



PROPOSAL FOR  
**SECURITY  
SERVICES**



**BLI CONTRACT SECURITY DIVISION**  
A DIVISION OF BLUE LINE INDUSTRIES

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To Whom It May Concern,

It is with great pleasure herewith we submit our proposal for the provision of security services. We hope that this may be the start of an exciting and productive relationship on what promises to be a worthwhile project.

BLI Contract Security is an acclaimed firm of security agents with a reputation for both effective security solutions and the use of innovative technology in the protection of life and property. We have a portfolio of completed and on-going projects with particular emphasis on governmental security administration. We believe that your project is well suited to our strengths and aspirations.

Our Management and respectfully requests that you study our proposal in detail; we are extremely interested in the project and we very much hope that you consider BLI Contract Security team as a strong candidate for selection.

Sincerely,

*Timothy Fugate*  
**Chief Operations Officer, COO**  
BLI Contract Security

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BLI Contract Security will provide you with trained, certified, licensed, insured, and bonded Physical Security. Each Security Professional has been screened to the standards of the United States Governments Secret security Clearance.



- 1) Our pre-employment background investigation far exceeds that of most local and state police departments. In addition, BLI Contract Security has employed a staff psychologist to oversee the initial screening of our personnel, by implementing a pre-employment written psychological inventory and a psychological interview prior to any employment interviews. Furthermore, our personnel all submit to a battery of aptitude written tests, a 5-panel drug screening, and extensive in-service training in physical security, criminal law and officer defensive tactics. Prior to commencement of a contract with BLI Contract Security, we will provide you with the full applicant investigation of each proposed physical security officer.
- 2) BLI Contract Security offers, free of charge, supervisor personnel to insure strict adherence to our general orders and your rules, regulations, ordinances, and the law. BLI Contract Security supervisors are utilized as a liaison between BLI Contract Security personnel and our clients. Supervisors are on duty 24 hours a day, 365 days per year for your convenience and will regularly make spot checks to prevent the issue of complacency. It is our belief that in order to assure the best quality of service that we stand by, we must keep close relationships with our personnel both on and off duty.
- 3) At BLI Contract Security, all of our physical security officers will be equipped with two-way radios or equivalent to ensure constant communication with our management team.
- 4) Each and every physical security officer will be in-serviced regularly regarding your specific site to further enhance the protection we provide.

BLI Contract Security has taken a unique approach to physical security contracting. Many of our competitors employ minimally screened and trained guards. Our approach involves a proactive theory of well-groomed, exceptionally trained, uniformed security officers. Our strategy entails several steps to mitigate the possibility and opportunity for theft of property, or injury to persons within the facility. The following is an overview of our Physical Security Project:

## Applicant Screening

- 5) The quality we bring to your environment begins long before you see our physical security officers. The Management at BLI Contract Security has resolved to make the recruitment and training of our personnel the key to our success; in that, we conduct hiring initiatives on a regular basis with over 100 applicants per month, with an average of 25 new appointees. Most applicants are unable to meet our current qualifications, which are equivalent to the United States Government Secret security Clearance.

## Training

BLI Contract Security conducts training that exceeds that of any of our competitor's programs. The knowledge of our management team is passed on to our new employees. In addition to state and federal mandated certification courses, BLI Contract Security personnel must attend:

- a) 40-hour Police Defensive Tactics Training
- b) 40-hour Patrol Techniques & Criminal Law
- c) 16-hour Customer Service Seminar



## Method

- 6) Our uniformed physical security officers are trained to act as a criminal deterrent by adopting the principals of the C.P.O.P (*community police officer program*) methodology. Simply put, our guards are encouraged to be an approachable source of information to patrons, residents and employees. Letting the public know that we are there for them generates a feeling of community and safety.

