

**Wake County Public School System
Security Department
Security Services Contract for the 2012-2013 and 2013-2014 School Years**

Staff Recommendation: Award bid for private security services for the 2012-2013 and 2013-2014 school years to AlliedBarton Security Services.

The Wake County Public School System (WCPSS) has contracted for private security services with AlliedBarton Security Services since 2006. The current contract is set to expire on June 30, 2012. The services covered by the contract include providing coverage for the Alarm Monitoring Center (AMC) 24 hours a day, 365 days a year and providing personnel for the Night Patrol. The contractor also provides the security officers for both Crossroads I & II administration buildings, six (6) elementary schools, three (3) middle schools, and twenty-two (22) officers assigned to high school campuses.

A comprehensive, detailed RFP was prepared by the Security Department. Security staff addressed all attendees at a local American Society of Industrial Security (ASIS) meeting advising them of the impending RFP process. WCPSS Purchasing Department put the RFP on-line and sent packages to four (4) companies that were not present at the ASIS meeting. The deadline for submitting a proposal was April 13, 2012, at 2:00 pm. The WCPSS Security Department received proposals to provide the required security services from two companies, AlliedBarton and Guardsmark.

Initial review of the submittals was done by the Security Department. Additionally, both companies did a presentation and were interviewed by members of the following committee:

Russ Smith, Senior Director, Security
Harold Lassiter, Senior Administrator, Security
Kendrick Scott, Administrator, Security
Lloyd Gardner, Area Superintendent
Doug Thilman, Principal, Cary High School

This committee carefully reviewed the proposals and the results from the interview. This committee unanimously recommends awarding the contract to **AlliedBarton Security Services**. AlliedBarton's proposal was lower by approximately \$122,000.00. Further, the proposed amount will save the district about \$40,000.00 from previous year expenditure. Allied's training program, retention plan, customer service and current knowledge of the WCPSS have been excellent during the past six years.

Summary of Proposals in alphabetical order

1. AlliedBarton

<u>Assignment</u>	<u>Rate</u>
Bike Officer	\$14.56 per hour
Security Officer	\$13.54 per hour
Central Services Admin. Building	\$13.95 per hour
Night Patrol/Alarm Runners	\$15.30 per hour
Alarm Monitoring Center Officer	\$15.30 per hour
Account Manager	\$32.09 per hour
Assistant Account Manager	\$17.60 per hour
Estimated annual costs:	1,306,248.83

2. Guardsmark

<u>Assignment</u>	<u>Rate</u>
Bike Officer	\$16.56 per hour
Security Officer	\$15.50 per hour
Central Services Admin. Building	\$15.93 per hour
Night Patrol/Alarm Runners	\$17.34 per hour
Alarm Monitoring Center Officer	\$17.34 per hour
Account Manager	No charge to client
Assistant Account Manager	\$19.03 per hour
Estimated annual costs:	1,428,497.94



WAKE COUNTY PUBLIC SCHOOL SYSTEM

Wake County Public School System is extending a Request for Proposal for contracted uniform security services to your company. We hope that you will consider entering a proposal. The information necessary to submit a proposal is outlined below:

Request for Proposal

ALARM MONITORING, NIGHT PATROL, SECURITY/BIKE OFFICER, SECURITY OFFICER SERVICES

QUOTATION RECEIPT DATE: April 6, 2012
QUOTATION RECEIPT TIME: 2:00 pm EST
QUOTATION RECEIPT LOCATION: Security Department
Wake County Public School System
5625 Dillard Drive
Cary, NC 27518
ATTN: Russ Smith, Senior Director of Security

General Conditions for Submitting Proposals

- **Unsolicited Proposal Changes**
Any change to a proposal which is received after the closing date of this RFP and which is not specifically solicited by the Wake County School system (hereafter "WCPSS"), will be rejected.
- **Costs for Proposal Preparation**
Any costs incurred by vendors in preparing or submitting offers are the vendor's sole responsibility; the WCPSS will not reimburse any vendor costs incurred prior to award.
- **Oral Explanations**
The WCPSS will not be bound by oral explanations or instructions given at any time during the competitive process or after award.
- **Exceptions**
Any exception to terms, conditions, or other requirements in any part of this RFP must be clearly pointed out. Otherwise, the WCPSS will consider all items offered are in strict compliance with the RFP, and the successful vendor will be responsible for compliance.
- **Proprietary or Other "Confidential" Information**
Any trade secrets or other similar proprietary data that the vendor does not wish disclosed beyond the WCPSS personnel involved in the evaluation or contract administration will be kept confidential if identified as described below:
Any section of the proposal, which is to remain confidential, must be marked "confidential." Cost information and other information that is considered public information may not be deemed confidential.
- **Oral presentation**
A vendor who submits a proposal in response to the RFP may, at the discretion of WCPSS, be required to give an oral presentation and/or clarification of his/her proposal to

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WCPSS. This will provide an opportunity for the vendor to clarify or elaborate on his/her proposal but will in no way change the vendor's original proposal. The cost of preparing for and attending the meeting will be at the vendor's expense. WCPSS will schedule the time and location of each such presentation if WCPSS determines that an oral presentation is necessary.

