



STATE OF MAINE
DEPARTMENT OF DEFENSE, VETERANS
& EMERGENCY MANAGEMENT –
Military Bureau

Brigadier General Diane L. Dunn –
Commissioner & Adjutant General

Janet T. Mills
Governor

31 October 2025

Gerald A Gregory, President
Vets Securing America
1125 W. 190th Street
Los Angeles, CA 90248
jerry@vetssecuringamerica.com

SUBJECT: Notice of Conditional Contract Award under **RFP# 202507109**
**Security Guard Services for the Joint Force Headquarters in Augusta, Maine
& Army Air Services Facilities in Bangor, Maine**

Dear Mr. Gregory:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Department of Defense, Veterans & Emergency Management – *Military Bureau* for Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- First Protection Services, Inc.

The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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Tanya L. Schaub
Procurement Manager
DVEM – Military Bureau
194 Winthrop St
Augusta, ME 04330
Tanya.L.Schaub@Maine.gov

STATEMENT OF APPEAL RIGHTS

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31 October 2025

Sarah Lennon, Business Development Mgr.
Allied Universal Security Services
500 Southborough Dr. Suite LL5
South Portland, ME 04106
Sarah.Lennon@aus.com

**SUBJECT: Notice of Conditional Contract Award under RFP# 202507109
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Dear Ms. Lennon:

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31 October 2025

Denis N. Beaudry, CEO/Security Director
Blue Line Solutions
Hartland, ME
US.BluelineSolutions@gmail.com

**SUBJECT: Notice of Conditional Contract Award under RFP# 202507109
Security Guard Services for the Joint Force Headquarters in Augusta, Maine
& Army Air Services Facilities in Bangor, Maine**

Dear Mr. Beaudry:

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31 October 2025

Edward Annino, VP & General Manager
First Protection Services, Inc.
6 Science Park Rd., Suite 3
PO Box 7209
Scarborough, ME 04070
eannino@firsatprotectionservices.com

**SUBJECT: Notice of Conditional Contract Award under RFP# 202507109
Security Guard Services for the Joint Force Headquarters in Augusta, Maine
& Army Air Services Facilities in Bangor, Maine**

Dear Edward Annino:

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31 October 2025

Douglas Ruhl
Strategic Security Corp
19 Bellemeade Ave
Amith Town, NY 11787
druhl@sscctu.com

**SUBJECT: Notice of Conditional Contract Award under RFP# 202507109
Security Guard Services for the Joint Force Headquarters in Augusta, Maine
& Army Air Services Facilities in Bangor, Maine**

Dear Mr. Ruhl:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Department of Defense, Veterans & Emergency Management – *Military Bureau* for Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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Janet T. Mills
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(207) 287-3531



Diane L. Dunn
Brigadier General
Commissioner
(207) 430-6000

**Department of Defense, Veterans and Emergency Management
33 State House Station
Augusta, Maine 04333-0033**

30 October 2025

VIA ELECTRONIC MAIL: Edward Annino @ eannino@firsatprotectionservices.com

SUBJECT: Notice of Withdrawal of Conditional Award under RFP#202507109, Security Guard Services for the Joint Force Headquarters in Augusta, Maine and the Army Air Services Facilities in Bangor, Maine

Dear Mr. Annino,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Defense, Veterans & Emergency Management – *Military Bureau*. Pursuant to Part V, B, 4 of the RFP, the Department has decided to withdraw the conditional award made.

A new notice of conditional award will be issued in the near future

Sincerely,

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Tanya L. Schaub
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**Department of Defense, Veterans and Emergency Management
33 State House Station
Augusta, Maine 04333-0033**

30 October 2025

VIA ELECTRONIC MAIL: Sarah Lennon @ Sarah.Lennon@aus.com

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33 State House Station
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33 State House Station
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30 October 2025

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33 State House Station
Augusta, Maine 04333-0033**

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VIA ELECTRONIC MAIL: Jerry Gregory jerry@vetssecuringamerica.com

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Procurement Manager

State of Maine
Master Score Sheet

RFP# 202507109					
Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine					
Bidder Name:		Allied Universal Security Services	Blue Line Solutions	First Protection Inc.	Strategic Security Corp
Proposed Cost:		\$5,792,869.32	5,460,000.00	4,040,943.60	6,768,173.50
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Fail	Pass	Fail
Section II: Organization Qualifications and Experience	30	20		18	
Section III: Proposed Services	30	20		18	
Section IV: Cost Proposal	40	24.49		35.11	
TOTAL	<u>100</u>	<u>64.49</u>		<u>71.11</u>	
Bidder Name:		Vets Securing America			
Proposed Cost:		3,547,341.70			
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass			
Section II: Organization Qualifications and Experience	30	28			
Section III: Proposed Services	30	30			
Section IV: Cost Proposal	40	40.00			
TOTAL	<u>100</u>	<u>98.00</u>			



JANET T. MILLS
GOVERNOR

BRIGADIER GENERAL DIANE L DUNN
COMMISSIONER & ADJUTANT GENERAL

DEPARTMENT OF
DEFENSE, VETERANS & EMERGENCY MANAGEMENT
– *Military Bureau*

RFP# 202507109

**Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services
Facilities in Bangor, Maine**

1. Purpose

Through the subject RFP, the Department sought proposals to provide Security Guard Services at the Joint Force Headquarters and the Army Aviation Support Facility. The Maine Adjutant General has directed that these two (2) areas represent the most valuable Mission Essential Vulnerable Areas (MEVAs) and will be protected by Contract Security Guards (CSG). This requirement was developed after the 11 September 2001, terrorist attacks, and continues today. It provides a layered defense protecting every state's National Guard key assets. The CSG for the Maine National Guard have been both armed and unarmed, based upon the decision of the Commander of the Maine Army National Guard.

2. Evaluation Process

An evaluation team was composed of 4 evaluators from the Department of Defense, Veterans & Emergency Management – *Military Bureau*. The evaluation team determined the eligibility of each Bidder/Applicant, performed individual evaluations of each eligible proposal/application and recorded individual notes, then met as a team to apply the consensus method for recording the team notes and assigning scores to each proposal/application for Qualifications and Experience and the Proposed Services sections. Three out of the 5 Bidder/Applicants were evaluated, with 2 failing the initial requirements. Cost was scored using a mathematical formula.

