract by Vendor. The Vendor shall maintain such records a minimum of five (5) years and make available all records to Agency personnel at Vendor's location during normal business hours upon written request by Agency within 10 days after receipt of the request.

Vendor shall have access to private and confidential data maintained by Agency to the extent required for Vendor to carry out the duties and responsibilities defined in this contract. Vendor agrees to maintain confidentiality and security of the data made available and shall indemnify and hold harmless the State and Agency against any and all claims brought by any party attributed to actions of breach of confidentiality by the Vendor, subcontractors, or individuals permitted access by Vendor.

**3.24.16 Use of Contract by other State Spending Units**

At the individual spending units discretion, other spending units may utilize the service and pricing of this contract to meet the specific needs of their Agency.

## Part 4 Submission of Quotes

### 4.1 Vendor Compliance

All responding bidders shall indicate compliance with all specifications.

Security America, Inc. complies with all specifications in this bid document.

### 4.2 Quote

All responding bidders shall complete the following cost quote:

### COST QUOTE

<u>Estimated Hours</u>	<u>Officer Classification</u>	<u>Hourly Billing Rate</u>	<u>Total Amount</u>
478	Limited Assignment Personnel	\$ 10.40	\$ 4,971.20
570	Probationary Officer	\$ 10.40	\$ 5,928.00
5,700	Security Officer II	\$ 11.64	\$ 66,348.00
5,700	Security Officer III	\$ 11.95	\$ 68,115.00
5,700	Security Officer IV	\$ 12.57	\$ 71,649.00
1,496	Sergeant	\$ 13.73	\$ 20,540.08
357	Lieutenant	\$ 16.20	\$ 5,783.40
<b>Annual Total Estimated Cost:</b>			<b>\$ 243,334.68</b>

The actual hours may be different from the amount stated above. It must be clearly understood that the total actual hours may be more or less than the numbers estimated and the successful vendor agrees to provide the actual numbers of hours of personnel at the correct professional level to fulfill the needs of the State regardless. ~~There are no service level guarantees associated with this contract.~~

Security America, Inc.  
T. William Signorelli, CPP  
President



Phone: 304-925-4747

FEIN: 55-0620159

Date: March 12, 2007

**A F F I D A V I T**

033

**West Virginia Code §5A-3-10a states:**

No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

**EXCEPTION:**

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**LICENSING:**

Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

**CONFIDENTIALITY**

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit [www.state.wv.us/admin/purchase/privacy](http://www.state.wv.us/admin/purchase/privacy) for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: Security America, Inc,

Authorized Signature: *T. Will Signoall* Date: March 12, 2007

*President*



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**Request for  
 Quotation**

RFQ NUMBER  
 PRS07SEC

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 CHUCK BOWMAN  
 304-558-2157

V  
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 Security America, Inc.  
 Attention: James R. Hupp  
 5407 MacCorkle Ave., SE  
 Charleston, WV 25304

S  
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 PROTECTIVE SERVICES  
 DIVISION OF  
 BUILDING 1, ROOM 152-A  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305 304-558-9911

DATE PRINTED 02/16/2007	TERMS OF SALE 03/08/2007	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE:		BID OPENING TIME		01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** ADDENDUM NO. 1 *****						
ADDENDUM IS ISSUED TO THE UNIFORMED SECURITY PERSONNEL RFQ TO ADDRESS VENDOR SUBMITTED QUESTIONS AS RECEIVED BY PURCHASING PRIOR TO THE 02/14/07 DEADLINE.						
THOSE QUESTIONS AND ANSWERS FOLLOW AND ARE ACCOMPANIED BY A CAMPUS MAP AND LEGEND.						
BID DATE HAS BEEN EXTENDED FROM 03/01/07 TO 03/08/07. BID OPENING TIME REMAINS 1:30 PM.						
***** NO OTHER CHANGES *****						
0001	1	HR		990-46		
GUARD AND SECURITY SERVICES						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

SIGNATURE *T. Willard* TELEPHONE 304-925-4747 DATE March 12, 2007  
 TITLE President FEIN 55-0620159 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS  
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum** - The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

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**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

**SIGNED BID TO:**

Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

RFQ# PRS07SEC  
Revised Bid Date: 03/08/07  
Bid Opening Time: 1:30 pm

002

## Addendum No. 1

The following questions were submitted in writing to the State in reference to the above mentioned procurement:

Specification 1.17: A bidder asks "Fidelity Insurance is usually required when officers are in direct control of funds. Will this be the case or will this be waived?"

