FORTY NINERS STADIUM MANAGEMENT COMPANY

Date:	August 12, 2026
To:	Jovan Grogan Executive Director Santa Clara Stadium Authority
From:	Procurement Department Forty Niners Stadium Management Company LLC
Subject:	Recommendation for Award – RFP# FY25-0083 for Levi's Stadium Professional Security Integrator Services

Recommendation:

1. Approve and authorize the Stadium Manager to enter into an agreement with Superior Alarm Systems ("SAS") to provide on-call, as-needed professional security integrator services at Levi's Stadium for an initial term of five (5) years commencing August 19, 2026, and expiring August 18, 2031, with five (5) optional one-year extensions through August 18, 2036 ("Agreement"), with a total not to exceed of One Million Eight Hundred Thirty Eight and Twenty Two Dollars ($1,838,022.00). The term for each fiscal year is contingent on the SCSA approving the applicable fiscal year's budget, including amounts due under the Agreements.

2. Authorize the SCSA Executive Director to approve future amendments as needed to: (a) exercise the option to extend the Agreement by five (5) one-year extension periods through August 18, 2036; and, (b) adjust labor rates for each one-year extension period by up to five percent (5%), in accordance with the terms and conditions associated with rate increases in Exhibit B of the Agreement.

3. Authorize the Stadium Manager to execute and administer task orders with SAS to perform services for approved security department budgeted items approved as part of the SCSA annual budget process during any fiscal year within the initial term and any extension periods, consistent with the terms and funding limitations set forth therein.

Reasons for Recommendation

Levi's Stadium operates a large-scale, high-profile venue that serves a significant number of patrons and is subject to heightened security expectations and obligations, including compliance with applicable laws, regulations, and industry standards governing public safety, critical infrastructure protection, and risk management. Any failure or inadequacy in the Stadium's security systems could result in significant operational, legal, financial, and reputational risk. Therefore, maintaining a robust, reliable, and continuously updated security infrastructure supported by qualified experts remains essential to protecting the venue, its operations, and its guests.

We are requesting a delegation of authority to enter into a long-term agreement with a qualified security integrator. All services will be performed pursuant to executed task orders.

Stadium Manager has not previously had a contract with a security integrator. However, the Stadium's security infrastructure is aging, and security technologies are advancing rapidly requiring a level of expertise that only a qualified and experienced security integrator can properly address. Security integrators design, procure, install, and manage integrated security ecosystems. They conduct risk assessments and offer strategic planning. They select and source best-fit security equipment such as video surveillance, access control, perimeter protection, and screening technologies. At Levi's Stadium, the security integrator will oversee the installation and integration of these systems within a centralized command center that enables real-time monitoring, incident response, and data-driven decision-making, often enhanced by analytics and AI. Security integrators also support event-day operations by improving crowd flow and safety, ensuring cybersecurity across connected systems, and enabling interoperability with public safety agencies for coordinated emergency response. Beyond deployment, they provide ongoing maintenance, system upgrades, and performance analysis, helping large-scale venues such as Levi's Stadium continuously improve security and efficiency.

The security integrator will provide additional value by coordinating and collaborating with other Stadium vendors, contractors, and project teams to ensure that all Stadium projects are executed with appropriate consideration for security requirements. This includes ensuring that security systems are properly integrated into broader infrastructure projects and that security functionality is maintained or enhanced throughout all phases of design and construction.

Given the nature of the services, the security integrator will have access to highly sensitive and confidential security systems, infrastructure, and information. To mitigate risk and preserve the integrity of these systems, it is essential to limit access to a narrowly defined, controlled group of authorized personnel. The use of multiple security integrators for short-term engagements could increase security risk, create inefficiencies, and compromise operational continuity. Establishing a single, long-term security integrator is critical to maintaining sensitive security information control, as it minimizes the number of external parties with system access and reduces the need for repeated onboarding, training, and exposure of sensitive security information.

Further, the Stadium is subject to oversight and compliance requirements including, but not limited to, SAFETY Act designations promulgated by the US Department of Homeland Security and other regulatory frameworks. These requirements depend on maintaining a fully operational, reliable, and adaptable security system. The security integrator's ability to modify and enhance the system in response to evolving regulatory standards is essential to maintaining compliance and avoiding operational, legal, financial, and reputational risk.

RFP Process:
On September 25, 2025, Stadium Manager issued a Request for Proposals (RFP) to select a security integrator to provide on-call, as-needed, professional security integrator services for Levi's Stadium. Stadium Manager published the RFP on Bonfire Interactive, Stadium Manager's eProcurement portal. In addition to inviting firms from our established supplier list, Stadium Manager also invited suppliers registered on the portal with specific commodity codes that offer these services. Interested proposers submitted a letter of interest, corporate qualifications, and executed a Confidentiality and Non-Disclosure Agreement before Stadium Manager provided access to the full RFP. On October 21, 2025, Addendum #1 to the RFP was issued, providing answers to proposer questions. The RFP closed on October 30, 2025, at 3:00 p.m. (PT).

Five proposals were received from the following firms by the RFP due date and time.
1. Convergint
2. EyeP Solutions, Inc. (EyeP)
3. Johnson Controls Security Solutions (JCI)
4. Securitas Technologies (Securitas)
5. Superior Alarm Systems (SAS)

Evaluation Process:
An evaluation committee (EC) consisting of subject matter experts from Stadium Manager was formed. An Evaluator's Guide outlining the roles and responsibilities was provided to each EC member. Each EC member executed the following forms:
- Proposal Evaluator Guidelines
- Confidentiality Agreement
- Conflict of Interest Disclosure Form

The evaluation for this RFP was a two-phase process as further detailed below. Proposers with the highest scores from Phase I and who met the minimum qualifications proceeded to Phase II. The EC evaluated the proposals based on the evaluation criteria outlined in the RFP. Phase II of the evaluation process included interviews and presentations and cost evaluation.

