

City of Key West  
RFP 25-013 Private Security Services Evaluation Meeting

Date: 05/27/2025

Time: 1:08 PM

Location: 1300 White Street, Key West, Florida 33040 (City Managers Conference Room)

**1. Call to Order**

The meeting was called to order at 1:08 PM by Lucas Torres-Bull.

**2. Roll Call/ Attendance**

Committee Members' Present:

- Steve McAlearney
- Tyler Getchel
- David Marsicano
  
- Other Present – Lucas Torres-Bull

**3. Purpose of Meeting**

The purpose of this meeting was to evaluate the proposals received in response to RFP 25-013 for Private Security Services, which was issued by the city of Key West for the purpose of identifying a qualified firm/organization to provide Security Services for the ports and marinas identified in the solicitation document.

**4. Review of Evaluation Criteria**

The Eval Committee reviewed proposals submitted and scored based on the following methodology and criteria:

| Category                                                                                                                                                        | Points |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Specialized experience in the type of work to be performed, including work in a city of similar size and geographic location.                                   | 40     |
| Understands the scope of the project and availability and capability to perform the services described in this RFP in Key West on a yearly and consistent basis | 20     |
| Permanent representation of supervisory capacity residing in the City of key West or within 35 miles of Key West                                                | 15     |
| Price                                                                                                                                                           | 15     |
| References                                                                                                                                                      | 10     |
| Total:                                                                                                                                                          | 100    |

**5. Proposal Review and Scoring**

The Following Proposals were received, deemed responsive, and scored, as follows:

1. Florida Keys Security Services = 90/100

2. Centurion = 71.33/100
3. DECO = 70/100
4. PSI Security = 69.67/100
5. Arrow = 68.33/100
6. Nation Security = 63/100
7. International Security Guard Services = 60.33/100
8. Blue Shield = non-responsive no flash drive provided.

**6. Recommendation**

Based on the evaluation and scoring, the committee unanimously recommends that they City enter into contract negotiations with Florida Keys Security Services for Private Security Services deriving from RFP 25-013.

**7. Adjournment**

There being no further business, the meeting was adjourned at 1: 28 PM.

# Evaluation Meeting Sign-In Sheet

Meeting Title: \_\_\_\_\_

Date: \_\_\_\_\_

Time: \_\_\_\_\_

| # | Name (Printed)  | Title/Role                        | Organization/Department | Phone/Email | Signature                                                                           |
|---|-----------------|-----------------------------------|-------------------------|-------------|-------------------------------------------------------------------------------------|
| 1 | Lucas Toney     | Procurement Mgr                   | The City of Kyr         |             |  |
| 2 | Steve McEARNED  | Performer/MAKUP Services Director | CKW                     |             |  |
| 3 | David Macisopio | Port & Marine Manager             | CKW                     |             |  |
| 4 | Tyler Getchel   | Port Facility Security Officer    | KW/POD                  |             |  |
| 5 |                 |                                   |                         |             |                                                                                     |
| 6 |                 |                                   |                         |             |                                                                                     |
| 7 |                 |                                   |                         |             |                                                                                     |
| 8 |                 |                                   |                         |             |                                                                                     |
| 9 |                 |                                   |                         |             |                                                                                     |



# SELECTION CRITERIA MATRIX

RFP Name: PRIVATE SECURITY SERVICES  
Number: RFP #25-013

| Selection Criteria                                                                                                                                              | Max Points | Arrow Security | Bue Shield Security & Protection, Inc. | Centurian Security Group, LLC | DECO International Security Corporation | Florida Keys Security, LLC | International Security Guard Services | Nation Security Services, LLC | PSI Security and Investigations |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|----------------|----------------------------------------|-------------------------------|-----------------------------------------|----------------------------|---------------------------------------|-------------------------------|---------------------------------|
| Specialized experience in the type of work to be performed, preferably including work in a city of similar size and geographic location                         | 40         | 35             | 30                                     | 30                            | 38                                      | 40                         | 30                                    | 30                            | 35                              |
| Understands the scope of the project and availability and capability to perform the services described in this RFP in Key West on a yearly and consistent basis | 20         | 20             | 18                                     | 19                            | 20                                      | 20                         | 15                                    | 15                            | 20                              |
| Permanent representation of supervisory capacity residing in the City of Key West or within 35 miles of Key West                                                | 15         | 10             | 10                                     | 10                            | 10                                      | 15                         | 10                                    | 10                            | 10                              |
| Price                                                                                                                                                           | 15         | 10             | 12                                     | 10                            | 10                                      | 11                         | 10                                    | 12                            | 10                              |
| References                                                                                                                                                      | 10         | 8              | 7                                      | 7                             | 6                                       | 10                         | 6                                     | 5                             | 8                               |
| POINT TOTAL                                                                                                                                                     | 100        | 83             | 77                                     | 76                            | 84                                      | 96                         | 71                                    | 72                            | 83                              |