## Patrol

- 7) The placement of our physical security officers is what generally places BLI Contract Security in the position to confidently describe the implementation of our physical security officer project as authentic. Our physical security officers are trained to make visible foot patrols throughout their posts in undetermined patterns. We encourage our personnel to interact with your patrons and employees in addition to standing a fixed post or vehicle patrols

## Compliance

BLI Contract Security has developed a theory of  
*"Enforcement through Reinforcement"*



The management, having thirty combined years of Physical security, Military and law enforcement experience, has realized that prevention of crime can be accomplished by utilizing tactical approaches, rather than accusations and the traditional methods of our predecessors. The art of *verbal judo* is commonplace in our organization and has often been effective in deescalating volatile situations.

## Uniforms

- 8) Our uniformed physical security officers are outfitted in Military or Law Enforcement type uniforms. Our corporate general orders, require that our personnel keep their uniforms pressed and cleaned at all times. Their shoes are polished; military-style and men are clean-shaven with neat haircuts. Our female officers are held to the same standards. We pride ourselves on the appearance of our personnel, as they are representing our agency and your facilities.

## Supervision

- 9) BLI Contract Security supervisory personnel are required to possess a minimum of 4 years physical Security, Military or law enforcement experience. Our supervisors are charged with scheduling, assigning security posts, and acting as liaison between the site managers and our client. Supervisory personnel are available to you 24 hours every day in order to maintain quality assurance and customer service on behalf of BLI Contract Security.

## 24 Hours Customer Service

BLI Contract Security stands above our competitors by providing an open line of communication with our clientele 24/7 365 days per year

Our offices are staffed around the clock with customer service representatives for your convenience. While most of our competitors work from their homes, BLI Contract Security staffs fully functional offices. Our customer service representatives are not sales people; they are security professionals assigned to light duty or administrative functions. Desk personnel are utilized as watch-commanders with full authority to make supervisory decisions for BLI Contract Security.



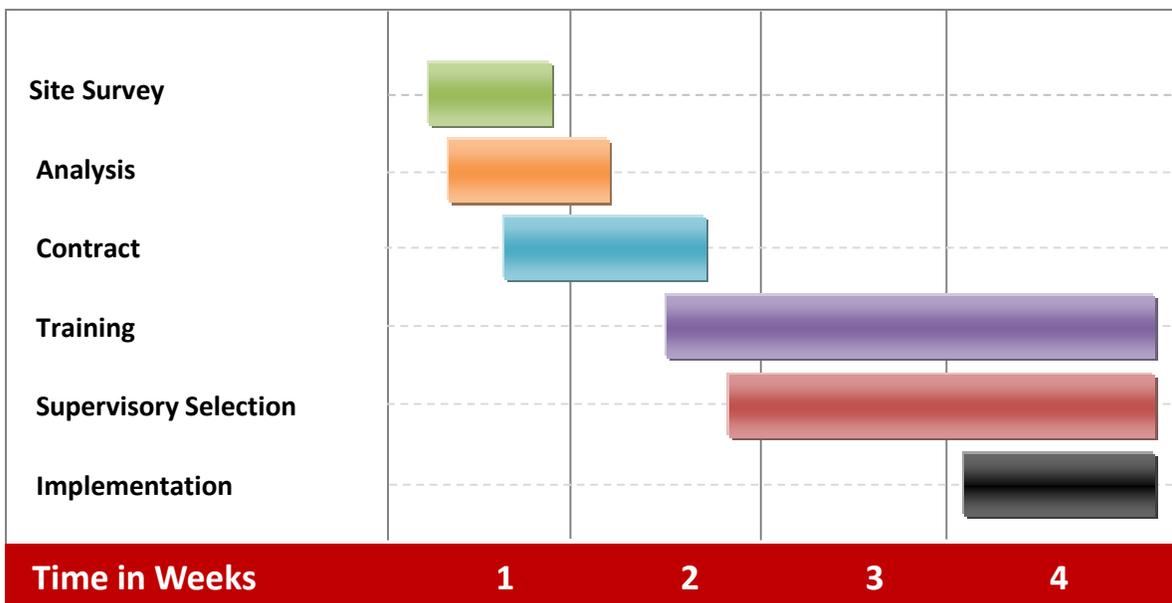
## Cost

BLI Contract Security will provide you with a forensic breakdown of our costing specifications. BLI Contract Security maintains a philosophy that in order to retain the highest quality security professionals in the industry, we must compensate them commensurate to their qualifications. Our Management has resolved to reduce our profit margin rather than decrease a physical security officer's salary. Our costing structure provides for a well-paid security professional and a conservative rate to our client.

