

Anchor Bay School District

School Security Services RFP -Pre Bid Q&A

Posted: July 14, 2025

QUESTIONS		ANCHOR BAY RESPONSE
1	What term length would you like quoted for security services and the SOC add on?	3 years
2	Does a physical SOC exist or would you require a physical onsite or remote SOC to be implemented? If no, SOC currently exists please provide scope of requirements and current existing monitoring infrastructure that would need to be utilized in deploying a physical SOC on site or remotely. Please include makes, models, site maps and current servicing provider for the preexisting infrastructure.	At this time, the district does not have a centralized Security Operations Center implemented. Alternate pricing may include, but not limited to the following: your organization's capability to provide SOC services, pricing structure for 24/7 or overnight monitoring services, response protocols, any additional information relevant to your dispatch/operations center, including location, staffing qualifications, technology used, and experience providing similar services to school districts or public institutions. This information will help us evaluate potential options for future consideration, even if not immediately implemented.
3	Are there any subcontractors being used for the current contract?	No
4	Could you please provide a copy of the current contract	Available upon request
5	What was the start date of the initial contract?	September 2022
6	What was the amount spent in the last 12 months?	\$795,117
7	What was the total spent in the last billed month?	\$91, 764
8	Are there any other rates billed separately (e.g. equipment, vehicles, etc.)	No
9	Are there any significant modifications from the previous contract to the new one? For instance, an increase in hours, a change in guard type (e.g. armed vs unarmed), a need for additional resources?	NO
10	What is the estimated total number of annual hours for this contract?	20,160 hours
11	What is the current bill rate for each position?	\$42/hour
12	Are there any additional services that may be needed that are not listed in the solicitation? For instance, the need of additional sites, seasonal required security, etc.	Occasional special events and summer school- Approximately 88 total hours/week- summer school
13	Beyond the state and federal minimum wage, is there a prevailing wage, living wage ordinance, local mandated wage, or contract-specific wage?	No
14	Is there a specific way you would like the response to be prepared? For example: bound, unbound, 3-ring binder(s), pages limited, paper type, etc.	3-ring binder
15	Is the current contract using vehicles? If yes, how many?	No
16	Was there a liquidation penalty on the previous contract?	No
17	Is there a change in the weekly hours/guard requirements during the summer?	Yes- Change in weekly hours. Summer school hours reduce by half. Only applicable to participating buildings.
18	Can you identify the expected weekly hours for the summer during this contract?	Approximately 88 total hours/week- summer school
19	Can you identify the weekly hours for the summer during the past contract?	Approximately total 88 hours/week- summer school
20	What is the District's current security plan?	Not to be disclosed at this time
21	Does the District wish to adhere to any state or federal mandated living wage or minimum wage requirements?	No
22	Does the District have any in-house or contracted security officers they'd like the selected company to retain? If so, can the District please provide their current hourly wage, in order to meet or exceed their current pay level	No

