

From: [Jennifer Ott](#)
To: [CityCouncil-List](#)
Subject: FW: Agenda Item 5D Follow-up Information
Date: Tuesday, May 2, 2023 4:28:23 PM

Mayor and City Council:

Please find below more detailed information regarding Agenda item 5D that we thought might be of interest to the entire Council.

Thanks,
Jen

From: Lisa Maxwell <LMaxwell@alamedaca.gov>
Sent: Tuesday, May 2, 2023 4:24 PM
To: Jennifer Ott <jott@alamedaca.gov>
Cc: Yibin Shen <yshen@alamedacityattorney.org>; Lorie Curtis <LCurtis@alamedaca.gov>
Subject: 5D

Hi Jen-Below is the full response to the questions raised by Council Member Spencer.

Security Services

Bids:

- Patrol Solutions - \$299,737.59 (lowest bid)
- Pacwest Security Services - \$301,300.32
- Security System Management - \$302,959.34
- Allied Universal - \$348,996.40 (previous provider)
- Lowest bid recommended.

Bid Selection:

On December 1, 2020, the City issued an RFP for security services at Alameda Point. Four (4) proposals were received and Patrol Solutions was the lowest proposer. Pacwest's proposal was only \$1,562.73 higher than Patrol Solutions, however, Pacwest has twenty-seven (27) years of experience compared to Patrol Solutions ten (10) years. Additionally, Pacwest has experience partnering with other municipalities, such as the Central Contra Costa Sanitarily District and City of West Hollywood. Pacwest's proposal outscored Patrol Solutions' by two points due to these differences. The City awarded the contract to Pacwest, and RiverRock entered into this contract on behalf of the City on July 20, 2021. However, RiverRock terminated the contract on behalf of the City on May 20, 2022, just ten (10) months into the term due to dissatisfaction with the quality of service being provided. As a very close second in RFP panel ratings, Patrol Solutions was awarded the remainder of the contract.

Landscaping Services

Bids:

- Gothic Landscaping - \$268,230.00 (lowest bid)
 - Gardeners Guild - \$320,256.00 (previous provider)
 - Coast Landscape – \$375,632.00
-
- Lowest bid recommended.

Bid Selection:

On August 13, 2020, the City issued an RFP for commercial and residential landscape services at Alameda Point. Three proposals were received and Gothic Landscape was the lowest bidder and was awarded the contract.

Pier/Port Management Services**Bids:**

- NRC Environmental Services - \$768,000.00 (lowest bid)
 - Bay Ship & Yacht - \$800,404.00 (previous provider)
-
- Lowest bid not recommended. Both respondents previously served as pier managers for the City of Alameda. Bay Ship & Yacht provided greater service quality, organization, and responsiveness than NRC Environmental.

Bid Selection:

On May 24, 2018, the City issued an RFP for pier management services. Two responses were received; both respondents had previously served as pier managers for the City. One response was from Bay Ship & Yacht, and while it was not the lowest bidder, the prior service quality, level of organization, and responsiveness previously demonstrated to the City as a pier manager far exceeded that which the lowest bidder had demonstrated. As a result, the contract was awarded to Bay Ship & Yacht.

Lisa Nelson Maxwell

Community Development Director

City of Alameda

950 W. Mall Square

Alameda, CA 94501

(510) 747-6899

(510) 872-2686 cell