Scope

To provide a full and effective security program as outlined in this Request for Proposals, including bike officer and security officer services, alarm monitoring services, and night patrols officers and supervision of all security staff assigned to the contract.

Work Standards

The successful bidder will maintain and enforce the highest standards of performance and professionalism at all times, and will agree to abide by all WCPSS and school site rules, policies, and procedures.

In requesting proposals for this agreement, WCPSS does not expect the successful bidder to merely provide for security personnel. All companies that submit proposals should make every effort to determine the needs of schools and the sensitivities involved in their association. It is anticipated that the successful vendor will actively support this contract with value enhancements. All companies that submit proposals should detail any activities, programs, or processes to be included in this offer of service which will assist the administration in maintaining a proactive and professional posture toward safe and secure schools.

Contract Period

This Contract will be effective for a period of twenty-four (24) months beginning July 1 2012, and ending June 30, 2014.

Work Location and Schedule of Work

- | | |
|---|---|
| 1. Apex High School-Bike Officer | 180 days, 7:00am-5:00pm |
| 2. Athens Drive High School-Bike Officer | 180 days, 7:00am-3:00pm |
| 3. Athens Drive High School-Bike Officer
<i>This position is billed directly to the school</i> | 180 days, TBD |
| 4. Broughton High School- Bike Officer | 180 days, 7:00am-5:00pm |
| 5. Cary High School- Bike Officer | 180 days, 7:00am-6:00pm |
| 6. East Wake High School- 2 Bike Officers | 180 days, 7:00am-5:00pm,
7:00am-5:00pm |
| 7. Enloe High School- 2 Bike Officers | 180 days, 6:30am-5:30pm,
6:30am-5:30pm |
| 8. Fuquay-Varina High School- Bike Officer | 180 days, 7:00am-5:00pm |

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9. Garner High School- Bike Officers	180 days, 7:00am-5:00pm
10. Green Hope High School-Bike Officer	180 days, 7:00am-5:00pm
11. Knightdale High School-Bike Officer	180 days, 7:30am-5:30pm
12. Leesville High School- Bike Officer	180 days, 7:00am-5:00pm
13. Mary Phillips High School-Security Officer	146 days, 2:00pm-6:00pm
14. Middle Creek High School-Bike Officer	180 days, 7:00am-6:00pm
15. Middle Creek High School-Security Officer	180 days, TBD
<i>This position is billed directly to the school</i>	
16. Millbrook High School- Bike Officer	180 days, 7:00am-5:00pm
17. Panther Creek High School – Bike Officer	180 days, 6:15am-4:30pm
18. Sanderson High School- Bike Officer	180 days, 7:00am-5:00pm
19. SE Raleigh High School- (2) Bike Officers	180 days, 7:00am-5:00pm
20. Wake Forest-Rolesville High School- Bike Officer	180 days, 7:00am-5:00pm
21. Wakefield High School - Bike Officer	180 days, 7:00am-5:00pm
22. Bugg Elementary- Security Officer	180 days, 2:00pm-6:00pm
23. Conn Elementary- Security Officer	180 days, 8:00am-4:00pm
24. Fuller Elementary- Security Officer	180 days, 10:00am-6:00pm
25. Hunter Elementary- Security Officer	180 days, 8:00am-4:00pm
26. Poe Elementary- Security Officer	180 days, 8:00am-6:00pm
27. Washington Elementary- Security Officer	180 days, 8:00am-4:00pm
28. Carnage Middle School – Bike Officer	180 days, 7:00am-3:00pm
29. Ligon Middle School- Bike Officer	180 days, 9:00am-5:00pm
30. Martin Middle School- Bike Officer	180 days, 7:00am-3:00pm
31. Crossroads I Administration Building - Security Officer/Front Desk	240 days, 8:00am-5:00pm
32. Crossroads II Human Resources Building-2 Security Officers	240 days, 7:00am-6:00pm
33. Services Center-1551 Rock Quarry Road -Alarm Monitoring Officer	365 days, 24 hours
34. Services Center- 1551 Rock Quarry Road -Night Patrol/Alarm Runners	365 days, 148 hours wkly
35. Any other Wake County Public School System property when requested by the Wake County Public School System Security Department	

Work Specifications

- Contractor will provide all supervision, personnel, equipment, and supplies to ensure that full and effective security is maintained at the locations outlined in this contract according to the schedule outlined herein. WCPSS will be billed on the basis of flat hourly rates. Contractor will be responsible for all benefits, state, federal and FICA tax withholding, employee insurance benefits and other insurance as specified under the Liability section below. The successful bidder will become an independent contractor of WCPSS, and no employer/employee relationship between WCPSS and the contractor's employees will form.
- On the first day of each month, the contractor will provide WCPSS with an invoice, backed with daily time sheets for all employees for each day in the preceding month, mailed to an office designated by WCPSS.

