



STATE OF INDIANA

DEPARTMENT OF ADMINISTRATION Commissioner's Office

Mike Braun, Governor

Indiana Government Center South
402 West Washington Street, Room W462
Indianapolis, IN 46204

Award Recommendation Letter

Date: June 22, 2026

To: Jennifer Jansen, Major Procurements Category Director
Indiana Department of Administration

From: Christina Garcia, Procurement Consultant,
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 26-83673,
Security Guard Services

Based on its evaluation of responses to RFP 26-83673, it is the evaluation team's recommendation that Majestic Security, Inc. (Region 1&2) and Securitas Security Services USA, Inc. (Region 3,4, & 5) be selected to begin contract negotiations to administer the Security Guard Services for all State of Indiana agencies.

*For Region 1, Majestic Security has committed to subcontract 8.01% of the contract value to **Marshall Security (MSI)** (a certified Minority-owned Business (MBE)), 3% of the contract value to **CR Security Solutions** (a certified Indiana Veteran Owned Small Business (IVOSB)). For Region 2, Majestic has committed 2.99% of the contract value to **Marshall Security (MSI)** (a certified Minority- Owned Business (MBE) and 1.12% of the contract value to CR Security Solutions (a certified Indiana Veteran Owned Small Business (IVOSB)).*

*Securitas Security Services has committed to subcontract 12.26% of the contract value to **Protection Plus Inc.** (a certified Women-owned Business (WBE)), 8.17% of the contract value to **Genesis Security** (a certified Minority- Owned Business (MBE)), and 3.07% of the contract value to **Marshall Security** (a certified Indiana Veteran Owned Small Business (IVOSB)) for region 3. For region 4 Securitas Security has committed 6.80% of the contract value to **Genesis Security** (a certified Minority- Owned Business (MBE), 10.20% to **Protection Plus LLC** (a certified Women's Business Enterprise (WBE)) and 2.55% of the contract value to **Marshall Security** (a certified Indiana Veteran Owned Small Business (IVOSB)). For region 5 Securitas Security has committed 7.45% of the contract value to **Genesis Security** (a certified Minority- Owned Business (MBE), 11.20% to **Protection Plus LLC** (a certified Women's Business Enterprise (WBE)) and 2.80% of the contract value to **Marshall Security** (a certified Indiana Veteran Owned Small Business (IVOSB)).*

The terms of this recommendation are included in this letter.

Region 1:

Estimated 4-year Contract Value: \$9,964,714.04

Estimated maximum contract value (4-year initial term + 2 optional 1-year renewals): \$14,947,071.06

Region 2:

Estimated 4-year Contract Value: \$9,777,141.12

Estimated maximum contract value (4-year initial term + 2 optional 1-year renewals): \$14,665,711.68

Region 3:

Estimated 4-year Contract Value: \$14,250,562.76

Estimated maximum contract value (4-year initial term + 2 optional 1-year renewals): \$21,375,844.14

Region 4:

Estimated 4-year Contract Value: \$2,493,813.60

Estimated maximum contract value (4-year initial term + 2 optional 1-year renewals): \$3,740,720.40

Region 5:

Estimated 4-year Contract Value: \$2,706,955.20

Estimated maximum contract value (4-year initial term + 2 optional 1-year renewals): \$4,060,432.80

The evaluation team received seven (7) proposals from:

1. American Guard Services, Inc.
2. Am-Gard, Inc.
3. Blue Line Security Solutions, LLC
4. DuHadway, Kendall and Associates, Inc. DBA DK Security
5. Majestic Security, Inc.
6. Marshall Security LLC
7. Securitas Security Services USA, Inc.

The proposals were evaluated by IOT, Key Stakeholder State Agencies, and IDOA according to the following criteria established in the RFP:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail
2. Management Assessment/Quality (Business and Technical Proposal)	50
3. Cost (Cost Proposal)	30
4. Buy Indiana	5
5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
6. Women Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
7. Indiana Veteran Owned Small Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
Total: 100 (103 if bonus awarded)	

The proposals were evaluated according to the process outlined in Section 3.2 ("Evaluation Criteria") of the RFP. Respondents were permitted, but not required, to submit a bid for each of the five regions. Scoring was completed as follows:

A. Adherence to Requirements

Each proposal was reviewed for responsiveness and adherence to mandatory requirements. Seven (7) proposals were deemed responsive and adhered to the mandatory requirements.

