



City of Santa Ana
20 Civic Center Plaza, Santa Ana, CA 92701
Staff Report
June 17, 2025

TOPIC: Armored Transport Services

AGENDA TITLE

Agreement with Fortress Armored Services Company for Armored Transport Services (Specification No. 25-041) (General Fund)

RECOMMENDED ACTION

Authorize the City Manager to execute an agreement with Fortress Armored Services Company to provide armored transport services in an amount not to exceed \$104,973, for a term beginning July 1, 2025 and expiring June 30, 2028, with provisions for two (2), 1-year extensions (Agreement No. A-2025-XXX).

GOVERNMENT CODE §84308 APPLIES: Yes

DISCUSSION

The Treasury and Customer Services Division ("TCS") of the Finance and Management Services Agency ("FMSA") is responsible for the secure collection, storage, and distribution of City monies, including checks, cash, coins, and other financial items. As such, the City has ongoing needs for armored transportation services to collect treasury items for transit and deposit into the City's banking facility. Presently, the City utilizes an armored vehicle service for picking up and delivering bank deposits at two city locations: City Hall and the Santa Ana Zoo.

The City's current agreement with its armored transport providers expires June 30, 2025. To enhance customer service and improve transport reliability, staff initiated a competitive bidding process. Request for Proposals (RFP) No. 25-041 was issued on March 11, 2025, on the City's online bid management and publication system. A summary of vendor participation and results is as follows:

14	Vendors Notified
0	Santa Ana Vendors Notified
6	Vendors Downloaded the RFP Packet
1	Responsive Proposal Received
0	Proposals Received from Santa Ana Vendors

Proposals were solicited, opened on April 10, 2025, and evaluated. One (1) proposal was submitted by the RFP deadline, was determined to be responsive to the specifications, and met the City's requirements. An evaluation committee reviewed the responsive proposal and rated it according to the criteria listed in the RFP.

Staff recommends awarding an agreement to the only proposer, Fortress Armored Services Company ("Fortress") (Exhibit 1). The proposal submitted by Fortress was found to meet the City's needs, offer the best value, and is appropriate for the services requested. Fortress possesses a strong background and experience, understanding of the scope of work, and value added customer service. A contingency of \$9,540 has been included to account for unexpected pickups that may occur throughout the year. This amount also provides flexibility in the event that armored transport services are needed at additional City facilities in the future.

Local Outreach Efforts

The Purchasing Division advertised this project on the City's online bid management and publication system, which directly notified zero Santa Ana vendors, as there are no armored transportation service providers located in Santa Ana. As a result, six (6) vendors downloaded the RFP packet and one (1) submitted a bid for consideration.

ENVIRONMENTAL IMPACT

There is no environmental impact associated with this action.

FISCAL IMPACT

Funding is included in the proposed FY 2025-26 budget and funding for subsequent fiscal years will be incorporated into future proposed budgets for City Council consideration.

Fiscal Year	Accounting Unit – Acct #	Fund Description	Accounting Unit, Acct Description	Amount
Three-Year Base Term				
2025-26	01110130-62300	General Fund	Contact Services Professional	\$19,382
2026-27	01110130-62300	General Fund	Contract Services Professional	\$20,163
2027-28	01110130-62300	General Fund	Contract Services Professional	\$20,955
Optional Two-Year Extensions				
2028-29	01110130-62300	General Fund	Contract Services Professional	\$21,802
2029-30	01110130-62300	General Fund	Contract Services Professional	\$22,671
			Grand Total	\$104,973

EXHIBIT(S)

1. Consultant Agreement with Fortress
2. RFP 25-041

Submitted By: Alex Trinidad, Acting Executive Director, Finance and Management
Services Agency

Approved By: Alvaro Nuñez, City Manager