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3. Contractor shall be responsible for the acts of all personnel employed by him. All personnel so employed will be required to abide by all rules, regulations, policies, and procedures established by WCPSS and the school site. In addition, all personnel so employed shall not engage in any non-business related communication with students.
4. Contractor will be responsible for providing and maintaining a "police quality" bicycle for patrol usage.
5. Contractor shall have prior experience in providing services in school security.
6. Contractor shall have at least five (5) years prior experience in operating central station monitoring and dispatch.
7. Contractor shall have a certified bicycle patrol trainer located on site to certify and train all bicycle personnel.
8. Contractor shall be able to provide five (5) trained "rover" officers who are trained in all aspects of the contract that are available to fill any shortage that occurs to insure coverage, or have and fully explain an alternate program/method for filling staffing shortages.
9. Contractor shall employ a project coordinator at no additional cost to WCPSS with a minimum of five (5) years of experience whose only responsibility is to manage the WCPSS account.

Contractor Employee Policy

Specifications for Personnel to be assigned to Wake County Schools

Assignment as security personnel to any WCPSS property can by nature be considered potentially sensitive and call for sound, mature judgment as well as professional conduct. It is anticipated that the successful vendor will have in place specific programs for recruiting, screening, testing, and monitoring of personnel. Vendor should detail their current methodology and resources for the selection process. Vendor should also specify how they intend to comply with the following employment specifications.

For assignment to Wake County Schools, officers

Shall have a minimum of 20/20 correctable vision

Shall be in good physical condition

The foregoing should be evidenced in writing through screening by a qualified medical/optical facility.

Shall be of good moral character

The foregoing should be evidenced in writing with screening by a qualified organization or individual through psychological and integrity testing program. This will also be evidenced by documentation of prescreening investigation of assigned officers covering all employment,

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education, financial background, driving history, areas of residence/neighborhood, and personal references for a minimum period of seven (7) years. Investigations should also include a complete and thorough criminal background check.

Shall have demonstrated a meaningful work history related to or complimenting the work to be performed for WCPSS and verified through background screening.

Shall have education beyond the high school level in a field related to or complimenting the work to be performed for WCPSS. Such education may be evidenced in the meaningful work history requirement.

For assignment to WCPSS, officers will complete initial pre-assignment training of 40 hours and 16 hours of annual refresher or performance enhancement training at no additional cost to WCPSS. Such training will include at a minimum, blocks on:

- Basic preparedness for the work to be performed (to include uniform issues, image, professionalism, general duties, and WCPSS rules of conduct and performance)
- Concepts of Physical Security
- Legal issues related to authority and conduct
- Professional communications for security personnel
 - Verbal and written communications
 - Report writing
 - Field note taking
 - Telephones and radios
- Interpersonal Skills
 - Human relations
 - Interpersonal communication
 - Substance abuse (drugs and alcohol)
 - Cultural diversity
- School and Campus Security
- Gangs and Graffiti
- Parking lot security
- Traffic and crowd control
- Bomb Threats

WCPSS will reserve the right to verify, at their convenience, that the selected vendor performs and maintains the minimum standards of this agreement by means of reviewing recruiting activity, reviewing of personnel files prior to or during assignment, and auditing of the training program and conduct.

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Security Equipment Minimum

The successful vendor must supply (via pass through billing to client) at a minimum the following equipment to meet the requirements of providing the proper security for this contract:

30 police quality bicycles with saddlebags

27 bicycles helmets

27 binoculars

27 security/bike officer manuals

All uniforms to be supplied by the contractor

2 Patrol cars (have a permanent attached light bar with rotators and alley lights, on board GPS tracking system, permanently mounted rechargeable flash light and back-up units in the event of product failure.) Fuel is provided directly at on site WCPSS fuel station. All oil, tires, and maintenance will be supplied by vendor by way of pass through billing to WCPSS.

Supervision

Provide comprehensive description of the level and methods of supervision that will be provided for all assignments. In addition, as part of the consideration for the contract, the successful bidder will agree to defer to requests from WCPSS regarding the reassignment or removal of personnel from providing services to WCPSS.

Communication

It is expected that the successful bidder will maintain open lines of communication with WCPSS staff at all times. If the contractor has any question regarding whether the manner in which services are being provided is acceptable to WCPSS and/or consistent with the language and intent of this contract, contractor agrees to pre-clear such issues with the WCPSS Senior Director of Security before proceeding.

Exclusivity

The contractor agrees that during the entire contract period the project coordinator's sole responsibility will be to manage the WCPSS account; hourly employees assigned to WCPSS will only provide services to WCPSS while on the job; and WCPSS facilities (i.e., alarm monitoring center) will only be used to provide security services to WCPSS.