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23	Are all 14 security officers assigned to the District to be armed officers?	Yes
24	Does the District require any equipment not listed in the RFP (radios, tour verification software/system, site-dedicated cellular phones, etc.)?	No
25	Should the pricing be submitted for 14 officers, working 8-hour shifts, 180 days/year, in order to ensure all companies are submitting consistent pricing plans?	Yes
26	Does the District require security during holiday breaks and summer? If so, could you provide an estimated annual hour total in order to provide accurate pricing?	No security required during holiday breaks. Summer School-Yes. Approximately 88 total hours/week- summer school
27	For the SOC, what is the District's current security setup as far as cameras, access control, lockdown solutions, weapon detection, metal detection, alarms, prop alarms, visitor management system, etc?	Not to be disclosed at this time
28	How many copies of the proposal need to be submitted?	3
29	What will be the expected response procedure in the event of an active assailant	Direct to threat
30	Is the SOC pricing in addition to the proposal for Security Officers, or an alternate to the proposal?	Alternate
31	Which camera provider does Anchor Bay Schools utilize that will need to be integrated into monitoring?	Wisenet Wave
32	If required, will there be and additional equipment required to be provided by the contractor (radios, flashlights, site cell phones, etc?)	No
33	Is there an academic calendar that can be provided to outline quantity of school days, per school	Yes- Calendar provided on school website
34	Is there an expected shift time for the day shifts officers across the schools and afternoon shift officer for the high school?	0630-1430hrs- High School Schedule, 0730-1530hrs- Middle School Schedule (subject to change)- Elementary 0830hrs-1600hrs
35	The cost of any ancillary services related to the security contract	No ancillary services
36	The total cost of security services for the previous two years	
37	I was wondering if you would rather have the pricing listed as an hourly rate per guard, so you are able to see what we charge per hour per guard.	Hourly rate per guard and annually
38	Also, do you want to have a regular rate (straight time) and an OT rate (over time) in the proposed pricing? If it will be per guard per hour.	Yes
39	Do you want to have a supervisor included in the hourly rates that is separate from than just an armed guard? As an example, hourly rate for an armed guard and hourly rate for an armed supervisor.	No
40	Will the district require a supervisor above and beyond the 14 FTEs or would you prefer one of the 14 FTEs be a supervisor?	One of the 14 FTE could be a supervisor
41	Who is the current contract holder?	Fortis
42	How long have they been servicing your district?	3 years
43	What is the reason(s) for this contract going out to bid?	Contract Renewal
44	What are some of the main points that you are looking to be improved upon with your current security operation?	Not to be disclosed at this time
45	For the SOC, is there a location that we could utilize for 24/7 monitoring?	Yes
46	Regarding the pricing page, would you like the base bid to include only the 14 FTEs, with the alternate bid covering just the SOC? Or should the base bid reflect pricing for the 14 FTEs, and the alternate bid include both the 14 FTEs and the SOC?	Alternate should be priced separately from base bid
47	Can you confirm if the security officers are expected to be present on-site during school holidays or only during the regular school year?	Only during school hours/special events/summer school- No holidays-unless otherwise requested
48	Will there be any specific security needs for after-school programs or extracurricular activities that we should account for in our proposal?	Yes- Overtime rate requested
49	Is there a specific minimum number of years of experience required for security officers, particularly in school or educational environments?	1-2 years preferred- not required
50	Will the district consider security officers with military experience but no formal law enforcement background, as long as they meet other qualifications?	Yes

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51	Are there specific uniform requirements or standards for the security officers that we should be aware of (e.g., color, style, badges, etc.)?	Polo/tactical pants
52	Can you provide more detail on the standardized incident reporting process? Is there a preferred format or platform for submitting reports?	Based on School policy
53	Will the district require digital access to incident reports for school leadership, or should all documentation remain in physical form?	Digital preferred
54	Will the pre-bid meeting include a detailed walkthrough of each school facility for which security services are required? If so, will this be scheduled separately?	No
55	Can you confirm the specific insurance limits required for general liability and workers' compensation? Are there any additional specific coverages or endorsements needed?	General liability \$5M per occurrence, \$5M Aggregate. Worker compensation \$1M per occurrence, \$1M Aggregate
56	Will there be a follow-up Q&A document after the July 17th deadline, and will it be publicly accessible via the website?	Yes- Change in weekly hours. Summer school hours reduce by half. Only applicable to participating buildings.
55	Can you outline the primary factors that will be considered during the evaluation process for this RFP? For example, will pricing be weighted more heavily than experience or qualifications?	Highest Weight- Level of Experience, Qualifications, training and certifications. Proposed Staffing Plan, Operational Approach and Methodology, pricing, compliance with RFP requirements, company references and past performance.
56	In the request for alternate pricing for a fully operational Security Operations Center (SOC), do you envision the vendor handling all aspects of monitoring in-house, or will there be collaboration with district staff or external parties?	See question/response #2
57	Are the security officers required to work during specific hours, such as overnight shifts, or will the hours vary based on the school's activities or needs?	8 hour days with occasional overtime for special events