B. Management Assessment/Quality: Initial Scoring

The Respondents' proposals were each evaluated based on their respective Business Proposal and Technical Proposal.

Business Proposal

For the Business Proposal evaluation, the evaluation team considered the information the Respondent provided in the Business Proposal. These areas were reviewed to assess the Respondent's ability to serve the State:

- Respondent Information and Financial Stability
- References
- Proposed Subcontractors and Team Structure

Technical Proposal

For the Technical Proposal evaluation, the evaluation team considered the Respondent's proposal in the following areas:

- Company Background
- Service/Capabilities

- Project Plan and Estimate
- Training/Education/Certification
- Uniform/Appearance
- Quality Assurance
- Customer Service and Account Management
- Implementation and Transition
- Reporting

The evaluation team's Round 1 scoring is based on a review of the Respondent's proposed approach to each section of the Business Proposal and Technical Proposal. The evaluation team issued MAQ and Cost Clarifications to all Respondents prior to finalizing Round 1 scores. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Round 1 – Management Assessment/Quality Scores

Respondent	MAQ Score 50 pts.
American Guard Services, Inc.	25.08
Am-Gard, Inc.	22.42
Blue Line Security Solutions, LLC	24.42
DuHadway, Kendall and Associates, Inc. DBA DK Security	19.75
Majestic Security, Inc.	37.83
Marshall Security LLC	26.83
Securitas Security Services USA, Inc.	40.50

C. Cost Proposal (30 Points)

The price points on the Respondent's Costs were awarded as follows:

Score =

$$\begin{cases}
 \bullet \text{ If Respondent's Cost amount is lowest among all Respondents, then score is 30.} \\
 \bullet \text{ If Respondent's Cost amount is NOT lowest among all Respondents, then score is:} \\
 30 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}
 \end{cases}$$

The cost scoring as a result of the Respondents' cost proposals is as follows:

Table 2: Round 1 – Region 1 Cost Scores

Respondent	Cost Score 30 pts.
American Guard Services, Inc.	25.62
Am-Gard, Inc.	29.67

Blue Line Security Solutions, LLC	28.57
DuHadway, Kendall and Associates, Inc. DBA DK Security	28.56
Majestic Security, Inc	30.00
Securitas Security Services USA, Inc.	26.02

****Marshall Security LLC did not submit a bid for region 1.**

Table 2: Round – Region 2 Cost Scores

Respondent	Cost Score 30 pts.
American Guard Services, Inc.	23.15
Am-Gard, Inc.	30.00
Blue Line Security Solutions, LLC	21.46
DuHadway, Kendall and Associates, Inc. DBA DK Security	28.47
Majestic Security, Inc.	27.88
Securitas Security Services USA, Inc.	8.46

****Marshall Security LLC did not submit a bid for region 2.**

Table 2: Round 1 – Region 3 Cost Scores

Respondent	Cost Score 30 pts.
American Guard Services, Inc.	24.59
Am-Gard, Inc.	30.00
Blue Line Security Solutions, LLC	28.54
DuHadway, Kendall and Associates, Inc. DBA DK Security	28.06
Marshall Security, Inc.	28.94
Securitas Security Services USA, Inc.	28.13

****Majestic Security LLC did not submit a bid for region 3.**

Table 2: Round 1 – Region 4 Cost Scores

Respondent	Cost Score 30 pts.
American Guard Services, Inc.	22.92
Am-Gard, Inc.	23.65
Blue Line Security Solutions, LLC	29.22
DuHadway, Kendall and Associates, Inc. DBA DK Security	30.00

Marshall Security, Inc.	20.22
Securitas Security Services USA, Inc.	19.43

***Majestic Security LLC did not submit a bid for region 4.*

Table 2: Round 1 – Region 5 Cost Scores

Respondent	Cost Score 30 pts.
American Guard Services, Inc.	21.03
Am-Gard, Inc.	30.00
Blue Line Security Solutions, LLC	26.45
DuHadway, Kendall and Associates, Inc. DBA DK Security	26.26
Marshall Security, Inc.	23.59
Securitas Security Services USA, Inc.	23.52

***Majestic Security LLC did not submit a bid for region 5.*

D. First Round Total Scores and Shortlisting

The combined Round 1 MAQ and Cost scores from the initial evaluations are listed below.