Patrol Techniques

Address whether or not you currently have bicycle patrol programs in place and the manner in which you would provide for such and how you will certify patrol officers.

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Turnover

Consistency in staffing of the schools is of paramount concern. All companies that submit proposals should detail the following:

1. How many employees does the company have currently residing in, or assigned to, operations within Wake County?
2. What are your verifiable turnover/retention rates for the past 12 months?
3. What is your average hourly pay rate for personnel assigned in Wake County?
4. What benefits are proposed to be offered to employees on this contract?
5. What programs or incentives are currently offered to enhance retention of personnel and what is proposed for this contract?
6. Are bonuses offered to employees with exemplary attendance or performance?
7. Are penalties levied against employees with poor attendance or performance?
8. Are employee performance reviews used as criteria for retention and advancement?
9. Is your company willing to accept a financial incentive/penalty provision tied to your attendance record at WCPSS sites?
10. What Summer retention plan will be used to ensure that as many as possible officers return to the contract during the school year?

Performance and Default

WCPSS reserves the right to require a performance bond from the successful proposing company, as provided by law, without expense to Wake County Public School System. Otherwise, in case of default of the Contractor, Wake County Public School System may procure the services from other sources and hold the Contractor responsible for any excess cost occasioned thereby.

Audit

WCPSS reserve the right to inspect any logs, reports, or other non-proprietary documentation associated with its account at any time.

Changes to Specifications

Any deviation from specifications as indicated herein must be clearly pointed out; otherwise, it will be considered that the services offered are in strict compliance with these specifications and contractor will be held responsible as such. Any deviations must be explained in detail on an attached sheet(s).

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Minimum Wage

In the event of a Federal minimum wage increase, the contract price shall be subject to renegotiation but no changes will be made without approval of the Contractor, and WCPSS. WCPSS reserves the right to accept such increase(s) or cancel the contract. Further detail of pay rate expectations are outlined in a later section of this document (RFP).

Cancellation

WCPSS may cancel the contract by reason of default of unsatisfactory performance by the contractor or their employees with a 10 days prior notice in writing to the Contractor. Otherwise, the contract may be canceled by either party with 90 days prior written notice.

Liability

The Contractor shall, at its sole cost and expense, procure and maintain in full force and effect during the term of the contract coverage equal to or greater than:

1. Worker's Compensation and Employer's Liability

Covering all of contractor's employees who are engaged in any work under the contract:

Part A	Bodily Injury	Statutory Limits
Part B	By Accident	\$500,000 each accident
	By Disease	\$500,000 policy limit
		\$500,000 each employee

2. Commercial General Liability - Occurrence:

General Aggregate	\$3,000,000
Premises Operations	\$1,000,000
Personal & Advertising Injury	\$1,000,000
Each Occurrence	\$1,000,000
Property Damage	\$500,000
Medical Payments (any one person)	\$5,000

3. Certification Insurance Coverage: Contractor agrees to provide WCPSS certificates evidencing this insurance coverage before service commences under the contract. All certificates will require that the insurance company provide 30 days prior written notice before termination or change in coverage, and that the Wake County Board of Education be named an additional insured on the general liability policy.

4. The successful proposing company agrees to hold harmless and indemnify the Wake County Public School System (i.e. Board of Education) for any liability that may arise from the negligent or illegal acts of the contractor's employees.

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Acceptance and Rejection

WCPSS reserves the right to accept or reject any and all proposals, or waive any informality in proposals.

The Contractor hereby agrees to provide the services outlined herein at the following rates:

*Note While pricing is at the determination of the vendor, WCPSS seeks the successful vendor to have minimum pay rates of the following:

1. Security Officers, \$10.00 per hour
2. Bike Patrol Officer, \$10.75
3. Vehicle Patrol Officer, \$11.30
4. Alarm Monitor Center Operator, \$11.30
5. Crossroads Administrative Security Officer, \$10.30
6. Supervisor(s), \$12.50
7. Account Manager salaried, \$23.70 hr. or \$49,296 annually

The successful vendor should also have a benefits package that includes an industry standard level of dental, vision and health insurance coverage for all officers working on the contract. The continual coverage should also be addressed in the Summer officer retention program as well. The benefits package should also include a description of vacation and/or sick time provided to the officers.

RATES FOR SERVICES SHALL BE AS FOLLOWS:

<u>Assignment</u>	<u>Bill Rate(s)</u>	<u>Pay Rate(s)</u>
Security Officer	\$ _____ per hour	\$ _____ per hour
Bike Patrol Officer	\$ _____ per hour	\$ _____ per hour
Vehicle Patrol Officer	\$ _____ per hour	\$ _____ per hour
Alarm Monitor Center Operator	\$ _____ per hour	\$ _____ per hour
Crossroads Administrative Security Officer	\$ _____ per hour	\$ _____ per hour
Supervisor(s)	\$ _____ per hour	\$ _____ per hour
Account Manager	\$ _____ per hour	\$ _____ Salary

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During the contract period, these rates cannot be changed or supplemented unless approved by the WCPSS Board of Education.