**The State responds: No. There have been occasions in the past where security guards assisted with the transportation of funds. This could happen again.**

Specification 3.3 A bidder asks "What has the average turnover for the security force under contract now been over the past year? Have there been any penalties assessed current provider and what amounts?"

**The State responds: The turnover rate for the past year has been 62.5 %. There have been no penalties assessed.**

Specification 3.4 A bidder asks "During the last transition of security providers what was the retention percent?"

**The State responds: We are unable to locate records that accurately report this statistic.**

Specification 3.6 A bidder asks "What has been the history on liquidated damages for non-performance assessed the current provider over the past year? What amounts and for what violations or oversights?"

**The State responds: There have been no assessments for liquidated damages over the past year.**

Specification 3.7 A bidder asks "What is the history of significant examples over the past two years where the vendor was assessed for replacement of equipment?"

**The State responds: There have been no assessments for equipment replacement over the past two years.**

Specification 3.11 A bidder asks "Please explain what is meant by neighborhood experience of the candidate? Do you just want residence verification?"

**The State responds: In addition to residence verification, the State expects that a cursory assessment of the living conditions be made and reported.**

Specification 3.15 A bidder asks "Does Physical Fitness Training as specified in this section pertain to Temporary Limited Assignment security officers?"

**The State responds: Yes.**

Specification 3.16 A bidder asks "What is the present experience of on-the-job training time?"

**The State responds: On the job training varies based on the individual, but would normally be between 2 to 4 weeks.**

Specification 3.22 A bidder asks "May the successful bidder work with the Division of Protective Services to select a proper uniform after the award and therefore waive the requirement to provide samples or photo's of the uniform we will offer?"

**The State responds: No. The uniform for this detail will be unique and specific.**

Specification 4.2 A bidder asks "The Estimated Hours are they weekly? What is the current Hourly billing rate by officer classification?"

**The State responds: The estimate is for costing purposed only. There are no service level guarantees with this contract. Current contract rates per hour are as follows:**

Limited Assignment Personnel	\$ 10.66
Probationary Officer	\$ 10.66
Security Officer II	\$ 10.99
Security Officer III	\$ 11.32
Security Officer IV	\$ 11.65
Sergeant	\$ 12.30
Lieutenant	\$ 13.29

Specification 3.4 A bidder asks "The specification requires a new Contractor, 'to retain no less than 50% of the workforce of the previous contract holder for a period of 180 days and to provide compensation and benefits to the retained employees at a level equal to or above the compensation and benefits of the previous contractor.'"

"In order to allow for this in our bid it is necessary to know the wages and benefits provided to the existing staff. Knowing the existing billing rate to the state does not provide adequate information. We must know what we will be expected to match. Is medical provided? Is it paid 100% by the employer or is the cost shared? At what percentage? Is it a full medical plan or a health maintenance plan? Is medical coverage offered to dependants? Vacation? 401k? "

"Knowing the billing rate to the state does not provide wage information when the cost of benefits is included in the billing rate."

**The State responds: The State is not a party to the compensation agreement between the current contract holder and their employees. This information has not been requested by the State, hence it is not available.**







Specification Part 4.2 A bidder asks "It is understood that there are no service levels guaranteed with this contract. It is also understood that this is an open end contract and the estimated hours listed are for evaluation purposes. A more accurate representation of the hours of service may result in a lower cost to the state. Lower price comes with volume. Please provide historical data. For the months of February, July, and October 2006 report the numbers of hours of service performed by the contractor. This information should be easily available through the reports required on page 16 Part 3.9

**The State responds: Under the current operating environment, the contract holder staff's the division Command Center with two (2) guards 24 hours a day/7days per week. The contractor also staff's an additional guard 8 hour per day for a shift Monday thru Fri Day, for 24 hours on Saturday and Sunday and all West Virginia Governmental holidays.**



