



## MONTANA DEPARTMENT OF ADMINISTRATION

### Director's Office

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## NOTICE OF INTENT TO AWARD

Solicitation Title/Event Name:

Solicitation Number:

Solicitation Close Date:

Notice of Intent to Award Post Date:

Issuing Contracts Officer contact information:

The State intends to award a contract to the apparent successful offeror(s) of the above-mentioned solicitation. The Notice of Intent to Award shall not be considered a binding commitment by the state.

Under the Montana Procurement Act, the State has made the relevant scoring matrix/bid tab for the above-mentioned solicitation available for public inspection. Comments from the public regarding the proposed award must be submitted to the Contracts Officer listed above within this 7-day notice period.

### Apparent Successful Offeror(s)

### Unsuccessful Offeror(s)

Category	Possible Points	Central Montana Protection Services LLC	Global Security Services	Phoenix Protective Corporation	Securitas Critical Infrastructure Services Inc	Universal Protection Service LLC	W2K Security of Montana
Evaluated RFP Section	Point Values						
Requirements	1,000 Points Possible						
4.0 Implementation Plan	500	350.00	480.00	474.00	480.00	474.00	474.00
4.1 Pre-Performance Training and Job Knowledge	500	400.00	474.00	450.00	350.00	480.00	400.00
Offeror Qualifications	1,500 Points Possible						
4.2 Company Qualifications and Experience	500	300.00	480.00	450.00	450.00	425.00	374.00
4.3.A Contract Manager	500	400.00	474.00	450.00	400.00	450.00	350.00
4.3.B Security Supervisor	500	474.00	375.00	375.00	474.00	375.00	350.00
Cost Proposal	500 Points						
Fixed Bid Price	500	249.51	424.56	297.50	469.50	500.00	320.73
Equal Pay	150 Points						
Equal Pay for Montana Women	150	150.00	150.00	150.00	150.00	150.00	150.00
SUBTOTAL	2,500.00	1,924.00	<b>2,283.00</b>	2,199.00	2,154.00	2,204.00	1,948.00
Cost Proposal	500.00	249.51	424.56	297.50	469.50	500.00	320.73
Total Points	3,000.00	2,173.51	2,707.56	2,496.50	2,623.50	2,704.00	2,268.73
Bonus Points Possible	150.00	150.00	150.00	150.00	150.00	150.00	150.00
<b>FINAL TOTAL</b>	<b>3,150.00</b>	2,323.51	<b>2,857.56</b>	2,646.50	2,773.50	2,854.00	2,418.73

Offeror (Company) Name:			Total Points Awarded:
<b>Central Montana Protection Services LLC</b>			<b>XXXXXX</b>
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values	Score	Justification
<b>Requirements</b>	<b>1,000 Points Possible</b>		
4.0 Implementation Plan	500	350.00	Provides rough estimates of time to implement. No detailed timeline or progress benchmarks to ensure the scope of work is met to standard on any set timeline. Not very well organized.
4.1 Pre-Performance Training and Job Knowledge.	500	400.00	Utilizes Post Certified Instructors demonstrates good understanding of job knowledge and requirements. Answer provides a broad outline of the training program, instructors, facilities, methodology and timeline that only get as specific as program and course titles and total number of hours.
<b>Offeror Qualifications</b>	<b>1,500 Points Possible</b>		
4.2 Company Qualifications and Experience	500	300	Provides examples of similar work with minimal detail or description. Fairly new company with some relevant experience but lack of longevity.
4.3.A Contract Manager	500	400.00	Multiple certifications and experience in DOD. Resume covers all requirements but does not provide strong evidence of the ability to lead a security guard program to fulfill this contract and does not specifically state the individual will serve in this role.
4.3.B Security Supervisor	500	474.00	Resume provides strong evidence of the ability to serve as security supervisor to fulfill his contract, but it does not specifically state the individual will serve in this role. Detailed knowledge of security supervisor information and has multiple years law enforcement experience.