Table 3: Round 1 – Region 1 Total Scores (MAQ + Cost)

Respondent	Total Score 80 pts.
American Guard Services, Inc.	50.70
Am-Gard, Inc.	52.08
Blue Line Security Solutions, LLC	52.99
DuHadway, Kendall and Associates, Inc. DBA DK Security	48.31
Majestic Security, Inc.	67.83
Securitas Security Services USA, Inc.	66.52

***Marshall Security LLC did not submit a bid for region 1.*

Table 3: Round 1 – Region 2 Total Scores (MAQ + Cost)

Respondent	Total Score 80 pts.
American Guard Services, Inc.	48.23
Am-Gard, Inc.	52.42
Blue Line Security Solutions, LLC	45.87
DuHadway, Kendall and Associates, Inc. DBA DK Security	48.22

Majestic Security, Inc.	65.71
Securitas Security Services USA, Inc.	48.96

***Marshall Security LLC did not submit a bid for region 2.*

Table 3: Round 1 – Region 3 Total Scores (MAQ + Cost)

Respondent	Total Score 80 pts.
American Guard Services, Inc.	49.67
Am-Gard, Inc.	52.42
Blue Line Security Solutions, LLC	52.96
DuHadway, Kendall and Associates, Inc. DBA DK Security	47.81
Marshall Security, Inc.	55.78
Securitas Security Services USA, Inc.	68.63

***Majestic Security LLC did not submit a bid for region 3.*

Table 3: Round 1 – Region 4 Total Scores (MAQ + Cost)

Respondent	Total Score 80 pts.
American Guard Services, Inc.	48.01
Am-Gard, Inc.	46.07
Blue Line Security Solutions, LLC	53.64
DuHadway, Kendall and Associates, Inc. DBA DK Security	49.75
Marshall Security, Inc.	47.05
Securitas Security Services USA, Inc.	59.93

***Majestic Security LLC did not submit a bid for region 4.*

Table 3: Round 1 – Region 5 Total Scores (MAQ + Cost)

Respondent	Total Score 80 pts.
American Guard Services, Inc.	46.11
Am-Gard, Inc.	52.42
Blue Line Security Solutions, LLC	50.87
DuHadway, Kendall and Associates, Inc. DBA DK Security	46.01
Marshall Security, Inc.	50.42

Securitas Security Services USA, Inc.	64.02
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***Majestic Security LLC did not submit a bid for region 5.*

With IDOA approval, the evaluation team elected to shortlist Majestic Security, Inc. and Securitas Security Services USA, Inc. based on Round 1 Total Scores. The evaluation team elected to issue invites to Oral Presentations to the two (2) shortlisted Respondents.

E. Post Oral Presentations – Second Round MAQ Scores

The shortlisted Respondents' First Round MAQ scores were reviewed and re-evaluated based on the Oral Presentations and the written responses to questions asked during Oral Presentations. The MAQ scores for the Respondents after the Oral Presentations were as follows.

Table 4: Round 2 – Management Assessment/Quality Scores

Respondent	MAQ Score 50 pts.
Majestic Security, Inc.	37.83
Securitas Security Services USA, Inc.	40.50

F. Post Best and Final Offer Opportunity – Final Round Cost Scores

The State elected to issue Best and Final Offers (BAFOs) to the two shortlisted Respondents. The cost scoring as a result of the Respondents' BAFO Cost Proposals is as follows:

Table 5: Round 2 – BAFO Cost Scores Region 1

Respondent	Cost Score 30 pts.
Majestic Security, Inc.	30.00
Securitas Security Services USA, Inc.	25.99