Pursuant to and in compliance with this Request for Proposals: Alarm Monitoring, Night Patrol, Security/Bike Officer, Security Officer Services; the undersigned, having become thoroughly familiar with the terms and conditions of this document and with the local conditions which may affect performance and costs, hereby proposes and agrees to furnish all services specified, and to fulfill the intent of this agreement in accordance with this document as interpreted by WCPSS. The proposing company hereby designates as his office to which correspondence shall be delivered.

COMPANY

AUTHORIZED AGENT

ADDRESS

TELEPHONE NUMBER

PROPOSAL
SUBMITTED BY:

(signature)

AB PROPOSAL

<u>Position</u>	<u>Hours</u>	<u>Hours/Week</u>	<u>Hourly Cost Straight Time</u>	<u>Hourly Cost Overtime</u>	<u>Annual Cost</u>
Account Manager	0800-1700 M-F/On call	40+	\$32.09	N/A	\$66,747.20
Assistant Account Manager- North	0700-1500 M-F/On call	40+	\$17.60	N/A	\$36,608.00
Assistant Account Manager- South	0700-1500 M-F/On call	40+	\$17.60	N/A	\$36,608.00
Assistant Account Manager- AMC	0700-1500 M-F/On call	40+	\$17.60	N/A	\$36,608.00
AMC Operator	2200-0600 Th-Fri, 1800-0600	40	\$15.30	\$21.70	\$31,824.00
AMC Operator	1400-2200 M-F	40	\$15.30	\$21.70	\$31,824.00
AMC Operator	2200-0600 M-Wed	24	\$15.30	\$21.70	\$19,094.40
AMC Operator	0600-1800 Sat/Sun	24	\$15.30	\$21.70	\$19,094.40
Patrol	2200-0600 Sun-Thurs	40	\$15.30	\$21.70	\$31,824.00
Patrol	1800-0200 M-F	40	\$15.30	\$21.70	\$31,824.00
Patrol	1800-2200 M-F	20	\$15.30	\$21.70	\$15,912.00
Patrol	Sunday 2 officers /shift 3 shifts 0600-0600 Monday	48	\$15.30	\$21.70	\$38,188.80
Apex	0700-1700 M-F	50	\$14.56	\$20.64	\$27,145.60
Athens Dr Bike Ofc.	0700-1500 M-F	40	\$14.56	\$20.64	\$20,500.48
Broughton HS	0700-1700 M-F	50	\$14.56	\$20.64	\$27,145.60
Bugg ES	1400-1800 M-F	20	\$13.54	\$19.20	\$9,207.20
Carnage MS	0700-1500 M-F	40	\$14.56	\$20.64	\$20,500.48
Cary HS	0700-1800 M-F	50	\$14.56	\$20.64	\$27,145.60
Conn ES	0800-1600 M-F	40	\$13.54	\$19.75	\$19,064.32
Crossroads Floater	0800-1700 M-F	45	\$13.95	\$19.78	\$30,643.60
Crossroads I	0800-1700 M-F	45	\$13.95	\$19.78	\$30,643.60
Crossroads II	0700-1800 M-F	55	\$13.95	\$19.78	\$39,865.24
East Wake HS	0700-1700 M-F	50	\$14.56	\$20.64	\$27,145.60
East Wake HS	0700-1700 M-F	50	\$14.56	\$20.64	\$27,145.60
Enloe HS	0630-1730 M-F	55	\$14.56	\$20.64	\$30,711.36
Enloe HS	0630-1730 M-F	55	\$14.56	\$20.64	\$30,711.36
Fuller ES	1000-1800 M-F	40	\$13.54	\$19.20	\$19,064.32
Fuquay-Varina HS	0700-1700 M-F	50	\$14.56	\$20.64	\$27,145.60

		50	\$14.56	\$20.64	\$27,145.60
Hunter ES					
	0800-1600 M-F	40	\$13.54	\$20.64	\$27,145.60
Knightdale HS	0730-1730 M-F	50	\$14.56	\$19.20	\$19,064.32
Leesville HS	0700-1700 M-F	50	\$14.56	\$20.64	\$27,145.60
Ligon MS	0900-1700 M-F	40	\$14.56	\$20.64	\$27,145.60
Martin MS	0700-1500 M-F	40	\$13.54	\$19.20	\$20,500.48
Mary Phillips HS	1400-1800 M-Th	20	\$13.54	\$19.20	\$19,064.32
Middle Creek HS Bike Ofc.	0700-1800 M-F	50	\$14.56	\$20.64	\$9,207.20
Millbrook HS	0700-1700 M-F	50	\$14.56	\$20.64	\$27,145.60
Panther Creek HS	0615-1630 M-F	50	\$14.56	\$20.64	\$27,145.60
Poe ES	0800-1800 M-F	40	\$14.56	\$20.64	\$27,145.60
Sanderson HS	0700-1700 M-F	50	\$14.56	\$20.64	\$20,500.48
SE Raleigh HS	0700-1800 M-F	55	\$14.56	\$20.64	\$27,145.60
SE Raleigh HS	0700-1800 M-F	55	\$14.56	\$20.64	\$30,711.36
Wake Forest-Rolesville HS	0700-1700 M-F	50	\$14.56	\$20.64	\$30,711.36
Wakefield HS	0700-1700 M-F	50	\$14.56	\$20.64	\$27,145.60
Washington ES	0800-1600 M-F	40	\$13.54	\$19.20	\$27,145.60
				Total for Personnel	\$19,064.32
					\$1,277,367.80