3. Conditional Awards

As a result of the evaluation process, the evaluation team announced its conditional contract awards to the following vendor:

- Vets Securing America, Inc

Below are the key factors that resulted in the award selection(s) made through this evaluation process:

4. Qualifications & Experience

- Extensive background in their leadership with security and anti-terrorism
- Their principal leadership are veterans, so they understand the types of security that we need.
- Decent size company with 6,000 employees

5. Proposed Services

- Like that accountability and use of technology

State of Maine RFP# **202507109**

Rev. 10/1/2025 – DAFS/Office of State Procurement Services



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DEPARTMENT OF
DEFENSE, VETERANS & EMERGENCY MANAGEMENT
– *Military Bureau*

BRIGADIER GENERAL DIANE L DUNN
COMMISSIONER & ADJUTANT GENERAL

- Examples of logs and reports that are available day one and client access portal
- Detailed pre and post-employment training
- Excellent transition plan laid out.

6. Cost Proposal

Vets Securing America submitted a cost of (3,547,341.70) and was the lowest cost proposal. Though with their scoring of Sections II & III it didn't change their position, as they had a higher total pre-cost evaluation.

7. Conclusion

Out of 100 possible points, the evaluation team awarded Vets Securing America a total score of 98. The strength of awarded proposal/application outweighed the other proposals/applications through a combination of its qualifications and experience, proposed services, and proposed cost. The evaluation team determined that the proposal/application submitted by Vets Securing America represents the best value to the State of Maine.



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21 October 2025

Sarah Lennon, Business Development Mgr.
Allied Universal Security Services
500 Southborough Dr. Suite LL5
South Portland, ME 04106
Sara.Lennon@aus.com

SUBJECT: Notice of Conditional Contract Award under **RFP# 202507109**
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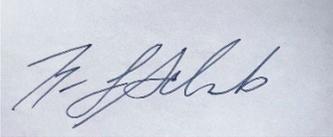
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21 October 2025

Denis N. Beaudry, CEO/Security Director
Blue Line Solutions
Hartland, ME
US.BluelineSolutions@gmail.com

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& Army Air Services Facilities in Bangor, Maine**

Dear Edward Annino:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Department of Defense, Veterans & Emergency Management – *Military Bureau* for Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- Vets Securing America

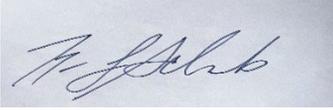
The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A rectangular box containing a handwritten signature in black ink, which appears to read "T. Schaub".

Tanya L Schaub
Procurement Manager
DVEM – Military Bureau
194 Winthrop St
Augusta, ME 04330
Tanya.L.Schaub@Maine.gov

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Office of State Procurement Services [formerly the Division of Purchases], Chapter 120, § (2) (2).



**STATE OF MAINE
DEPARTMENT OF DEFENSE, VETERANS
& EMERGENCY MANAGEMENT –
*Military Bureau***

**Brigadier General Diane L. Dunn –
Commissioner & Adjutant General**

**Janet T. Mills
Governor**

21 October 2025

Douglas Ruhl
Strategic Security Corp
19 Bellemeade Ave
Amith Town, NY 11787
druhl@sscctu.com

**SUBJECT: Notice of Conditional Contract Award under RFP# 202507109
Security Guard Services for the Joint Force Headquarters in Augusta, Maine
& Army Air Services Facilities in Bangor, Maine**

Dear Douglas Ruhl:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Department of Defense, Veterans & Emergency Management – *Military Bureau* for Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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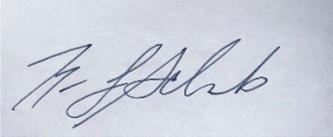
The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

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STATE OF MAINE
DEPARTMENT OF DEFENSE, VETERANS
& EMERGENCY MANAGEMENT –
Military Bureau

Brigadier General Diane L. Dunn –
Commissioner & Adjutant General

Janet T. Mills
Governor

21 October 2025

Gerald A Gregory, President
Vets Securing America
1125 W. 190th Street
Los Angeles, CA 90248
jerry@vetssecuringamerica.com

SUBJECT: Notice of Conditional Contract Award under **RFP# 202507109**
**Security Guard Services for the Joint Force Headquarters in Augusta, Maine
& Army Air Services Facilities in Bangor, Maine**

Dear Gerald A. Gregory:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Department of Defense, Veterans & Emergency Management – *Military Bureau* for Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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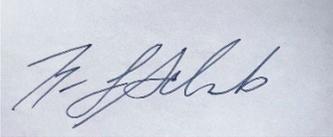
The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

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Tanya L Schaub
Procurement Manager
DVEM – Military Bureau
194 Winthrop St
Augusta, ME 04330
Tanya.L.Schaub@Maine.gov

STATEMENT OF APPEAL RIGHTS

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Bidder/Applicant Name	Allied Universal Security Services
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Date of Team Evaluation	10/14/2025
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State of Maine

Department of Defense, Veterans & Emergency Management

Military Bureau

RFP# 202507109

Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

TEAM CONSENSUS EVALUATION NOTES

RFP Coordinator	Name	Tanya L. Schaub
	Title	Procurement Manager
	Email	Tanya.L.Schaub@Maine.Gov

Evaluation Team	
Name	Joseph W. Wilson
Name	MAJ Robert J. Howard
Name	SFC Beau E. Blanchard
Name	1LT Connor J. Jones

Bidder/Applicant Name	Allied Universal Security Services
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Date of Team Evaluation	10/14/2025
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SUMMARY

		Points Available	Points Awarded
File 1	Preliminary Information	N/A	Pass
File 2	Organization Qualifications and Experience	30	20
File 3	Proposed Services	30	20
File 4	Cost Proposal	40	24.49
		Total: 100	Total: 64.49