Offeror (Company) Name:		Total Points Awarded:	
<b>Global Security Services</b>		<b>xxxxxxx</b>	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values	Score	Justification
<b>Requirements</b>	<b>1,000 Points Possible</b>		
4.0 Implementation Plan	500	480.00	Provides a comprehensive and thorough description of the implementation plan to meet the contract on a set timeline that includes objective progress, benchmarks. The implementation plan meets all start up requirements and include steady state operational planning to follow.
4.1 Pre-Performance Training and Job Knowledge.	500	474.00	Included a great training program and was outlined very thoroughly. Two years post secondary training is exemplary starting point for Guards.
<b>Offeror Qualifications</b>	<b>1,500 Points Possible</b>		
4.2 Company Qualifications and Experience	500	480	Has multiple examples of equivalent security work for National Guard facilities in different States and exceeds requirements on nearly all metrics of this question. Has 75 years in the industry and proven company with DOD. Focus is in Midwest on may not have regional knowledge.
4.3.A Contract Manager	500	474.00	Resumes provide strong evidence of the ability to serve as a contract manager to fulfill this contract, but it does not specifically state the individual who will serve in this role. Multiple resumes but didn't identify who is filling what role each will be filling.
4.3.B Security Supervisor	500	375.00	Has very experienced staff available but does not currently have this position. Directly addresses that while this individual is not currently on their staff, there is a detailed and effective strategy to recruit and train this individual and outlines what qualifications they will be required to possess.

Offeror (Company) Name:		Total Points Awarded:	
<b>Phoenix Protective Corporation</b>		<b>xxxxxx</b>	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values	Score	Justification
<b>Requirements</b>	<b>1,000 Points Possible</b>		
4.0 Implementation Plan	500	474.00	Implementation plan is comprehensive and thorough and appears to meet all requirements to the fullest standard.
4.1 Pre-Performance Training and Job Knowledge.	500	450.00	Shows continuous training but didn't discuss number of hours of training. Listed types of training programs appear to meet all requirements and will efficiently supply well trained guards.
<b>Offeror Qualifications</b>	<b>1,500 Points Possible</b>		
4.2 Company Qualifications and Experience	500	450	Has experience in Montana at both Federal and local and in business 20 years.
4.3.A Contract Manager	500	450.00	Has experience managing government contracts with 30 years of experience including DOD and State Contracts. Individual identified in this role appears to be qualified to fulfill the contract but provided minimal details in the resume. Will this individual actually serve as the contract manager when the other individual listed under the security supervisor position is described as the contract manager in the attached cover letter.
4.3.B Security Supervisor	500	375.00	Multiple years experience, Knowledge security supervisor information of 14 years experience. Seems to indicate that this position may still need to be filled. Conflicting information with Cover letter and roles identified.

<b>Securitas Critical Infrastructure Services Inc</b>			<b>XXXXXX</b>
<b>Category</b>	<b>Possible Points</b>	<b>Points Awarded</b>	<b>Mandatory Justification Comments for Points Awarded</b>
<b>Evaluated RFP Section</b>	<b>Point Values</b>	<b>Score</b>	<b>Justification</b>
<b>Requirements</b>	<b>1,000 Points Possible</b>		
4.0 Implementation Plan	500	480.00	The implementation plan provided appears to meet all requirements to the fullest standard, and they specifically addressed their position as the incumbent security contractor with the Montana National Guard, which uniquely identifies them as experienced and ready to provide this service.
4.1 Pre-Performance Training and Job Knowledge.	500	350.00	Answer barely provides an acknowledgment of the training program without any further outline or details of the program itself. This contractor is known to provide trained guards in its current role at Fort Harrison, but the proposal only states a flexibility to cater the training program to site specific needs rather than providing the outline of the basics and offering customization.
<b>Offeror Qualifications</b>	<b>1,500 Points Possible</b>		
4.2 Company Qualifications and Experience	500	450	The answer provides a very thorough and comprehensive description of the recruiting, retention and hiring process, and has history of Security work in Montana with experience in DOD, Federal, and multiple Agencies. Only minimally covers all other metrics of this question such as past and relevant work, despite being the incumbent security contractor with the Montana National Guard.
4.3.A Contract Manager	500	400	Resumes provided show experience in Security Management and imply understanding of working with Government Contracts. Don't specify which of the Resumes fill which role.
4.3.B Security Supervisor	500	474.00	Resume provided strong evidence of the ability to serve as security supervisor to fulfill this contract, but it does not specifically state the individual will serve in this role.