Vehicles				
Charge	Amount	Recurrence	Number of Vehicles	Total
Lease Charge	\$600.00	Monthly	2	\$14,400.00
Insurance Charge	\$250.00	Monthly	2	\$6,000.00
Maintenance (includes routine maintenance, and any larger maintenance needs.)	Varies	As Needed	2	\$2,600.00
				Based on 2011 numbers
			Total for Vehicles	\$23,000.00

Uniforms		
Uniform Charge	Amount	Annual Total
	\$282.00	\$3,384.00

Item	Amount	Recurrence	Number of Bikes	Total
		Monthly		
		Monthly		
		As Needed		

AB PROPOSAL

Maintenance	As Needed	27	Based on 2011 numbers
	\$2,497.03		\$2,497.03
Total			
Event	Amount	Special Coverages Recurrence	Based on 2011 numbers
Graduation	\$8,056.61	Annual	\$8,056.61
Board Meetings	\$7,404.16	Bi-Monthly	\$7,404.16
Full Scale Exercise	\$647.06	Special	\$647.06
Superintendents Kickoff Meeting	\$1,243.00	Special	\$1,243.00
Tornado Shelter	\$5,901.73	Special	\$5,901.73
Town Hall Meeting	\$302.61	Special	\$302.61
Community Engagement Meetin	\$2,535.80	Special	\$2,535.80
Total			
Grand Total			\$1,306,248.83

GUARDSMARK PROPOSAL

<u>Position</u>	<u>Hours</u>	<u>Hours/Week</u>	<u>Hourly Cost Straight Time</u>	<u>Hourly Cost Overtime</u>	<u>Annual Cost</u>
Account Manager					\$0.00
Field Supervisor	1000-1800 M-F/On call	40	\$19.03	\$24.14	\$39,582.40
AMC Supervisor	0600-1400 M-F/On call	40	\$19.03	\$24.14	\$39,582.40
Field Supervisor	1000-1800 M-F/On call	40	\$19.03	\$24.14	\$39,582.40
AMC Operator	2200-0600 Th-Fri, 1800-0600	40	\$17.34	\$25.31	\$36,067.20
AMC Operator	1400-2200 M-F	40	\$17.34	\$25.31	\$36,067.20
AMC Operator	2200-0600 M-Wed	24	\$17.34	\$25.31	\$21,640.32
AMC Operator	0600-1800 Sat/Sun	24	\$17.34	\$25.31	\$21,640.32
Patrol	2200-0600 Sun-Thurs	40	\$17.34	\$25.31	\$36,067.20
Patrol	1800-0200 M-F	40	\$17.34	\$25.31	\$36,067.20
Patrol	1800-2200 M-F	20	\$17.34	\$25.31	\$18,033.60
Patrol	Sunday 2 officers /shift 3	48	\$17.34	\$25.31	\$43,280.64
Apex	0700-1700 M-F	50	\$16.56	\$24.14	\$31,040.60
Athens Dr Bike Ofc.	0700-1500 M-F	40	\$16.56	\$24.14	\$23,316.48
Broughton HS	0700-1700 M-F	50	\$16.56	\$24.14	\$31,040.60
Bugg ES	1400-1800 M-F	20	\$15.50	\$22.55	\$10,540.00
Carnage MS	0700-1500 M-F	40	\$16.56	\$24.14	\$23,316.48
Cary HS	0700-1800 M-F	50	\$16.56	\$24.14	\$31,040.60
Conn ES	0800-1600 M-F	40	\$15.50	\$22.55	\$21,824.00
Crossroads Floater	0800-1700 M-F	45	\$15.93	\$23.20	\$35,118.58
Crossroads I	0800-1700 M-F	45	\$15.93	\$23.20	\$35,118.58
Crossroads II	0700-1800 M-F	55	\$15.93	\$23.20	\$45,917.38
East Wake HS	0700-1700 M-F	50	\$16.56	\$24.14	\$31,040.60
East Wake HS	0700-1700 M-F	50	\$16.56	\$24.14	\$31,040.60
Enloe HS	0630-1730 M-F	55	\$16.56	\$24.14	\$35,205.86
Enloe HS	0630-1730 M-F	55	\$16.56	\$24.14	\$35,205.86
Fuller ES	1000-1800 M-F	40	\$15.50	\$22.55	\$21,824.00
Fuguay-Varina HS	0700-1700 M-F	50	\$16.56	\$24.14	\$31,040.60
Garner HS	0700-1700 M-F	50	\$16.56	\$24.14	\$31,040.60
Green Hope HS	0700-1700 M-F	50	\$16.56	\$24.14	\$31,040.60
Heritage HS	0700-1700 M-F	50	\$16.56	\$24.14	\$31,040.60

