


To: David Billingsley, Chief Procurement Officer

From: Allen Johnson, Executive Director 

Date: February 17, 2016

Subject: RFP10-00318, Peer Group Security Services-Venue

The Orlando Venues is requesting that the subject contract for peer group security services be extended beyond its expiration of June 30, 2016. The original period of this agreement was for thirty six (36) months, beginning on September 1, 2010, and ending on August 31, 2013 with two (2) additional twelve (12) month periods for a cumulative total of sixty (60) months. In July 2015 we requested an extension for continued services through June 30, 2016 or (10) additional months due to timing of the Orlando Venues sports season. We are asking for an additional extension to provide continued services through August 31, 2017 or (14) additional months. Our justification is based on the following:

- Opportunity to explore combining Peer Group Security Services and Guest Services contract into one combined solicitation— Our current Guest Services contract expires August 31, 2017 and we believe having both, Peer Group Security and Guest Services under one contract would allow for easier administration and also provide improved management and delivery of services to our patrons. Industry trends have moved to a single service provider providing both services in public venues.
- Potential to Realize Cost Savings— Combining services under one contract could potentially net cost savings to the Venues programs.

Providing this extension at the current pricing would be in the best interest of the City of Orlando. This extension would allow deeper exploration of potential operational efficiency for the two services which are key components to our industry and the delivery of legendary world class service. The estimated expense of the extension is estimated to be \$1,600,000.00.

Please direct any additional questions to Clyde Boutte, Orlando Venues Division Manager of Business Services at (407) 440-7051.