Table 5: Round 2 – BAFO Cost Scores Region 2

Respondent	Cost Score 30 pts.
Majestic Security, Inc.	10.41

Table 5: Round 2 – BAFO Cost Scores Region 3

Respondent	Cost Score 30 pts.
Securitas Security Services USA, Inc.	29.16

Table 5: Round 2 – BAFO Cost Scores Region 4

Respondent	Cost Score 30 pts.
Securitas Security Services USA, Inc.	19.95

Table 5: Round 2 – BAFO Cost Scores Region 5

Respondent	Cost Score 30 pts.
Securitas Security Services USA, Inc.	25.54

G. Round 2 - Total Scores

The combined final scores for the Respondents, based on Round 2 Management Assessment/Quality and BAFO Cost Scores are listed below.

Table 6: Round 2 - Evaluation Scores Region 1

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Majestic Security, Inc.	37.83	30.00	67.83
Securitas Security Services USA, Inc.	40.50	25.99	66.49

Table 6: Round 2 - Evaluation Scores Region 2

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Majestic Security, Inc.	37.83	10.41	48.24

Table 6: Round 2 - Evaluation Scores Region 3

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Securitas Security Services USA, Inc.	40.50	25.99	69.66

Table 6: Round 2 - Evaluation Scores Region 4

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Securitas Security Services USA, Inc.	40.50	25.99	69.33

Table 6: Round 2 - Evaluation Scores Region 5

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Securitas Security Services USA, Inc.	40.50	25.54	66.04

H. IDOA Scoring

IDOA scored the Respondents in the following areas: MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), IVOSB Subcontractor Commitment (5 points + 1 available bonus point), and Buy Indiana (5 points) using the criteria outlined in the RFP. IDOA requested updated M/WBE and IVOSB commitments from the Respondents who submitted BAFO Cost Proposals. Once the final M/WBE and IVOSB forms were received from the Respondent, the total scores out of 100 possible points were tabulated and are as follows:

Table 7: Final Evaluation Scores Region 1

Respondent	MAQ Score	Cost Score	Buy Indiana*	MBE*	WBE*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pt.)
Majestic Security, Inc.	37.83	30.00	5.00	5.00	-1.00	5.00	81.83
Securitas Security Services USA, Inc.	40.50	25.99	0.00	-1.00	5.00	4.63	75.12

* See Sections 3.2.5, 3.2.6, and 3.2.7 of the RFP for information on available M/WBE and IVOSB bonus points.

Table 7: Final Evaluation Scores Region 2

Respondent	MAQ Score	Cost Score	Buy Indiana*	MBE*	WBE*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pt.)
Majestic Security, Inc.	37.83	30.00	5.00	3.75	-1.00	-1.00	55.98

* See Sections 3.2.5, 3.2.6, and 3.2.7 of the RFP for information on available M/WBE and IVOSB bonus points.

Table 7: Final Evaluation Scores Region 3

Respondent	MAQ Score	Cost Score	Buy Indiana*	MBE*	WBE*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pt.)
Securitas Security Services USA, Inc.	40.50	29.16	0.00	5.00	5.00	5.00	84.66

* See Sections 3.2.5, 3.2.6, and 3.2.7 of the RFP for information on available M/WBE and IVOSB bonus points.

Table 7: Final Evaluation Scores Region 4

Respondent	MAQ Score	Cost Score	Buy Indiana*	MBE*	WBE*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pt.)
Securitas Security Services USA, Inc.	40.50	19.95	0.00	5.00	-1.00	4.25	68.70

* See Sections 3.2.5, 3.2.6, and 3.2.7 of the RFP for information on available M/WBE and IVOSB bonus points.

Table 7: Final Evaluation Scores Region 5

Respondent	MAQ Score	Cost Score	Buy Indiana*	MBE*	WBE*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pt.)

Securitas Security Services USA, Inc.	40.50	25.54	0.00	6.00	5.00	4.67	81.70
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* See Sections 3.2.5, 3.2.6, and 3.2.7 of the RFP for information on available M/WBE and IVOB bonus points.

Award Summary

The term of the contract shall be for a period of four (4) years from the date of contract execution. There may be two (2) one-year renewals for a total of six (6) years at the State's option.

