

Market Research Analysis for Armed and Unarmed Security

State Contract Rates					Rates from other vendors who responded to the 2017 Solicitation							
Location	Total Hours	Current Rates Pro Secur	Proposed Rates Pro Secur 1 Year Best Interest	Pro Secur Totals	Allied Universal	Allied Universal Totals	Giddens Security	Giddens Security Totals	Eagle Protection	Eagle Protection Totals	American Guard Services	American Guard Totals
City Hall Armed (2) Mon - Thur: 6AM - 7PM	5,408	\$14.50	\$17.00	\$91,936.00	\$23.20	\$125,465.60	\$33.00	\$178,464.00	\$35.00	\$189,280.00	\$19.36	\$104,698.88
WWTP Armed (2) 24/7	17,520	\$14.50	\$17.00	\$297,840.00	\$23.20	\$406,464.00	\$33.00	\$578,160.00	\$35.00	\$613,200.00	\$19.36	\$339,187.20
Marina UnArmed (1) Mon - Sun: 12AM - 7AM	2,555	\$14.25	\$15.25	\$38,963.75	\$17.28	\$44,150.40	\$28.89	\$73,813.95	\$25.00	\$63,875.00	\$16.44	\$42,004.20
Parking Garage UnArmed (1) Mon - Sun: 4PM - 8AM	4,380	\$14.25	\$15.25	\$66,795.00	\$17.28	\$75,686.40	\$28.89	\$126,538.20	\$25.00	\$109,500.00	\$20.76	\$90,928.80
Unanticipated Armed Services	2,000		\$18.75	\$37,500.00	\$34.80	\$69,600.00	\$49.50	\$99,000.00	\$35.00	\$70,000.00	\$19.36	\$38,720.00
Unanticipated Unarmed Services	2,000		\$16.75	\$33,500.00	\$25.92	\$51,840.00	\$43.34	\$86,680.00	\$25.00	\$50,000.00	\$16.44	\$32,880.00
Total Cost for (1) Year				\$566,534.75		\$773,206.40		\$1,142,656.15		\$1,095,855.00		\$648,419.08
Cost Increase compared to Pro Secur Rates						\$206,671.65		\$576,121.40		\$529,320.25		\$81,884.33
Percentage Increase					36.48%			101.69%		93.43%		14.45%