Bidder/Applicant Name	Allied Universal Security Services
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Date of Team Evaluation	10/14/2025
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File 1 Preliminary Information	
	Team Notes
Appendix A (Proposal Cover Page)	1. Provided
Appendix B (Responsible Bidder Certification)	1. Provided including the signature documentation.
Eligibility to Submit Bids	
Copy of the Bidders Guard Vetting Policy	Hiring Matrix/Spreadsheet provided which details out the policy. Separate policy not provided but information is all there for what is required.
Copy of the Bidders Drug Testing Policies.	Hiring Matrix/Spreadsheet provided which details out the policy. Separate policy not provided but information is all there for what is required.
Copy of State of Maine Licensure as a Contract Security Guard Company	Provided
Final Eligibility Determination	Pass
Failure Reason(s), if applicable	

Bidder/Applicant Name	Allied Universal Security Services
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Date of Team Evaluation	10/14/2025
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File 2	
Organization Qualifications and Experience	
Points Available	Points Awarded
30	20

Section	Team Notes
Overview of the Organization	<ol style="list-style-type: none"> 1. Local office in Maine and NE Support Team, more than 100 countries. 2. Lots of military and govt clients. 3. Organization is extensive and has lots of employees. 4. Bidder has worked with 3 other govt. contracts, so has DOD experience. 5. Very large global companies can be a good thing or a bad thing.
Subcontractors	<ol style="list-style-type: none"> 1. No subs are indicated to be used, they will notify if it changed
Organizational Chart	<ol style="list-style-type: none"> 1. Provided regional org chart 2. Generic chart not specifying who would be doing what for the project
Litigation	<ol style="list-style-type: none"> 1. Generic info about their industry, not specifics like requested. 2. There are a few wrongful termination and discrimination suits
Financial Viability	<ol style="list-style-type: none"> 1. Moderate/High Risk on the Dun & Bradstreet Dashboard
Licensure/Certification	<ol style="list-style-type: none"> 1. Provided a copy of the License and Certifications 2. Universal Protection dba? Yes they are not in Advantage yet so it is ok as long as that is who they provide with TIN#
Certificate of Insurance	<ol style="list-style-type: none"> 1. Acord form is provided 2. Noted they have crime insurance for client property also.

Bidder/Applicant Name	Allied Universal Security Services
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Date of Team Evaluation	10/14/2025
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File 3 Proposed Services	
Points Available	Points Awarded
30	20

Section	Team Notes
Proposed Services	<ol style="list-style-type: none"> 1. Real generic proposal of the RFP requirements (boiler plate) 2. They will do a pre startup comprehensive startup assessment 3. Supervisors will be conducting regular inspections
Implementation – Work Plan	<ol style="list-style-type: none"> 1. Identified transition team and members 2. Regular meetings with site personnel and visiting the site as well as meeting with Customer also. 3. Use of computer for scheduling personnel, this looks good vs an undocumented process. 4. Shows not just new employees - show how they will support/train and integrate the workforce 5. Regional support staff looks to be a huge resource

Bidder/Applicant Name	Allied Universal Security Services
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Date of Team Evaluation	10/14/2025
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File 4 Cost Proposal	
Points Available	Points Awarded
40	24.49

Scoring Formula						
Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Pro-Rated Score
\$3,547,341.70	/	\$5,792,869.32	x	40	=	24.49

Team Notes
1. Coordinator confirmed that their initial bid didn't double for the first 2 periods. The amount shown above reflects the corrected costs.

Bidder/Applicant Name	Blue Line Solutions
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Date of Team Evaluation	10/14/25
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State of Maine

Department of Defense, Veterans & Emergency Management

Military Bureau

RFP# 202507109

Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

TEAM CONSENSUS EVALUATION NOTES

RFP Coordinator	Name	Tanya L. Schaub
	Title	Procurement Manager
	Email	Tanya.L.Schaub@Maine.gov

Evaluation Team	
Name	Joseph W. Wilson
Name	MAJ Robert J. Howard
Name	SFC Beau E. Blanchard
Name	1LT Connor J. Jones

Bidder/Applicant Name	Blue Line Solutions
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Date of Team Evaluation	10/14/25
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SUMMARY

		Points Available	Points Awarded
File 1	Preliminary Information	N/A	Fail
File 2	Organization Qualifications and Experience	30	N/A
File 3	Proposed Services	30	N/A
File 4	Cost Proposal	40	N/A
		Total: 100	Total:

Bidder/Applicant Name	Blue Line Solutions
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Date of Team Evaluation	10/14/25
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File 1 Preliminary Information	
	Team Notes
Appendix A (Proposal Cover Page)	Form was not provided but the same information was provided.
Appendix B (Responsible Bidder Certification)	Form was not provided, just referenced in their text, no signatures provided.
Eligibility to Submit Bids	
Copy of the Bidders Guard Vetting Policy	Policy was not provided. But they detailed out their expectations in the bid response which covers the same thing.
Copy of the Bidders Drug Testing Policies.	Policy was not provided. But they detailed out their expectations in the bid response which covers the same thing.
Copy of State of Maine Licensure as a Contract Security Guard Company	Fail – was not provided.
Final Eligibility Determination	Failure
Failure Reason(s), if applicable	Copy of License was not provided. Appendix A & B were not attached Additionally, the policies were not provided, though the information they have them and what would be in them generically was provided as background.
Bidders who fail to meet all eligibility requirements, as determined by the evaluation team, are removed from further consideration for award by the evaluation team.	

**While their cost proposal was not reviewed by the team the coordinator did review it. The total for the 7 years was \$270,000 less in their “summed up total” vs if you added up the breakdown.

