

**Item No. 10.1.1**  
**Halifax Regional Council**  
**April 17, 2012**

**TO:** Mayor Kelly and Members of Halifax Regional Council

**SUBMITTED BY:** Original signed by   
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Richard Butts, Chief Administrative Officer

Original Signed by   
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Mike Labrecque, Deputy Chief Administrative Officer

**DATE:** March 27, 2012

**SUBJECT:** Award - Tender No. 12-014, Security Services – Halifax, Dartmouth  
and Woodside Ferry Terminals

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**ORIGIN**

Approved 2012/13 Operating Budget

**RECOMMENDATION**

It is recommended that Halifax Regional Council award Tender No. 12-014 for Security Services at the Halifax, Dartmouth and Woodside Ferry Terminals to the lowest bidder meeting specifications, Independent Security Services Atlantic Inc. for a three(3) year Total Tender Price of \$869,123.70 (net HST included) with funding from Operating Account No. R661-6310 – Outside Personnel, as outlined in the Budget Implications section of this report.

Note: Year 2 and Year 3 of the agreement are optional, subject to an annual performance review.

**Security Services – Halifax, Dartmouth and Woodside Ferry Terminals**

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**BACKGROUND**

In support of ferry operations, Metro Transit requires dedicated security support staff for the three ferry terminals. In addition to typical security duties, guards are expected to collect fares, issue transfers and keep a count of passengers for each ferry trip. This service is currently provided by the Canadian Corps of Commissionaires under a standing offer which expires on April 30, 2012. This is a part of a continuing rationalization of services currently provided by the Canadian Corps of Commissionaires that will allow HRM to seek opportunities for competitive bids.

**DISCUSSION**

Tenders were publically advertised on the Province of Nova Scotia website and closed on March 21, 2012. Bids were received from the following companies:

| <i>Company</i>               | <i>Year 1 (net HST inc.)</i> | <i>Year 2 (net HST inc.)</i> | <i>Year 3 (net HST inc.)</i> | <i>Total Cost (Net HST included)</i> |
|------------------------------|------------------------------|------------------------------|------------------------------|--------------------------------------|
| <b>Independent Security*</b> | <b>\$280,362.48</b>          | <b>\$289,689.82</b>          | <b>\$299,071.40</b>          | <b>\$869,123.70*</b>                 |
| Ennis Security               | \$298,459.15                 | \$304,428.10                 | \$310,516.90                 | \$913,404.15                         |
| Source Security              | \$306,974.68                 | \$311,579.25                 | \$316,252.68                 | \$934,806.61                         |
| Bourque Security             | \$304,897.72                 | \$314,036.35                 | \$319,021.05                 | \$937,955.12                         |
| Securitas                    | \$314,114.98                 | \$322,088.23                 | \$330,246.94                 | \$966,450.15                         |
| Commissionaires              | \$325,521.99                 | \$332,656.32                 | \$337,334.09                 | \$995,512.40                         |
| Perpetual Security           | \$326,556.13                 | \$337,178.45                 | \$345,038.37                 | \$1,008,772.95                       |
| Northeastern                 | \$329,821.24                 | \$336,417.63                 | \$343,145.78                 | \$1,009,384.65                       |
| Sagittarius Security         | \$337,259.26                 | \$337,302.64                 | \$347,063.81                 | \$1,021,625.71                       |
| FIC                          | \$559,748.85                 | \$587,730.87                 | \$617,122.83                 | \$1,764,602.55                       |

\*Recommended Bidder

**Note: All prices above are all inclusive based on the existing coverage for all Ferry Terminals including Statutory and other Holidays.**

The scope of work for this tender consists of the provision of guard services, plus an overall Site Supervisor, for the Alderney, Halifax and Woodside Ferry Terminals whenever ferries are operating.

If this award is approved, Independent Security Services Atlantic will provide support commencing May 1, 2012 after a period of training and transition discussions.

**BUDGET IMPLICATIONS**

Based on the lowest three (3) year tender price of \$833,404.00 plus net HST of \$35,719.70 for a net total of \$869,123.70, funding is available in the Metro Transit operating budget.

The budget availability has been confirmed by Financial Services.

**FINANCIAL MANAGEMENT POLICIES/BUSINESS PLAN**

This report complies with the Municipality's Multi-Year Financial Strategy, the approved operating, Project and Reserve budgets, policies and procedures regarding withdrawals from the utilization of Project and Operating reserves, as well as any relevant legislation.

**ALTERNATIVES**

There are no recommended alternatives.

**ATTACHMENTS**

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A copy of this report can be obtained online at <http://www.halifax.ca/council/agendasc/cagenda.html> then choose the appropriate meeting date, or by contacting the Office of the Municipal Clerk at 490-4210, or Fax 490-4208.

Report Prepared by: Glen Bannon, Manager, Ferry Operations (490-1505)

Procurement Review:

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Anne Feist, Manager, Procurement (490-4200)

Report Approved by:

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Eddie Robar, Director, Metro Transit, (490-6720)

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