GUARDSMARK PROPOSAL

Hunter ES	0800-1600 M-F	40	\$15.50		\$22.55	\$21,824.00
Knightdale HS	0730-1730 M-F	50	\$16.56		\$24.14	\$31,040.60
Leesville HS	0700-1700 M-F	50	\$16.56		\$24.14	\$31,040.60
Ligon MS	0900-1700 M-F	40	\$16.56		\$24.14	\$23,316.48
Martin MS	0700-1500 M-F	40	\$15.50		\$22.55	\$21,824.00
Mary Phillips HS	1400-1800 M-Th	20	\$15.50		\$22.55	\$10,540.00
Middle Creek HS Bike Ofc.	0700-1800 M-F	50	\$16.56		\$24.14	\$31,040.60
Millbrook HS	0700-1700 M-F	50	\$16.56		\$24.14	\$31,040.60
Panther Creek HS	0615-1630 M-F	50	\$16.56		\$24.14	\$31,040.60
Poe ES	0800-1800 M-F	40	\$16.56		\$24.14	\$23,316.48
Sanderson HS	0700-1700 M-F	50	\$16.56		\$24.14	\$31,040.60
SE Raleigh HS	0700-1800 M-F	55	\$16.56		\$24.14	\$35,205.86
SE Raleigh HS	0700-1800 M-F	55	\$16.56		\$24.14	\$35,205.86
Wake Forest-Rolesville HS	0700-1700 M-F	50	\$16.56		\$24.14	\$31,040.60
Wakefield HS	0700-1700 M-F	50	\$16.56		\$24.14	\$31,040.60
Washington ES	0800-1600 M-F	40	\$15.50		\$22.55	\$21,824.00
Total for Personnel						\$1,375,744.98

. Vehicles

Charge	Amount	Recurrence	Number of Vehicles	Total		
Lease Charge	\$787.54	Monthly	2	\$18,900.96		
Insurance Charge	\$111.00	Monthly	2	\$2,664.00		
Maintenance (includes routine maintenance, and any larger maintenance needs.)	Varies	As Needed	2	\$2,600.00	Based on 2011 numbers	
Total for Vehicles						\$24,164.96

Uniforms

Uniform Charge	\$0.00	Monthly		Annual Total	\$0.00
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Item	Amount	Recurrence	Number of Bikes	Total	
Maintenance	\$2,497.03	As Needed	27	\$2,497.03	Based on 2011 numbers
				Total	\$2,497.03

Event	Amount	Recurrence	Special Coverages	Total

GUARDSMARK PROPOSAL

Graduation	\$8,056.61	Annual	\$8,056.61	Based on 2011 numbers
Board Meetings	\$7,404.16	Bi-Monthly	\$7,404.16	Based on 2011 numbers
Full Scale Exercise	\$647.06	Special	\$647.06	Based on 2011 numbers
Superintendents Kickoff Meetir	\$1,243.00	Special	\$1,243.00	Based on 2011 numbers
Tornado Shelter	\$5,901.73	Special	\$5,901.73	Based on 2011 numbers
Town Hall Meeting	\$302.61	Special	\$302.61	Based on 2011 numbers
Community Engagement Meeti	\$2,535.80	Special	\$2,535.80	Based on 2011 numbers
Total			\$26,090.97	