Bidder/Applicant Name	First Protection Inc.
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Date of Team Evaluation	10/14/2025
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State of Maine

Department of Defense, Veterans & Emergency Management

Military Bureau

RFP# 202507109

Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

TEAM CONSENSUS EVALUATION NOTES

RFP Coordinator	Name	Tanya L. Schaub
	Title	Procurement Manager
	Email	Tanya.L.Schaub@Maine.Gov

Evaluation Team	
Name	Joseph W. Wilson
Name	MAJ Robert J. Howard
Name	SFC Beau E. Blanchard
Name	1LT Connor J. Jones

Bidder/Applicant Name	First Protection Inc.
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Date of Team Evaluation	10/14/2025
--------------------------------	------------

SUMMARY

		Points Available	Points Awarded
File 1	Preliminary Information	N/A	Pass
File 2	Organization Qualifications and Experience	30	18
File 3	Proposed Services	30	18
File 4	Cost Proposal	40	35.11
		Total: 100	Total: 71.11

Bidder/Applicant Name	First Protection Inc.
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Date of Team Evaluation	10/14/2025
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File 1 Preliminary Information	
	Team Notes
Appendix A (Proposal Cover Page)	1. Provided
Appendix B (Responsible Bidder Certification)	1. Provided and signed "wet"
Eligibility to Submit Bids	
Copy of the Bidders Guard Vetting Policy	Provided as part of the pre-employment policy provided.
Copy of the Bidders Drug Testing Policies.	Pre employment policy, their drug testing policy as well as their documentation from the SOM Dept of Labor & Standards and DHHS for their Drug Testing Policy as well as their Employee EAP.
Copy of State of Maine Licensure as a Contract Security Guard Company	Provided
Final Eligibility Determination	Pass
Failure Reason(s), if applicable	

Bidder/Applicant Name	First Protection Inc.
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Date of Team Evaluation	10/14/2025
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File 2	
Organization Qualifications and Experience	
Points Available	Points Awarded
30	18

Section	Team Notes
Overview of the Organization	<ol style="list-style-type: none"> 1. More than 25years in business 2. Regional group, always have been 3. Listed current SOM projects 4. Smaller workforce – 80 full/part time officers, and that covers at least 3 states.
Subcontractors	<ol style="list-style-type: none"> 1. None stated for use
Organizational Chart	<ol style="list-style-type: none"> 1. Very generic no names of people with their organization
Litigation	<ol style="list-style-type: none"> 1. No litigation within the last 5 years
Financial Viability	<ol style="list-style-type: none"> 1. They are a “low risk” vendor on the Dun & Bradstreet dashboard, low credit recommendation. 2. Smaller business
Licensure/Certification	<ol style="list-style-type: none"> 1. The certifications shown were for their VP’s unknown if others in the organizations are also certified, specifically for the firearm training etc. 2. Showed associated licenses, programs (not asked for) but good to have this information
Certificate of Insurance	<ol style="list-style-type: none"> 1. provided

Additional Information:

- Hold the current contract
- They have been overall reliable for us
- Good response on last-minute requests
- Concerned about all the OT they are having all of their employee’s work, concerned about burnout and fatigue in the long run. Also concerned about how this can/will affect the max hours worked and time off between shifts
- There has been a lot of turnover in the operation manager position.

Bidder/Applicant Name	First Protection Inc.
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Date of Team Evaluation	10/14/2025
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File 3 Proposed Services	
Points Available	Points Awarded
30	18

Section	Team Notes
Proposed Services	<ol style="list-style-type: none"> 1. They did provide the general “generic” things addressing all the items. 2. They have experience in the position, so they were able to point out “key phrases” that we use 3. They talked about the different services, who they are looking for, how they train and test. Supervision etc.
Implementation – Work Plan	<ol style="list-style-type: none"> 1. They list top line goals of implementation. This is the incumbent so there is no “turn over” 2. Sufficient detail based on their experience with us.

General comments:

- As they are the incumbent we are trying to keep knowledge of the current experiences out of the evaluation to not let thing work against them, or for them when not asked for in the bids.
- They have struggled to responding when we have asked for anti-terrorism spot checking - such as vehicle searches
- They don't have proposed services plan for how to do things better etc. or to reassess how something is working or needs to be improved upon

Bidder/Applicant Name	First Protection Inc.
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Date of Team Evaluation	10/14/2025
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File 4 Cost Proposal	
Points Available	Points Awarded
40	35.11

Scoring Formula						
Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Pro-Rated Score
\$3,547,341.70	/	\$4,040,943.60	x	40	=	35.11

Team Notes
1.

Bidder/Applicant Name	Strategic Security Corp
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Date of Team Evaluation	10/14/25
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State of Maine

Department of Defense, Veterans & Emergency Management

Military Bureau

RFP# 202507109

Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

TEAM CONSENSUS EVALUATION NOTES

RFP Coordinator	Name	Tanya L. Schaub
	Title	Procurement Manager
	Email	Tanya.L.Schaub@Maine.gov

Evaluation Team	
Name	Joseph W. Wilson
Name	MAJ Robert J. Howard
Name	SFC Beau E. Blanchard
Name	1LT Connor J. Jones

Bidder/Applicant Name	Strategic Security Corp
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Date of Team Evaluation	10/14/25
--------------------------------	----------

SUMMARY

		Points Available	Points Awarded
File 1	Preliminary Information	N/A	Fail
File 2	Organization Qualifications and Experience	30	N/A
File 3	Proposed Services	30	N/A
File 4	Cost Proposal	40	N/A
		Total: 100	Total:

Bidder/Applicant Name	Strategic Security Corp
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Date of Team Evaluation	10/14/25
--------------------------------	----------

File 1 Preliminary Information	
	Team Notes
Appendix A (Proposal Cover Page)	All filled out and correct form signed and provided.
Appendix B (Responsible Bidder Certification)	All filled out and correct form signed and provided.
Eligibility to Submit Bids	
Copy of the Bidders Guard Vetting Policy	Policy was not provided. But they detailed out their expectations in the bid which covers the same thing.
Copy of the Bidders Drug Testing Policies.	Policy was not provided. But they do describe that they have one and what it entails in the technical documents, which covers the intent of the requirement. For the pass/fail process.
Copy of State of Maine Licensure as a Contract Security Guard Company	Fail – was not provided.
Final Eligibility Determination	Failure
Failure Reason(s), if applicable	<p>Copy of License was not provided.</p> <p>While the policies requested were not provided their policies are referenced in their technical proposal. That being said, we are “assuming” the technical proposal also pertains to our RFP.**</p> <p>Finally, the bid cost document was also not filled out correctly and no \$/hr for additional work was provided (armed or unarmed). Also was not clear which location \$’s were used for the 7-year project total and whether it was the armed or unarmed amounts.</p>
Bidders who fail to meet all eligibility requirements, as determined by the evaluation team, are removed from further consideration for award by the evaluation team.	