BLI Contract Security maintains insurance that is five times the actual minimum aggregate standard coverage obtained by most of our competitors. Our Legal Division recommends that in order to protect our assets as well as yours, we must maintain financial security in full force and effect at a level that far exceeds the industry standard.



Security Service Project Schedule



Having reviewed in detail your request for proposal particulars and understood the scope and schedule of the project, BLI Contract Security has put together a first class team of security professionals who we think are particularly suited to the project. We have selected prospective supervisory personnel on their ability and suitability for the type of project, and of course their availability to start right away if we are fortunate enough to be appointed.

Pictured above is a preliminary plan for project development. BLI Contract Security will partner with you in every stage of this project and act as both consultants and colleagues to work in a manner commensurate with both of our agency's relative skills – bringing greatly enhanced value to the project.

## Executive Protection



- ✓ Discrete Bodyguard Service
- ✓ BDU Bodyguard Service
- ✓ Armed Transport Service
- ✓ Residential Protection Details
- ✓ Corporate Protection Details
- ✓ Prisoner Extradition

## Uniformed Security



- ✓ Healthcare Facilities
- ✓ Residential Complexes
- ✓ Corporate Buildings
- ✓ Loss Prevention
- ✓ Retail Venues
- ✓ Parking Lots
- ✓ Governmental
- ✓ Bike Patrol
- ✓ Hotel Security

## Security Consulting



- ✓ Physical Safety and Security Tours of Each Property
- ✓ Review of Incident Reports & Other Foresee-ability Issues
- ✓ Property Manual Review and Preparation
- ✓ International Travel Security Consulting & Protection Service
- ✓ Review of Property Security Procedures and Equipment
- ✓ Management and Employee Safety & Security training
- ✓ In-house Security Rules and Procedures

## International Travel Security

- ✓ Travel warnings
- ✓ Crime reports
- ✓ Unusual currency
- ✓ Entry requirements
- ✓ Areas of instability
- ✓ Consulate contacts
- ✓ U.S Embassy
- ✓ Disease information
- ✓ Extremist Groups



## Maritime Patrol & Port Security



- ✓ Assessments of threats, vulnerabilities, and critical infrastructure at ports
- ✓ Coordination and cooperation among agencies
- ✓ Establishment of guidelines for commercial facilities handling certain cargo
- ✓ Patrol of rivers, shorelines, and other waterways

## K-9 Service



- ✓ Conduct tracks
- ✓ Conduct searches and apprehensions
- ✓ Narcotics detection
- ✓ Missing person location
- ✓ Explosives detection

**Cost Structure**

BLI Contract Security will furnish your company with licensed, bonded and insured physical security officers. Our hourly rates for most project are:

<b>\$25.00</b>	Unarmed physical security officer
<b>\$30.00</b>	Armed physical security officer
<b>\$40.00</b>	Undercover Spotter

**Account Manager(s) time is not billed in any way to your company... Our account manager(s) will be on site several times per week at un-announced times to check up on the account supervisor and the assigned physical security officers. He is also liaison to who your company point of contact is on all security initiatives and project maintenance.**

**The Guard Tour System is courtesy of BLI Contract Security. We do not bill the client for installation, monitoring or up-keep of this system.**

**Overtime is never billed to your Company.. We have accounted for project overtime in our billable rate unless our client requires overtime on any given projects or during site emergencies or natural disasters which the client will require Physical Security Officers to stay on site.**

**Holidays are billed at time and a half. BLI Contract Security recognizes federally recognized holidays only.**

**Uniforms, equipment or other expenses are never billed to your company..**

**Our price also includes the cost of polygraph testing for all personnel who are directly responsible for securing cash. All armed personnel are subject to polygraph testing every year. Polygraph testing can be held at your facility or in our office.**

**Pre-employment drug testing costs are not billed to your company.. Random drug testing costs are never billed to our clients..**

**Training and in-service seminars and coursework are not billed to our clients..**