Reviewer's Signature

5/27/25

Date

Tyler Getchell

Print Name



# SELECTION CRITERIA MATRIX

RFP Name: PRIVATE SECURITY SERVICES  
Number: RFP #25-013

| Selection Criteria                                                                                                                                              | Max Points | Arrow Security | Bue Shield Security & Protection, Inc. | Centurian Security Group, LLC | DECO International Security Corporation | Florida Keys Security, LLC | International Security Guard Services | Nation Security Services, LLC | PSI Security and Investigations |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|----------------|----------------------------------------|-------------------------------|-----------------------------------------|----------------------------|---------------------------------------|-------------------------------|---------------------------------|
| Specialized experience in the type of work to be performed, preferably including work in a city of similar size and geographic location                         | 40         | 30             | 20                                     | 30                            | 30                                      | 40                         | 25                                    | 25                            | 25                              |
| Understands the scope of the project and availability and capability to perform the services described in this RFP in Key West on a yearly and consistent basis | 20         | 15             | 10                                     | 15                            | 15                                      | 20                         | 10                                    | 10                            | 15                              |
| Permanent representation of supervisory capacity residing in the City of Key West or within 35 miles of Key West                                                | 15         | 10             | 5                                      | 10                            | 10                                      | 15                         | 10                                    | 10                            | 10                              |
| Price                                                                                                                                                           | 15         | 5              | 10                                     | 12                            | 6                                       | 5                          | 10                                    | 12                            | 8                               |
| References                                                                                                                                                      | 10         | 10             | 5                                      | 10                            | 10                                      | 10                         | 5                                     | 3                             | 10                              |
| POINT TOTAL                                                                                                                                                     | 100        | 70             | 56                                     | 77                            | 71                                      | 90                         | 60                                    | 60                            | 68                              |

Reviewer's Signature

Date

Print Name





| Selection Criteria                                                                                                                                              | Max Points | Arrow Security                               | Bue Shield Security & Protection, Inc. | Centurian Security Group, LLC | DECO International Security Corporation | Florida Keys Security, LLC      | International Security Guard Services | Nation Security Services, LLC | PSI Security and Investigations |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|----------------------------------------------|----------------------------------------|-------------------------------|-----------------------------------------|---------------------------------|---------------------------------------|-------------------------------|---------------------------------|
| Specialized experience in the type of work to be performed, preferably including work in a city of similar size and geographic location                         | 40         | NO ACC<br>NO MARINA<br>20<br>TWIC?           | 20<br>TWIC?                            | NO ACC<br>25<br>TWIC          | NO ACC<br>25<br>TWIC?                   | A+B MARINA<br>40<br>TWIC        | NO ACC<br>20<br>MARINA                | GOVT? NO ACC<br>25<br>TWIC?   | NO ACC<br>30<br>MARINA          |
| Understands the scope of the project and availability and capability to perform the services described in this RFP in Key West on a yearly and consistent basis | 20         | NO LOCAL HIRE<br>ON BOARD<br>12<br>GOLF CART | 8<br>END OF DAY<br>STATION 10:00       | 12<br>CCTV?                   | 12                                      | DOCK V/LIT<br>33 PART 105<br>20 | 12                                    | 12                            | 12                              |
| Permanent representation of supervisory capacity residing in the City of Key West or within 35 miles of Key West                                                | 15         | 7<br>RIDE GOLF                               | 7<br>WILL GOLF                         | 7<br>WILL GOLF                | 7<br>WILL GOLF                          | 15                              | 3                                     | 3                             | 3                               |
| Price                                                                                                                                                           | 15         | 7<br>NO PRICE<br>+ GOLF CART                 | 12                                     | 10                            | 5                                       | 4                               | 11                                    | 13                            | 6                               |
| References                                                                                                                                                      | 10         | 6<br>NO ACC<br>+ GOLF CART                   | 4<br>1-1114<br>LABS ACCORD             | 6<br>+ MARINE                 | 6<br>DECK KEY                           | 5                               | 4<br>COUNTY<br>RECENT                 | 4<br>GOVT?                    | 7<br>ACC<br>MARINA              |
| POINT TOTAL                                                                                                                                                     | 100        | 52                                           | 49                                     | 61                            | 55                                      | 84                              | 50                                    | 57                            | 58                              |