**Their technical proposal appears to have been developed for another project. While the cover sheet was for our RFP the next 2 pages detailing out what the proposal was for and what it would cover were not. It was for a 2020 proposal for “Request for Proposals for Armed Security Services for Hauppauge School District” in New York.

Bidder/Applicant Name	Vets Securing America
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Date of Team Evaluation	10/14/2025
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State of Maine

Department of Defense, Veterans & Emergency Management

Military Bureau

RFP# 202507109

Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

TEAM CONSENSUS EVALUATION NOTES

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	Email	Tanya.L.Schaub@Maine.Gov

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Name	MAJ Robert J. Howard
Name	SFC Beau E. Blanchard
Name	1LT Connor J. Jones

Bidder/Applicant Name	Vets Securing America
------------------------------	-----------------------

Date of Team Evaluation	10/14/2025
--------------------------------	------------

SUMMARY

		Points Available	Points Awarded
File 1	Preliminary Information	N/A	Pass
File 2	Organization Qualifications and Experience	30	28
File 3	Proposed Services	30	30
File 4	Cost Proposal	40	40.00
		Total: 100	Total: 98

Bidder/Applicant Name	Vets Securing America
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Date of Team Evaluation	10/14/2025
--------------------------------	------------

File 1 Preliminary Information	
	Team Notes
Appendix A (Proposal Cover Page)	1. Provided
Appendix B (Responsible Bidder Certification)	1. Provided and signed "wet"
Eligibility to Submit Bids	
Copy of the Bidders Guard Vetting Policy	Policy is provided
Copy of the Bidders Drug Testing Policies	Policy is provided
Copy of State of Maine Licensure as a Contract Security Guard Company	Provided
Final Eligibility Determination	Pass
Failure Reason(s), if applicable	

Bidder/Applicant Name	Vets Securing America
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Date of Team Evaluation	10/14/2025
--------------------------------	------------

File 2	
Organization Qualifications and Experience	
Points Available	Points Awarded
30	28

Section	Team Notes
Overview of the Organization	<ol style="list-style-type: none"> 1. Primary employees are veterans, so they understand the security that we need. Managed and owned by vets but they do hire others. 2. 17 years in business, 6,000 employees across the country 3. They don't specify a local office but Google showed one located in – Bangor 4. They note they are expanding and looking for more opportunities 5. Extensive background in their leadership with security and anti-terrorism
Subcontractors	<ol style="list-style-type: none"> 1. They have enough resources to provide employees for this contract.
Organizational Chart	<ol style="list-style-type: none"> 1. Names and positions of senior leadership (inc. the NE regional manager) but only the executive level on chart. 2. Bios for the principals of the company (upper leadership with backgrounds).
Litigation	<ol style="list-style-type: none"> 1. One current litigation, in Maine which is highly contested by the firm, they provided a letter that there is a case. 2. No previous cases have resulted in them having to pay or settle.
Financial Viability	<ol style="list-style-type: none"> 1. Low/moderate Dun & Broadstreet – but decent credit for liquidity
Licensure/Certification	<ol style="list-style-type: none"> 1. Provided
Certificate of Insurance	<ol style="list-style-type: none"> 1. Provided as requested

Additional Comments:

- Like the policy where they discussed the accountability of their vehicles and personnel
- Good size 50 plus branch offices, not too big but enough accounts

Bidder/Applicant Name	Vets Securing America
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Date of Team Evaluation	10/14/2025
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File 3 Proposed Services	
Points Available	Points Awarded
30	30

Section	Team Notes
Proposed Services	<ol style="list-style-type: none"> 1. Both their tasks and their philosophy were discussed in depth providing a good understanding. 2. Customer Service and De-Escalation training pointed out and viewed as excellent training 3. Client access portals – can see activities, reports and training etc. 4. Liked the details on the pre/post-employment training and requirements 5. Specify that they can temporarily up the number of employees for anti-terrorism checks (such as vehicle searches etc)
Implementation – Work Plan	<ol style="list-style-type: none"> 1. Nicely laid out transition chart and plan and then they explained how it will work more detail

Additional Comments:

- Group likes their use of technology, making sure guards are doing their required activities etc
- Examples shown of the daily logs and incident reports. Group liked that they already have these in place and can start on day 1.
- Contract and business reviews with the customer multiple times a year, looks like good interaction and reviews.
- Intrinsic organization

Bidder/Applicant Name	Vets Securing America
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Date of Team Evaluation	10/14/2025
--------------------------------	------------

File 4 Cost Proposal	
Points Available	Points Awarded
40	40.00

Scoring Formula						
Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Pro-Rated Score
\$3,547,341.70	/	\$3,547,341.70	x	40	=	40.00

Team Notes
1. Concern that they are low for the 7 years.

Evaluator	Name	Joseph Wilson
	Title	Public Service Manager I
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Date of Individual Evaluation	10/10/2025
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State of Maine

Department of Defense, Veterans & Emergency Management

Military Bureau

RFP# 202507109

Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

INDIVIDUAL EVALUATION NOTES

Evaluator	Name	Joseph Wilson
	Title	Public Service Manager I
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Date of Individual Evaluation	10/10/2025
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	Company based in Irvine, California with a local office in Scarborough, Maine. Additional offices in New Hampshire and Massachusetts if additional support is needed. Has been in business since 1957. Operations in over 100 countries, 770,000 employees and over 1400 local offices. Extensive experience with military and government clients. Referenced three ongoing projects, all with the military. Projects references were in Massachusetts, Pennsylvania, and Hawaii.
Subcontractors	Bidder state they will not be utilizing sub-contractors initially but will communicate for approval if there are changes.
Organizational Chart	Provided an organizational chart that included a few of the principals but it was quite generic without any details of the individuals listed or what their specific roles would be for this project.
Litigation	Response for this consisted of their admission that litigation routinely occurs in the nature of their business including bankruptcy and civil cases and states that the number of instances is typical for an organization of its size and scope.
Financial Viability	Included Dun & Bradstreet report showing a “moderate/high” risk overall.
Licensure/Certification	Submitted a copy of State of Maine Contract Security Company license valid through 6/20/2026.
Certificate of Insurance	Has a valid certificate of liability insurance with adequate coverage amounts.