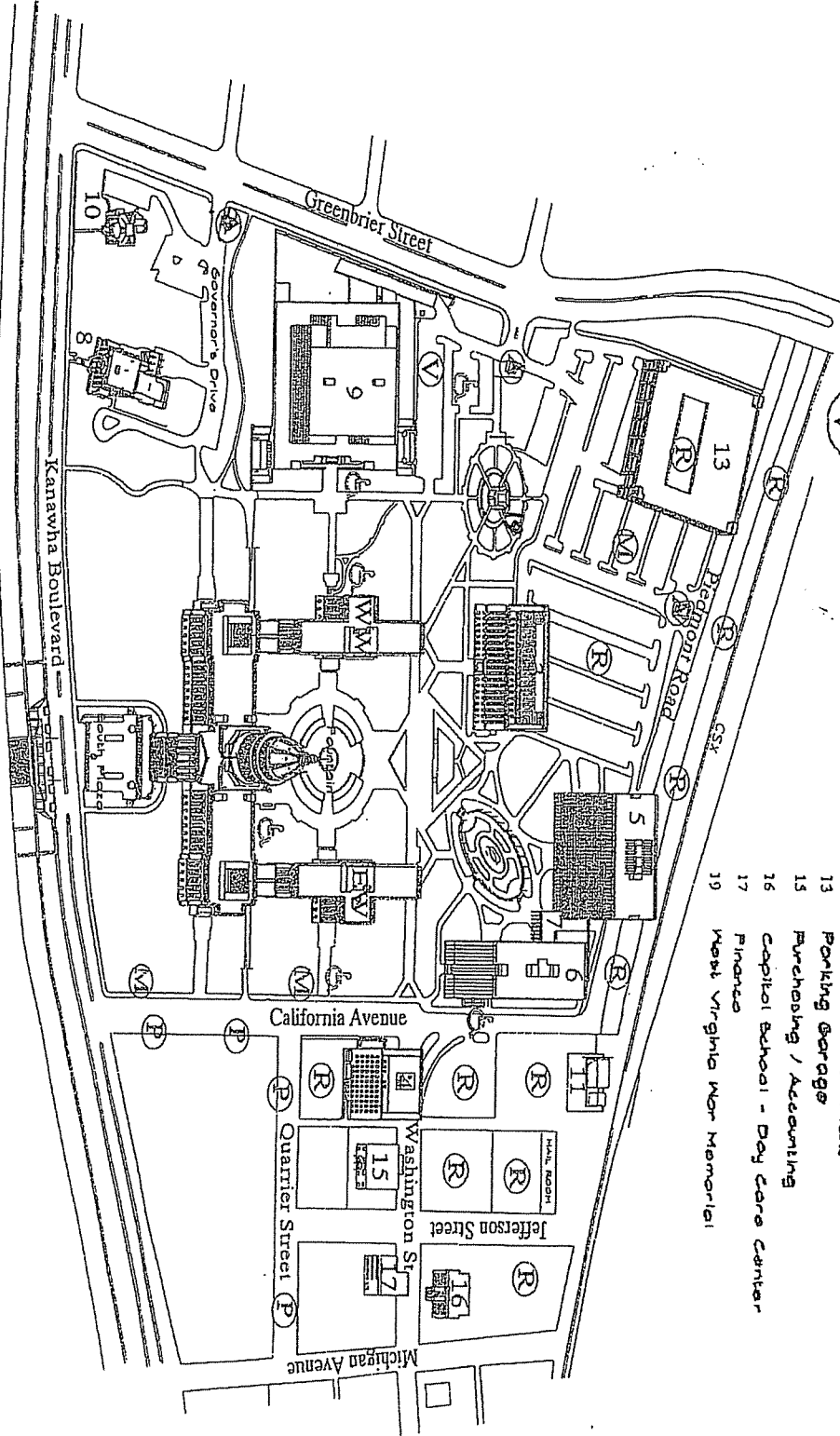
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**KEY TO SYMBOLS**

-  ACCESSIBLE PARKING, ENTRANCE
-  PARKING ATTENDANT
-  METER / VISITOR PARKING
-  PRIVATE PARKING
-  RESERVED PARKING
-  VISITOR PARKING

**KEY TO STATE OWNED BUILDINGS**

- 1 Main Capitol Building
- EW Eastwing - Main Capitol Building
- WW Westwing - Main Capitol Building
- 3 Division of Motor Vehicles
- 4 Bureau of Employment Programs, Corrections
- 5 Division of Highways, CRRD, PEIA
- 6 Department of Education, Health and Human Resources, Division of Personnel
- 7 State Training / Conference Center
- 8 Governor's Mansion
- 9 Cultural Center (Gift Shop, Museum)
- 10 Holly Grove - Bureau of Senior Services
- 11 Central Chiller Plant
- 13 Parking Garage
- 15 Purchasing / Accounting
- 16 Capitol School - Day Care Center
- 17 Finance
- 19 West Virginia War Memorial



WEST VIRGINIA STATE CAPITOL DIRECTORY



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**Request for  
 Quotation**

RFQ NUMBER  
 PRS07SEC

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 CHUCK BOWMAN  
 304-558-2157

VENDOR

Security America, Inc.  
 Attention: James R. Hupp  
 5407 MacCorkle Ave., SE  
 Charleston, WV 25304

