



# County of San Mateo

## Inter-Departmental Correspondence

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**Department:** HEALTH

**File #:** 21-769

Board Meeting Date: 10/5/2021

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**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Louise F. Rogers, Chief, San Mateo County Health  
Chester J. Kunnappilly, MD, Chief Executive Officer, San Mateo Medical Center

**Subject:** Agreement with Execushield Inc. to Provide Security Services

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with Execushield Inc. to provide security services for the term October 11, 2021, through October 10, 2024 with an option to extend up to two additional years, in an amount not to exceed \$22,000,000.

**BACKGROUND:**

San Mateo County has been using contracted security services since 1993 and previous agreements have been executed by the Sheriff's Department. In March 2021, San Mateo County Procurement completed a Request for Proposals for security services and it was decided that departments within the County would execute individual agreement to address their needs. Out of the ten proposals received and evaluated, Execushield Inc. (Execushield) was selected as the best qualified firm to provide these services.

**DISCUSSION:**

San Mateo County Health (SMCH) has a continuing need for security services at the San Mateo Medical Center main campus, satellite clinics, and various other locations within SMCH. In addition, several other County departments that are co-located with Family Health and Behavioral Health & Recovery Services in a building at 2415 University Ave, Palo Alto, are included in this new agreement to facilitate the contracting process. All County locations under this agreement are responsible for the management and finance activities for their respective locations.

Execushield's presence will provide a deterrent to threats, acts of violence against County visitors, patients, and employees, and work in cooperation with first responders by reporting suspicious or risk prone situations to appropriate law enforcement agencies.

County Counsel has reviewed and approved the resolution and agreement as to form.

The resolution contains the County's standard provisions allowing amendment of the County fiscal obligations by a maximum of \$25,000 (in aggregate).

The County's Contract Compliance Committee has approved a waiver request for a five-year term for this agreement.

It is anticipated that the security services will be provided 100% of the time to ensure safety and protection of County visitors, patients and employees while doing business at SMCH facilities.

**PERFORMANCE MEASURE:**

<b>Measure</b>	<b>FY 2020-21 Actual</b>	<b>FY 2021-22 Projected</b>
Percentage of security services to be provided for the safety and protection of County visitors, patients and employees while doing business at SMCH facilities.	N/A*	100%

\*New Measure

**FISCAL IMPACT:**

The term of the agreement is October 11, 2021, through October 10, 2024 with an option to extend up to two additional years. The amount of the agreement is not to exceed \$22,000,000 for the three-year term with an option to extend up to two additional years. Funds in the aggregate amount of \$3,300,000 are included in the FY 2021-22 Adopted Budget. Funds in the aggregate amount of \$4,400,000 are included in the FY 2022-23 Recommended Budget. Similar arrangements will be made for future years.

The payment provisions and levels of services in this contract differ from that of the previous contract, due to a 3.5% increase in the number of security hours requested and a 5.5% increase in cost from the previous agreement

Expenses at SMMC are covered by fees for services or third-party payors whenever possible. The portion of expenses for services provided to the medically indigent or to those covered by programs that do not meet the full costs of care is covered by the County's General Fund contribution to SMCH divisions and is within the existing annual appropriation.

**ATTACHMENT:**

RFP Matrix