Evaluator	Name	Joseph Wilson
	Title	Public Service Manager I
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Date of Individual Evaluation	10/10/2025
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File 3 – Proposed Services

	Individual Notes
Proposed Services	Provided a list of proposed services which were very generic in nature and simply stated they would do everything in alignment with State requirements without going into much detail as to the specifics of accomplishment. They also included a brief list of deliverables and outcomes, which again did not address any of them in specificity.
Implementation – Work Plan	Their implementation/work plan listed several topics including transition, recruitment, and start-up. They discussed their team approach and included transition team members. They proclaimed their phase-in objectives and key tasks to be done along with a chart of weekly activities. For all the above plans and implementations, very few went into much detail of how they would specifically be done.

Evaluator	Name	Major Robert J. Howard
	Title	Directory of Military Support
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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State of Maine

Department of Defense, Veterans & Emergency Management

Military Bureau

RFP# 202507109

Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

INDIVIDUAL EVALUATION NOTES

Evaluator	Name	Major Robert J. Howard
	Title	Directory of Military Support
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Date of Individual Evaluation	10/14/25
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	Organization has survived several decades and employs several hundred thousand. They have worked in defense contracts as evidence by the three projects they identified, so they should know what to expect.
Subcontractors	Do not intend to use subcontractors
Organizational Chart	Provided regional organization chart that could be useful for support of conflict with security guards if needed. It would be more helpful if contact information is provided.
Litigation	Although there are no specific litigation cited, they mention with a company their size, there are constantly being lawsuits filed against them. They do mention there are claims of unlawful firing and equal opportunity allegations against them.
Financial Viability	Some concerns with financial viability. Business is 52-58% likely to fail in the next year and current valuation is \$131k. These statistics are concerning.
Licensure/Certification	Provided
Certificate of Insurance	Certificate of liability insurance

Evaluator	Name	Major Robert J. Howard
	Title	Directory of Military Support
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Date of Individual Evaluation	10/14/25
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File 3 – Proposed Services

	Individual Notes
Proposed Services	Pretty generic/boiler plate, but they clearly outline services they'll be providing based on the RFP services needed outlined.
Implementation – Work Plan	I like they have a plan and a team to implement their integration plan, although I'm a little concerned about the timeline.

Evaluator	Name	SFC Blanchard, Beau E
	Title	Anti-Terrorism Program Coordinator
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Evaluator	Name	SFC Blanchard, Beau E
	Title	Anti-Terrorism Program Coordinator
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Date of Individual Evaluation	<u>10/14/2025</u>
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	Long tenured company. Experience with NG
Subcontractors	N/A
Organizational Chart	Concise
Litigation	Non Specific
Financial Viability	Slight concern
Licensure/Certification	Good to go
Certificate of Insurance	Good to go

Evaluator	Name	SFC Blanchard, Beau E
	Title	Anti-Terrorism Program Coordinator
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Date of Individual Evaluation	<u>10/14/2025</u>
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File 3 – Proposed Services

	Individual Notes
Proposed Services	Complete list of provided services
Implementation – Work Plan	Local support, modern scheduling and a transition team

Evaluator	Name	Connor Jones
	Title	Protection Officer
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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State of Maine

Department of Defense, Veterans & Emergency Management

Military Bureau

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Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

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Evaluator	Name	Connor Jones
	Title	Protection Officer
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Date of Individual Evaluation	10/15/2025
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	Organization is broad in scope and services provided. Large company of over 770,000 with a local office in Southern Maine. Experience working with DoD entities. Company received glowing reviews from their listed referrals, stated to be known for their flexibility.
Subcontractors	No subcontractors will be used for this contract.
Organizational Chart	Organizational chart generic, no associated names or listed personnel to assigned positions.
Litigation	Litigation paragraph is relatively vague, stating it would be impractical to list all the litigation the company is currently involved in.
Financial Viability	Viability is concerning, financial documentation provided lists company at over 50% fail rate within a year, additionally liquidity is shown as low for a larger company via creditable amount.
Licensure/Certification	Licensure provided.
Certificate of Insurance	Insurance provided.

Evaluator	Name	Connor Jones
	Title	Protection Officer
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Allied Universal Security Services
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Date of Individual Evaluation	10/15/2025
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File 3 – Proposed Services

	Individual Notes
Proposed Services	Proposed services meet the intent of the account.
Implementation – Work Plan	Implementation and associated work plan are coherent and logical, color coded and oriented for common understanding. No concerns with current workplan. Previous vendors list company as practical and efficient, capable of executing contract turnover.

Evaluator	Name	Joseph Wilson
	Title	Public Service Manager I
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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INDIVIDUAL EVALUATION NOTES

Evaluator	Name	Joseph Wilson
	Title	Public Service Manager I
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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Date of Individual Evaluation	10/10/2025
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	First Protection Services has been in business for over 25 years. They originated in southern Maine and have always been a regional firm. Maintains a staff of 80 full and part-time officers in offices in Scarborough, Maine, Portsmouth, NH, and Boston, MA. Touted their reputation and respect in their field. Diverse workforce with backgrounds in public safety, law enforcement, EMT's, firefighters and military. Listed three current projects all in the State of Maine. One is the contract they currently hold with DVEM for the past five years. The other two, with Maine College of Art and Maine Health, have been on-going for twelve and thirteen years respectively.
Subcontractors	FPS states they will not be utilizing subcontractors for personnel or for any other need.
Organizational Chart	Provided an organizational chart that was quite generic without any individuals listed or what their specific roles would be for this project. They did provide bios of their President and CEO, VP & GM, and local supervisor.
Litigation	FPS has not been involved in any litigation in the past 5 years.
Financial Viability	FPS included their scores and rating by Dun & Broadstreet along with their credit recommendation and an overall business risk rated "low".
Licensure/Certification	Provided copy of State of Maine Contract Security Company license valid from 4/1/2025 to 4/1/2026.
Certificate of Insurance	Submitted certificate of liability insurance with adequate coverage amounts.