<b>Universal Protection Service LLC</b>			<b>XXXXXX</b>
<b>Category</b>	<b>Possible Points</b>	<b>Points Awarded</b>	<b>Mandatory Justification Comments for Points Awarded</b>
<b>Evaluated RFP Section</b>	<b>Point Values</b>	<b>Score</b>	<b>Justification</b>
<b>Requirements</b>	<b>1,000 Points Possible</b>		
4.0 Implementation Plan	500	474.00	Implementation Plan is comprehensive and thorough and appears to meet all requirements to the fullest standard. Very detailed plan, timelines and outline with tasks.
4.1 Pre-Performance Training and Job Knowledge.	500	480.00	Training plan is comprehensive and thorough and appears to meet all requirements to the fullest standard. Additionally, Universal Protection Service LLC specifically offers a catalogue of additional courses to be selected by the Montana National Guard and required within the within the contract.
<b>Offeror Qualifications</b>	<b>1,500 Points Possible</b>		
4.2 Company Qualifications and Experience	500	425	General experience on wide range of Contracts indicates capabilities but doesn't specify performance on this level of requirements. Has wide range of experience but not necessarily related to the Scope and scale of this Contract.
4.3.A Contract Manager	500	450.00	Expansive Law Enforcement experience and business management. Conflicting information with who would fill roles based on contents of resumes. Either individual would be qualified to meet this position.
4.3.B Security Supervisor	500	375.00	Individuals identified have ample experience but confusion on which role the individuals will fill. Appears to be qualified to fulfill the contract, but provided bare minimum details. Resumes suggest these would not likely be the daily on the ground supervisors.

<b>W2K Security of Montana</b>		<b>XXXXXX</b>	
<b>Category</b>	<b>Possible Points</b>	<b>Points Awarded</b>	<b>Mandatory Justification Comments for Points Awarded</b>
<b>Evaluated RFP Section</b>	<b>Point Values</b>	<b>Score</b>	<b>Justification</b>
<b>Requirements</b>	<b>1,000 Points Possible</b>		
4.0 Implementation Plan	500	474.00	Answer provides a comprehensive and thorough description of the implementation plan to meet the contract on a set timeline that includes objective progressive progress benchmarks. The implementation plan meets all startup requirements and includes steady state operational plan. Wasn't clearly organized and extremely long company overview that wasn't necessarily related to the proposal.
4.1 Pre-Performance Training and Job Knowledge.	500	400.00	Answer is provided as part of the general description of the company rather than a specific answer to this question. It is not specifically written for the Montana National Guard or this contract, but it does appear to meet minimum requirements for training. Includes transition and handover plan but doesn't specify training requirements or structure.
<b>Offeror Qualifications</b>	<b>1,500 Points Possible</b>		
4.2 Company Qualifications and Experience	500	374	Has history of Security experience but not necessarily specific to this Contract. Response to this is not well organized and difficult to find required information.
4.3.A Contract Manager	500	350.00	History behind the two individuals identified shows experience working with National Guard and different security agencies and different security aspects including certificated. Doesn't identify individual roles. Doesn't discuss any experience managing Contracts for either Resume.
4.3.B Security Supervisor	500	350.00	Individuals appear to be qualified to fulfill the contract, but provided bare minimum details. Either Resume would be adequate for Security Supervisor. Not very well organized and doesn't specify which of the key personnel will have any experience in this role.



**AAS/Hangar Security Services**

**DMA-RFP-2025-0128TBH**

**Cost Worksheet**

Lowest overall cost receives the maximum allotted points. All other proposals receive a percentage of the points available based on their cost relationship to the lowest. Example: Total possible points for cost are 300. Offeror A's cost is \$20,000. Offeror B's cost is \$30,000. Offeror A would receive 300 points. Offeror B would receive 200 points ( $\$20,000/\$30,000 = 67\% \times 300 \text{ points} = 200$ ).

<b>Cost</b>			
<b>Points Available</b>		<b>500</b>	
Lowest Cost		\$714,340.00	
<b>Vendor Name</b>	<b>Proposed Cost</b>	<b>Points Earned</b>	<b>Notes:</b>
Central Montana Protection	\$1,431,501.00	249.5	
Global Security	\$841,276.80	424.6	
Phoenix Protective	\$1,200,557.68	297.5	
Securitas	\$760,747.52	469.5	
Universal	\$714,340.00	500.0	
W2K Security	\$1,113,600.00	320.7	