Grand Total \$1,428,497.94

CURRENT AB EXPENDITURES

<u>Position</u>	<u>Hours</u>	<u>Hours/Week</u>	<u>Hourly Cost Straight Time</u>	<u>Hourly Cost Overtime</u>	<u>Annual Cost</u>
Account Manager	0800-1700 M-F/On call	40+	\$28.43	N/A	\$59,134.40
Assistant Account Manager	0700-1500 M-F/On call	40+	\$17.70	N/A	\$36,816.00
AMC Supervisor	0600-1400 M-F/On call	40	\$17.12	\$23.97	\$35,609.60
Field Supervisor	1000-1800 M-F/On call	40	\$17.12	\$23.97	\$35,609.60
AMC Operator	2200-0600 Th-Fri, 1800-0600 S	40	\$15.52	\$21.73	\$32,281.60
AMC Operator	1400-2200 M-F	40	\$15.52	\$21.73	\$32,281.60
AMC Operator	2200-0600 M-Wed	24	\$15.52	\$21.73	\$19,368.96
AMC Operator	0600-1800 Sat/Sun	24	\$15.52	\$21.73	\$19,368.96
Patrol	2200-0600 Sun-Thurs	40	\$15.52	\$21.73	\$32,281.60
Patrol	1800-0200 M-F	40	\$15.52	\$21.73	\$32,281.60
Patrol	1800-2200 M-F	20	\$15.52	\$21.73	\$16,140.80
Patrol	Sunday 2 officers /shift 3 shifts 0600-0600 Monday	48	\$15.52	\$21.73	\$38,737.92
Apex	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Athens Dr Bike Ofc.	0700-1500 M-F	40	\$15.17	\$21.23	\$21,359.36
Broughton HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Bugg ES	1400-1800 M-F	20	\$14.11	\$19.75	\$9,594.80
Carnage MS	0700-1500 M-F	40	\$15.17	\$21.23	\$21,359.36
Cary HS	0700-1800 M-F	50	\$15.17	\$21.23	\$28,214.20
Conn ES	0800-1600 M-F	40	\$14.11	\$19.75	\$19,866.88
Crossroads Floater	0800-1700 M-F	45	\$14.11	\$19.75	\$30,942.41
Crossroads I	0800-1700 M-F	45	\$14.11	\$19.75	\$30,942.41
Crossroads II	0700-1800 M-F	55	\$14.11	\$19.75	\$40,157.31
East Wake HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
East Wake HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Enloe HS	0630-1730 M-F	55	\$15.17	\$21.23	\$31,884.02
Enloe HS	0630-1730 M-F	55	\$15.17	\$21.23	\$31,884.02
Fuller ES	1000-1800 M-F	40	\$14.11	\$19.75	\$19,866.88
Fuquay-Varina HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Garner HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Green Hope HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Heritage HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20

CURRENT AB EXPENDITURES

Hunter ES	0800-1600 M-F	40	\$14.11	\$19.75	\$19,866.88
Knightdale HS	0730-1730 M-F	50	\$15.17	\$21.23	\$28,214.20
Leesville HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Ligon MS	0900-1700 M-F	40	\$15.17	\$21.23	\$21,359.36
Martin MS	0700-1500 M-F	40	\$14.11	\$19.75	\$19,866.88
Mary Phillips HS	1400-1800 M-Th	20	\$14.11	\$19.75	\$9,594.80
Middle Creek HS Bike Ofc.	0700-1800 M-F	50	\$15.17	\$21.23	\$28,214.20
Millbrook HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Panther Creek HS	0615-1630 M-F	50	\$15.17	\$21.23	\$28,214.20
Poe ES	0800-1800 M-F	40	\$15.17	\$21.23	\$21,359.36
Sanderson HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
SE Raleigh HS	0700-1800 M-F	55	\$15.17	\$21.23	\$31,884.02
SE Raleigh HS	0700-1800 M-F	55	\$15.17	\$21.23	\$31,884.02
Wake Forest-Rolesville HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Wakefield HS	0700-1700 M-F	50	\$15.17	\$21.23	\$28,214.20
Washington ES	0800-1600 M-F	40	\$14.11	\$19.75	\$19,866.88
Total for Personnel					\$1,303,093.69
Vehicles					
Charge	Amount	Recurrence	Number of Vehicles	Total	
Lease Charge	\$600.00	Monthly	2	\$14,400.00	
Insurance Charge	\$250.00	Monthly	2	\$6,000.00	
Maintenance (includes routine maintenance, and any larger maintenance needs.)	Varies	As Needed	2	\$2,600.00	Based on 2011 numbers
Total for Vehicles					\$23,000.00
Uniforms		Monthly		Annual Total	\$3,384.00
Uniform Charge	\$282.00	Bikes			

Item	Amount	Recurrence	Number of Bikes	Total	Based on 2011 numbers
Maintenance	\$2,497.03	As Needed	27	\$2,497.03	
Total					\$2,497.03
Event	Amount	Special Coverages	Recurrence	Total	

CURRENT AB EXPENDITURES

Graduation	\$8,056.61	Annual	\$8,056.61	Based on 2011 numbers
Board Meetings	\$7,404.16	Bi-Monthly	\$7,404.16	Based on 2011 numbers
Full Scale Exercise	\$647.06	Special	\$647.06	Based on 2011 numbers
Superintendents Kickoff Meetin	\$1,243.00	Special	\$1,243.00	Based on 2011 numbers
Tornado Shelter	\$5,901.73	Special	\$5,901.73	Based on 2011 numbers
Town Hall Meeting	\$302.61	Special	\$302.61	Based on 2011 numbers
Community Engagement Meetin	\$2,535.80	Special	\$2,535.80	Based on 2011 numbers
			Total	\$26,090.97
			Total	\$1,358,065.69
			1% Discount	\$13,580.66
			Grand Total	\$1,344,485.03