Evaluator	Name	Joseph Wilson
	Title	Public Service Manager I
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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File 3 – Proposed Services

	Individual Notes
Proposed Services	FPS provided an extensive list of items and actions they will provide under the proposed contract. These included adhering to the required schedule, their vetting, pre-employment requirements, and training. They described their plan for employee retention, their IT support and supervision plans. They also addressed their conduct of operations. These were not in great detail but did address all aspects of the RFP.
Implementation – Work Plan	This bidder included an outline of topics to implement their work plan. This listed several topics including meetings, orientation, and weekly milestones. None of these topics went into much detail-just top line goals. They included examples of training forms and logs to be used as well as evaluations and physical assessments. In terms of providing detailed, relevant information in response to the RFP, I think this was a little light on substance.

Evaluator	Name	Major Robert J. Howard
	Title	Directory of Military Support
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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Evaluator	Name	Major Robert J. Howard
	Title	Directory of Military Support
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	
Subcontractors	No subcontractors
Organizational Chart	Provided, but does not associate names to positions. I would like to know who fills these positions in their org chart.
Litigation	No litigation in the last 5 years.
Financial Viability	Low risk. Rating is good, but low credit recommendation
Licensure/Certification	Provided
Certificate of Insurance	Provided

Evaluator	Name	Major Robert J. Howard
	Title	Directory of Military Support
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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File 3 – Proposed Services

	Individual Notes
Proposed Services	Sufficiently provided all expected services with detail on what they're looking for employment-wise, how they're going to train them, supervision, retention, IT support, and many other services.
Implementation – Work Plan	Sufficient amount of detail provided based on their experience with this contract.

Evaluator	Name	SFC. Blanchard Beau, E
	Title	Anti-Terrorism Program Coordinator
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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Evaluator	Name	SFC. Blanchard Beau, E
	Title	Anti-Terrorism Program Coordinator
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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Date of Individual Evaluation	10/14/2025
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	OK. High turnover
Subcontractors	N/A
Organizational Chart	Relatively generic
Litigation	None in the past 5 years
Financial Viability	Moderate
Licensure/Certification	Yes
Certificate of Insurance	Yes

Evaluator	Name	SFC. Blanchard Beau, E
	Title	Anti-Terrorism Program Coordinator
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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File 3 – Proposed Services

	Individual Notes
Proposed Services	Light on information
Implementation – Work Plan	Needs more detail

Evaluator	Name	Connor Jones
	Title	Protection Officer
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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Evaluator	Name	Connor Jones
	Title	Protection Officer
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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Date of Individual Evaluation	10/15/2025
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	Organization is currently incumbent and regionally located with an emphasis on Maine. Bidder received high praise from all clients contacted. Invoicing procedures and communication channels are efficient and relatively devoid of errors. Company is a relatively smaller company. No current self-evaluation program in place to measure company successes and remediations.
Subcontractors	No subcontractors will be utilized for this contract.
Organizational Chart	Organizational chart is clear, however, hierarchy appears to be broken as the operations manager role experiences high turnover, forcing the Vice President of the company to frequently act in this position.
Litigation	Bidder has experienced no litigation within the past five years.
Financial Viability	Company remains low risk and financially viable.
Licensure/Certification	A host of licenses and certifications were provided, all state licensure is applicable, however, individual licenses are listed for President and Vice President of the company. These are likely non-applicable as the Vice President is not acting within a security role. A document outlining the guard licensing program would be more beneficial.
Certificate of Insurance	Certificates provided.

Evaluator	Name	Connor Jones
	Title	Protection Officer
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	First Protection Inc.
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Date of Individual Evaluation	10/15/2025
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File 3 – Proposed Services

	Individual Notes
Proposed Services	Proposed services meet the intent of the contract. There is a concern with the amount of reoccurring overtime by current employees affecting the standard of services provided.
Implementation – Work Plan	Work implementation plan is generically vague and likely unnecessary due to the fact they are the current contractor.

Evaluator	Name	Joseph Wilson
	Title	Public Service Manager I
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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State of Maine

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Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

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Evaluator	Name	Joseph Wilson
	Title	Public Service Manager I
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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Date of Individual Evaluation	10/10/2025
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	Did provide a brief overview of their organization including references to their company founding in 2008, company history, number of offices in U.S., licensure information, and contract fulfillment. Referenced three current projects with adequate descriptions of services provided which were fairly pertinent to our needs. One of them was with a State of Maine entity, the Dorothea Dix Psychiatric Center since 2020, and two Texas contracts with Bexar County and the Texas Military Department.
Subcontractors	VSA states they will not be utilizing subcontractors for personnel or for any other need. They are equipped to provide everything in-house.
Organizational Chart	They did provide a high-level company organizational chart. which included resumes/bios of the principals of the company.
Litigation	Included information regarding a current lawsuit in the early stages and the charges brought. They also asserted that there have been no previous cases where they paid or settled.
Financial Viability	VSA included their scores and rating by Dun & Broadstreet along with their credit recommendation and an overall business risk rated “low/moderate”.
Licensure/Certification	Provided copy of State of Maine Contract Security Company license valid from 3/13/25 to 3/13/26.
Certificate of Insurance	Submitted certificate of liability insurance with adequate coverage amounts.

Evaluator	Name	Joseph Wilson
	Title	Public Service Manager I
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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File 3 – Proposed Services

	Individual Notes
Proposed Services	<p>Provided an overview of resources and how they would align the State’s tasks and requirements with their resources. Addressed specific requirements including IEC, CVI, and RAM which were fairly consistent to RFP requirements. Reviewed training provided by bidder for CSG’s which covered the necessary RFP listing. Provided a brief synopsis of their plan of approach and their philosophy in providing the highest levels of integrity and tact from the top of the organization on down. The services they are proposing to provide would fit in with the overall needs of DVEM.</p>
Implementation – Work Plan	<p>This bidder included a very detailed and comprehensive outline of the implementation of their work plan. They submitted a chart listing tasks they would accomplish over the first four weeks of the service. This was backed up with narrative on the major aspects of that list. They addressed having periodic meetings to discuss contract and business reviews. They listed their plan for staffing and background screenings which were in line with State and Federal requirements. They went into great detail regarding their training requirements, both pre-employment, on the job, and on-going retraining and recertifications. They showed a KPI “scorecard” they utilize to measure employee and company performance. They provided a listing of the principals of the company showing each of their individual responsibilities of the proposed contract. They introduced a software program they use called TrackTix which the CSG’s use to communicate real time with the company and to produce reporting relevant to the contract. I feel the proposal presented by this bidder was impressive and addressed most, if not all, of the RFP.</p>