All five firms submitted proposals responsive to the RFP.

Phase I - Evaluation Criteria	Convergint	EyeP	JCI
Proposal Responsiveness	Pass	Pass	Pass
Methodology and Approach (30)	26.00	22.67	27.83

Technical Qualifications and Experience (45)	36.67	36.67	39.67
Other Qualifications (15)	12.33	11.33	14.00
Operational Capacity and Staffing (10)	9.00	8.00	9.17
Total	**84.00**	**78.67**	**90.67**

Phase I - Evaluation Criteria	SAS	Securitas
Proposal Responsiveness	Pass	Pass
Methodology and Approach (30)	24.17	24.00
Technical Qualifications and Experience (45)	40.83	32.33
Other Qualifications (15)	12.00	10.67
Operational Capacity and Staffing (10)	7.67	7.50
Total	**84.67**	**74.50**

Stadium Manager confirmed that JCI and Securitas did not meet the partnership level and certification requirements specified in the RFP. Stadium Manager confirmed that Proposers Convergint, EyeP, and SAS met the partnership level and certification requirements and were invited to participate in Phase II of the evaluation process.

In January 2026, the interviews and presentations were conducted as part of Phase II of the evaluation process. Following the interviews and presentations, the three vendors were asked to provide additional cost clarifications to finalize cost evaluations.

Phase II - Evaluation Criteria	Convergint	EyeP	SAS
Interview and Presentation (65)	44.67	56.33	59
Cost (35)	25.59	35	34.85
Total (100)	**70.26**	**91.33**	**93.85**

After scoring Phase II, the proposer whose proposal was determined to provide the best value pursuant to the evaluation criteria specified in the RFP was SAS.

Final Score for Phases I and II	Convergint	EyeP	SAS
Total for Phase I	84.00	78.67	84.67
Total for Phase II	70.26	91.33	93.85
Grand Total for Phase I and Phase II	**154.26**	**170.00**	**178.52**

Stadium Manager engaged in the negotiation process with SAS and negotiated rates and fees. Negotiations addressed labor rates, annual rate increases, equipment purchase discounts, materials and subcontractor markups, and maintenance and support costs. All business, legal, and cost discussions were conducted in accordance with the RFP.

<u>Notice of Intended Award</u>:

A notice of intended award (NOIA) was issued on April 28, 2026. The RFP process includes a ten-day protest period that began with the issuance of the NOIA. No protests were received.

Submission of Post-Award Submittals:
Once Stadium Manager receives approval from the SCSA Board, the Agreement will be executed, and a copy will be forwarded to the SCSA. Supporting documentation has been provided for review and approval.

Fiscal Impact:
The not-to-exceed amount of One Million Eight Hundred Thirty-Eight Thousand Twenty-Two Dollars ($1,838,022.00) for the initial five-year term includes Two Hundred Fifty Thousand Dollars ($250,000.00) in projected shared stadium expenses and One Million Five Hundred Eighty-Eight Thousand and Twenty-Two Dollars ($1,588,022.00) for SCSA-approved Capital Expenditure (Cap Ex) security projects for Fiscal Year 26/27.

The Shared Stadium Expenses will include, in part, the cost of conducting the comprehensive security system assessment. SCSA is responsible for fifty percent (50%) of the Shared Stadium Expenses up to a total of One Hundred Twenty-Five Thousand Dollars ($125,000.00).

The balance of One Million Five Hundred Eighty-Eight Thousand Twenty-Two Dollars ($1,588,022.00) equals the total budget amount approved by the SCSA for Cap Ex security projects for Fiscal Year 26/27, as shown in the table below.[1]

Project Name	Total
Install Stadium Camera Booths Card Readers	$96,558.00
Enhance Stadium Security Access Control (2020/21 Carryover)	$270,133.00
Security General Allowance (2023/24 Carryover)	$98,019.00
Stadium Camera Coverage Upgrade (2024/25 Carryover)	$574,750.00
Security General Allowance	$261,187.00
Surveillance-Cameras	$287,375.00
Total	$1,588,022.00

The requested not-to-exceed amount will not cover the costs for the entire Agreement term. Stadium Manager will request future SCSA approvals to amend the Agreement to increase the aggregate not-to-exceed amount to reflect budgets approved by the SCSA for future security Cap Ex and Shared Stadium Expense projects.

[1] As preliminarily noted in the Stadium Manager's letter to the SCSA dated March 20, 2026, the table below provides a tentative list of security Cap Ex projects, which may be subject to adjustment based upon recommendations made by the security integrator subject to the available total budget amount noted herein.

The Agreement does not guarantee any minimum amount of work or compensation to the security integrator. All work will be done pursuant to written task orders.

A delegation of authority is requested to authorize the Executive Director to approve amendments to the Agreement for years six through ten (August 19, 2031, to August 18, 2036) to extend the term and to increase labor rates by up to five percent (5%) for each one-year extension period, consistent with the terms of the agreement to maintain levels of service. Any adjustments will remain subject to the terms of the Agreement and to available SCSA budget appropriations, including annual approval by the SCSA.