



WILLIAM PATERSON UNIVERSITY

Purchasing Office • College Hall, Room 320
300 Pompton Road • Wayne, New Jersey 07470
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June 9, 2025

Request for Proposal #R199-25 Security Guard Services REBID

Request for Proposal Status Update Including Questions and Answers

Issued by Steve Sondey – WP Director of Purchasing

1. There are no specification changes. The University will not issue an addendum for this request for proposal. Bids remain due by or at 2:00 PM, June 19, 2025.
2. The following are the answers to the questions received.

Q1. I see that the Mandatory pre-bid conference in the Rebid RFP is not applicable (N/A). We did not attend the original RFP's mandatory pre-bid conference. Can we provide our proposal?

A1. Yes.

Q2. In preparing our proposal, I'd like to arrange a walkthrough to visit the campus and residences halls. Can you arrange a walkthrough?

A2. The campus is open to the public every day. Access to the residence halls is not available. You are free to drive and walk the campus. The campus map is posted on the main webpage of the University, www.wpunj.edu. The residence halls are highlighted in yellow.

Two of the halls, 20 Heritage and 19 Pioneer, are not within walking distance from the other halls at night, especially in the winter. The University does not provide a vehicle. The contractor must provide its own vehicle to cover during guard break times as noted in Section 3.8.25 Equipment of the request for proposal.

Each hall has a reception desk at the entrance. This is the guard post. Access to the rest of the buildings is restricted by ID.

Q3. Who is the incumbent security guard company?

A3. The current contract holder is Allied Universal Security Services.

Q4. Are the security guards union?

A4. The University does not keep track of the union status of the guards.

Q5. Are the guards covered under a union labor agreement?

A5. The University does not have a union labor agreement for this service.



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Q6. Please forward the last security bid results.

A6. See Attachment 1 of this document for the results.

Q7. Rate increases, Section 5.10.2. Will the University revise this language to include the passthrough of required payroll taxes as well as the actual PW increase in wage.

A7. The University will NOT revise the pass-through language to include payroll taxes the contractor is obligated to pay.

Q8. Do you intend to retain the incumbent staff currently assigned to the account, or are you open to the possibility of transitioning to an entirely new team?

A8. The University has no preference on guard retention.

Q9. Per Prevailing Wage requirements, incumbent employee's tenure on site remains whole if kept on site with another contractor, which includes their existing PTO and vacation balances. It is our understanding that a significant portion of the current team consists of long-term employees who may have accrued elevated PTO balances, which we will need to account for accordingly. Does the University desire to keep any of the incumbent security staff?

A9. See A8.

Q10. Please confirm no Bid Bond, Performance Bond, forms are required.

A10. There is no bid bond or performance bond for this RFP.

Q11. As this is prevailing wage, and a requirement of prevailing wage is that any incumbent's tenure must be kept, can a seniority list be provided so that additional vacation time due can be calculated?

A11. The University does not have the seniority rates of the contractor's employees.

Q12. Section 3.19.1. Please clarify 'the awarded Contractor must have a minimum of 10 years of experience in providing and enforcing security measures in a four (4) year degree accredited University'. Is this required to be documented with a reference to document the full 10 years' experience?

A12. The Bidder shall address all required qualifications in the proposal submission.

Q13. Does the 10 years' experience with a 4- year University need to be in New Jersey?

A13. No.



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Q14. Is this a union account?

A14. See A4.

Q15. Are there any required certifications (e.g., Fire Guard, CPR/FA/AED)?

A15. No.

Q16. Do you intend to retain any members of the current staff?

A16. See A8.

Q17. Are any posts located outdoors, and will officers be required to have winter gear?

A17. There are no outside posts.

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Attachment 1 - Bid Results from canceled bid.

WPUNJ Bid No: R197-25						
Bid Name: Security Guard Services for Residence Halls						
Prebid-Meeting: March 18, 2022 10:00 AM White Hall						
Bids Due: 2:00 PM April 24, 2025						
Tabulation						
<u>Aegis Security</u>	<u>No. of Hours</u>	<u>Year</u>	<u>Hourly Rate</u>	<u>Extended Amount</u>	<u>Total 3 Years</u>	<u>OT Rate</u>
<u>Aegis Security</u>	30,000	1	31.47	944,100.00		47.21
<u>Aegis Security</u>	30,000	2	33.47	1,004,100.00		50.21
<u>Aegis Security</u>	30,000	3	35.23	1,056,900.00		52.85
<u>Aegis Security</u>					3,005,100.00	
<u>Allied Universal</u>	<u>No. of Hours</u>	<u>Year</u>	<u>Hourly Rate</u>	<u>Extended Amount</u>	<u>Total 3 Years</u>	<u>OT Rate</u>
<u>Allied Universal</u>	30,000	1	33.98	1,019,400.00		50.97
<u>Allied Universal</u>	30,000	2	34.49	1,034,700.00		51.74
<u>Allied Universal</u>	30,000	3	35.01	1,050,300.00		52.52
<u>Allied Universal</u>					3,104,400.00	
<u>Arrow Security</u>	<u>No. of Hours</u>	<u>Year</u>	<u>Hourly Rate</u>	<u>Extended Amount</u>	<u>Total 3 Years</u>	<u>OT Rate</u>
<u>Arrow Security</u>	30,000	1	32.58 L1 Officer 36.82 Supervisor	999,264.00		48.87 L1 Officer 55.23 Supervisor
<u>Arrow Security</u>	30,000	2	32.58 L1 Officer 36.82 Supervisor	999,264.00		48.87 L1 Officer 55.23 Supervisor
<u>Arrow Security</u>	30,000	3	32.58 L1 Officer 36.82 Supervisor	999,264.00		48.87 L1 Officer 55.23 Supervisor
					2,997,792.00	
<u>GardaWorld</u>	<u>No. of Hours</u>	<u>Year</u>	<u>Hourly Rate</u>	<u>Extended Amount</u>	<u>Total 3 Years</u>	<u>OT Rate</u>
<u>GardaWorld</u>	30,000	1	33.76	1,012,800.00		50.64
<u>GardaWorld</u>	30,000	2	34.58	1,037,400.00		51.87
<u>GardaWorld</u>	30,000	3	35.42	1,062,600.00		53.13
<u>GardaWorld</u>					3,112,800.00	