Evaluator	Name	Major Robert J. Howard
	Title	Directory of Military Support
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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Evaluator	Name	Major Robert J. Howard
	Title	Directory of Military Support
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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Date of Individual Evaluation	10/14/25
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	Impressive organizational overview. Been in business since 2008 and currently employ 6000 employees across the country.
Subcontractors	Well-equipped to be able to resource security internally
Organizational Chart	Includes senior leadership, but no local representatives listed
Litigation	Currently have one active in Maine for sexual harassment, disability and retaliation. This is concerning to me, but they are fighting it.
Financial Viability	Very good financial valuation.
Licensure/Certification	Provided
Certificate of Insurance	Provided

Evaluator	Name	Major Robert J. Howard
	Title	Directory of Military Support
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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File 3 – Proposed Services

	Individual Notes
Proposed Services	They address services provided in great detail with specific information on training requirements, both pre-employment and ongoing/annual recertification. They staff 20% over what is required at the site to be able to surge assistance and cover vacation or scheduled off time. I love their employee monitoring system and the purpose for it.
Implementation – Work Plan	I really like the chart provided and detail following on how they plan to integrate new personnel.

Evaluator	Name	SFC. Blanchard, Beau E
	Title	Anti-Terrorism Program Coordinator
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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	Title	Anti-Terrorism Program Coordinator
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	In depth and informative
Subcontractors	N/A
Organizational Chart	Basic but informative
Litigation	None
Financial Viability	Good
Licensure/Certification	Provided
Certificate of Insurance	Provided

Evaluator	Name	SFC. Blanchard, Beau E
	Title	Anti-Terrorism Program Coordinator
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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File 3 – Proposed Services

	Individual Notes
Proposed Services	Outstanding, informative and concise
Implementation – Work Plan	In depth, detailed and achievable

Evaluator	Name	Connor J. Jones
	Title	Protection Officer
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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INDIVIDUAL EVALUATION NOTES

Evaluator	Name	Connor J. Jones
	Title	Protection Officer
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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Date of Individual Evaluation	10/14/2025
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File 2 – Organization Qualifications and Experience
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	Individual Notes
Overview of the Organization	Organization is well structured with defined hierarchy and regional assets. Long standing organization with experience cooperating with DoD entities. Client Contacts provided offered detrimental reviews of services currently provided. Contacts stated that invoices are frequently incorrect, employees are not held to a standard, coverage lapses occur frequently, turnover is high, and that there are “better security contracts out there” that they will aim for in the next RFP.
Subcontractors	Subcontractors will not be utilized by this vendor.
Organizational Chart	Organizational chart is well defined, Northeast regional manager identified.
Litigation	Concerning litigation regarding sexual harassment and disability discrimination. Company’s honesty regarding the ongoing litigation is admirable, forms of litigation are expected for national companies with multitudes of employees.
Financial Viability	Financially viable with Low/Moderate risk and high creditable borrowing abilities.
Licensure/Certification	State licensure is present.
Certificate of Insurance	Insurance provided and encompassing.

Evaluator	Name	Connor J. Jones
	Title	Protection Officer
	Department	Department of Defense, Veterans & Emergency Management – Military Bureau

Bidder/Applicant Name	Vets Securing America
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File 3 – Proposed Services

	Individual Notes
Proposed Services	Proposed services meet the requirements listed within the contract. GPS services provided are unique and beneficial to the contract.
Implementation – Work Plan	Work plan is detailed and thorough.



Janet T. Mills
Governor

**STATE OF MAINE
DEPARTMENT OF DEFENSE,
VETERANS & EMERGENCY
MANAGEMENT – *Military Bureau***

**Brigadier General
Diane L. Dunn,
Commissioner and Adjutant General**

**AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202507109**

RFP TITLE: Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

I, Joseph W. Wilson, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans & Emergency Management – *Military Bureau*. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Bidders:

- Blue Line Solutions
- Vets Securing America
- Allied Universal Security Services
- First Protection Services, Inc.
- Strategic Security Corp

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Joseph.W. Wilson

Signature

10/9/2025

Date



Janet T. Mills
Governor

**STATE OF MAINE
DEPARTMENT OF DEFENSE,
VETERANS & EMERGENCY
MANAGEMENT – *Military Bureau***

**Brigadier General
Diane L. Dunn,
Commissioner and Adjutant General**

**AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202507109**

RFP TITLE: Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

I, Maj Robert Howard accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans & Emergency Management – *Military Bureau* I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Bidders:

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- Vets Securing America
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I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

HOWARD.ROBERT.J
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Signature

Date



Janet T. Mills
Governor

**STATE OF MAINE
DEPARTMENT OF DEFENSE,
VETERANS & EMERGENCY
MANAGEMENT – *Military Bureau***

**Brigadier General
Diane L. Dunn,
Commissioner and Adjutant General**

**AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202507109**

RFP TITLE: Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

I, SFC Beau Blanchard accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans & Emergency Management – *Military Bureau* I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Bidders:

- Blue Line Solutions
- Vets Securing America
- Allied Universal Security Services
- First Protection Services, Inc.
- Strategic Security Corp

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

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Signature

Date



Janet T. Mills
Governor

**STATE OF MAINE
DEPARTMENT OF DEFENSE,
VETERANS & EMERGENCY
MANAGEMENT – *Military Bureau***

**Brigadier General
Diane L. Dunn,
Commissioner and Adjutant General**

**AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202507109**

RFP TITLE: Security Guard Services for the Joint Force Headquarters in Augusta, Maine & Army Air Services Facilities in Bangor, Maine

I, LT Connor Jones accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans & Emergency Management – *Military Bureau* I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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Date