SHIP TO

PROTECTIVE SERVICES  
 DIVISION OF  
 BUILDING 1, ROOM 152-A  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305 304-558-9911

DATE PRINTED 03/01/2007	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: 03/13/2007		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** ADDENDUM NO. 2 *****						
ADDENDUM ISSUED TO DISTRIBUTE AGENCY REVISED SPECIFICATIONS FOR SECTION 3.4 TRANSITIONAL STAFFING. THE REVISED LANGUAGE IS ATTACHED.						
BID OPENING DATE CHANGES FROM 03/08/07 TO 03/13/07. BID OPENING TIME REMAINS 1:30 PM.						
***** NO OTHER CHANGES *****						
0001	1	HR		990-46		
GUARD AND SECURITY SERVICES						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>J. W. Hupp</i>	TELEPHONE 304-925-4747	DATE March 12, 2007
TITLE President	FEIN 55-0620159	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

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REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

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7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
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4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

**SIGNED BID TO:**

Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

#PRS07SEC

Revised Bid Date: 03/13/07

Bid Opening Time: 1:30 pm

002

**Addendum #2**

**Specification 3.4 is replaced with the following:**

**3.4 Transitional Staffing**

On the date of the initiation of the Contractor providing services to the Agency, the Contractor agrees to retain no less than 50% of the workforce of the previous contract holder for a period of 180 days. The contract holder shall consult with the Division as to the employee's to be retained. This transitional period will allow the contractor to quickly ramp up to service levels currently expected by the agency with minimal disruption of service.


*The current contract holder pays a minimum wage of \$ 6.50/hour, a maximum wage of \$ 7.75/hour and offers the following benefits to its employees: Health Care Insurance (no cost to employee, includes prescription drug), Supplemental Health Insurance thru AFLAC (\$10/week), Vision, Dental (employee pays 20%), and one (1) week paid vacation per year.*

# BRANCH BANKING AND TRUST COMPANY

ADDRESS: 300 SUMMERS ST CHARLESTON, WV 25301-1624

PHONE NUMBER: 304-348-7279

CONTACT NAME: GREGORY E RADER

<b>IRREVOCABLE STANDBY LETTER OF CREDIT</b>		LETTER OF CREDIT NO. <u>9570558045 00015</u>
		DATE <u>03/07/2007</u>
ADVISING BANK	APPLICANT	
	SECURITY AMERICA INC 5407 MACCORKLE AVE SE CHARLESTON, WV 25304-2223	
BENEFICIARY		AMOUNT
STATE OF WEST VIRGINIA 2019 WASHINGTON STREET EAST		\$25,000.00
CHARLESTON, WV 25305-0000		EXPIRY DATE
		06/07/2007 (FOR PRESENTATION AT OUR COUNTERS)
GENTLEMEN: WE HEREBY ESTABLISH OUR IRREVOCABLE STANDBY LETTER OF CREDIT IN YOUR FAVOR  AVAILABLE BY YOUR DRAFT(S) <u>Sight</u> DRAWN ON: "BRANCH BANKING & TRUST CO." DRAFT(S) MUST BE MARKED - "DRAWN UNDER BRANCH BANKING AND TRUST COMPANY CREDIT NO. <u>9570558045 00015</u> "  WHICH MUST BE ACCOMPANIED BY THIS LETTER AND THE FOLLOWING DOCUMENTATION:		
SPECIAL INSTRUCTIONS As as condition of funding this Letter of Credit, The West Virginia Division of Protective Services needs to submit this Letter of Credit along with an Affidavit signed by an authorized representative of West Virginia Protective Services describing how Security America, Inc. has not fulfilled its obligation related to a specific Request of Quotation #PRS07SEC.		
THIS CREDIT IS SUBJECT TO THE UNIFORM CUSTOMS AND PRACTICE FOR DOCUMENTARY CREDITS (1993 REVISION) INTERNATIONAL CHAMBER OF COMMERCE PUBLICATION NO. 500.  WE HEREBY ENGAGE WITH BENEFICIARY THAT DRAFTS PRESENTED IN CONFORMITY WITH THE TERMS OF THIS CREDIT WILL BE DULY HONORED ON PRESENTATION AT OUR COUNTERS AND THAT DRAFTS ACCEPTED WITHIN THE TERMS OF THIS CREDIT WILL BE DULY HONORED AT MATURITY.  VERY TRULY YOURS		
BRANCH BANKING AND TRUST COMPANY		 AUTHORIZED SIGNATURE