



Birmingham-Jefferson Civic Center Authority
address 2100 Richard Arrington Jr. Blvd North
Birmingham, AL 35203
website www.bjcc.org **phone** 205.458.8400

ADDENDUM #2

TO ALL POTENTIAL PROPOSERS OF SECURITY SERVICES

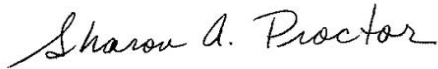
A pre-proposal conference was conducted on Friday, July 22, 2022, at 11:00 a.m. in the Forum Building Meeting Room "E". The sign-in sheet is attached. Below are the items that were discussed:

- RFP Package is available on BJCC's website; www.bjcc.org (hover over vendor information, click Jobs & Vendor Information, then click open bids)
- A PowerPoint presentation was displayed. Please see the attached file Preconference PowerPoint Presentation.pdf.
- The RFP is for building and event security. Proposals may be submitted for combined services (building and event) or individual (building or event), however, special consideration will be given to proposals submitted for combined services.
- City walk is 34 linear acres and needs continual security.
- Please see the color-coded map in the PowerPoint presentation. BJCC does not own the Blue garage (blue) or the Boutwell garage (yellow).
- BJCC employs dispatchers. The dispatchers log everything for recordkeeping. BJCC and the Successful Proposer must work together. There must be a true, cohesive partnership among all groups to best secure all the premises and accomplish goals.
- BJCC requires the Successful Proposer have a strong Account Manager. The account manager will manage the entire property, focusing on overall performance, training, and invoicing, as well as attending key planning meetings.
- BJCC is seeking a long-term, strategic partner(s) to help elevate the campus into a more desirable regional destination for events, promoters, employees, and citizens to enjoy. We deliver memorable guest experiences, outstanding customer service, and provide a safe and clean environment.
- Proposals should include how the Proposer will get staff to provide the services and the best experience. Include any software and technologies that will be used. Provide examples and details. Provide a site-specific plan. Provide what actions Proposer will execute so staff is ready. Provide what instructions are given to provide outstanding customer service. The training program and specifically designed SOPs are critically important to the evaluation of the RFP. BJCC strongly believes in cross-training, consistency, and accountability. The training and SOPs set forth by the Successful Proposer will require BJCC input and approval.
- The PowerPoint presentation lists typical positions for building and event security. The Successful Proposer is not required to have these positions. List what positions there will be, and how those positions will assist with the goals.

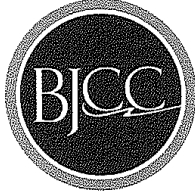
- The PowerPoint presentation slide labeled Building Security Venues & Shifts has multiple columns. The column labeled S.O. refers to security office, not security officer. Shifts generally mean an eight (8) hour shift.
- The PowerPoint presentation slide labeled Event Security Venues & Calls has a column labeled typical call. Call is defined as number of security staff.
- Customer service is paramount to everything we do at the BJCC. The Successful Proposer's team will be called upon often for many crowd-facing tasks so commitment to customer service is a direct reflection of the BJCC brand. Everything from attire, body language, effort and attitude has an impact on many different groups.

If you have any questions, please email Brian.Mishkin@bjcc.org AND Sharon.Proctor@bjcc.org.

Sincerely,



Sharon A. Proctor
Purchasing Manager
Birmingham-Jefferson Civic Center Authority



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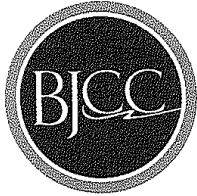
PRE-PROPOSAL MEETING ATTENDEE LIST

DATE: July 22, 2022

TIME: 11:00 a.m.

BID FOR: Security Services RFP

<u>NAME</u>	<u>COMPANY</u>	<u>EMAIL</u>
Blake Blake Allen	Stadium People	blake@stadiumpeople.com
Sharon Proctor	BJCC	Sharon.Proctor@bjcc.org
Jay Parker	BJCC	Jay.Parker@bjcc.org
Mark B. Quimby	Security Engineers, Inc.	mbquimby@securityengineersinc.com
Lindsay Draney	Security Engineers Inc.	ldraney@securityengineersinc.com
Tray Ridgett	Security Engineers inc.	mpredgett@securityengineersinc.com
Brian Mistkial	BJCC	
James Cole	vulcan	James.cole@vulcandefensegroup.com
Ryan Clark	vulcan	ryanclark@vulcandefensegroup.com
Stephen Wright	AUS	stephen.wright@aus.com
James Bottom	SEI	jbottom@securityengineersinc.com
Keith Pickens	SEI	kpickens@securityengineersinc.com
Jessica Anderson	BEST Crowd Management	Jessica.Anderson@best.com
Clay Williams	SFI	cwilliams@securityengineersinc.com
Mike Reichert	Axis	Mike.Reichert@axissecurityinc.com
Josh Dillard	Axis	josh@axissecurityinc.com
Treba Miller	Stadium people	chrismc2@yahoo.com



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<u>NAME</u>	<u>COMPANY</u>	<u>EMAIL</u>
Charles Rainey	AUES	charles.rainey@aus.com
Violet Smith	AUES	Violet.Smith@aus.com
Justin Plaster	EPS	jplaster@entegrel.com
Druce L. Taylor	New Alliance Security	Druce L Taylor@nasecurity.net