

PROPOSAL FOR SECURITY SERVICES



**Corporate Headquarters
1312 Houston St. Suite 72
Laredo, T.X. 78040
Mobile (956) 251-0092 / 956-757-1954**

City of Laredo Purchasing

(956) 794-1732

5512 Thomas Ave,

Laredo, Tx 78041

Dear Francisco Miranda,

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.

I'd like to take this opportunity to introduce you to **Security Management Group, LLC**. We have years' operating in Texas. We are bonded, and fully insured in the great State of Texas. Our administrative team has over 40 years' experience in security, investigations, and the protection field. All of them have prior working experience with numerous state and local law enforcement agencies and are currently networking with several international agencies as well.

We are an acclaimed firm of security officers with a reputation for both effective security solutions and the use of innovative technology in the protection of life and property. We offer comprehensive, efficient and cost-effective, protective & investigative services to meet your needs.

We cover a multitude of armed & unarmed protective services, private investigations, VIP luxury living, off-duty police officers, vehicle patrols, fire watch officers, personal protection officers, courier services, and much more.

We address your security concerns with a dynamic and innovative approach. Our crime prevention expertise and experience will help your business increase profits and reduce losses. We believe in working closely with our clients to maximize a successful relationship, while controlling costs.

Security Management Group, LLC is certified in the State of Texas and is in excellent standings with Texas Private Security Bureau. Please remember, at **Security Management Group, LLC** we take protection to the next level because your safety is Our First Priority.

Our Board of Directors respectfully requests that you study our proposal in detail; we are extremely interested in the project and we very much hope that you consider **Security Management Group, LLC** team as a strong candidate for selection. We look forward to the opportunity to work together to accomplish your security and protection goals.

Yours Sincerely,

Oscar D. Garcia III

Sales/Security Consultant

"Serving the Lord"

Personnel



Security Management Group, LLC will provide you with certified, licensed, insured, and bonded Security Officers. Each Security Officer Professional has been screened to the standards of the United States Government Secret Clearance Program.

- I. Our pre-employment background investigation far exceeds that of most police/security department jurisdictions. In addition, **Security Management Group, LLC** 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. Furthermore, our security officers all submit to a battery of aptitude tests, a 5-panel drug screening, and extensive in-service training regarding criminal law and police defensive tactics. Prior to commencement of a contract with **Security Management Group, LLC**, we will provide you with the full applicant investigation of each proposed security officer.
- II. **Security Management Group, LLC** offers, free of charge, supervisory personnel to insure strict adherence to our general orders and your rules, regulations and ordinances. **Security Management Group, LLC** supervisors are utilized as a liaison between **Security Management Group, LLC** and our clients. Our 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.
- III. At **Security Management Group, LLC**, all of our security officers will be equipped with two-way radios or equivalent to ensure constant communication with our management team.
- IV. Each and every security officer will be in-serviced regularly regarding your specific site to further enhance the protection we provide.

Security Management Group, LLC has taken a unique approach to the business of contract security. 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 Security Officer Project:

Applicant Screening

- V. The quality we bring to your environment begins long before you see our security officers. The Board of Directors at **Security Management Group, LLC** 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 50 applicants per month, with an average of 15 new appointees. Most applicants are unable to meet our qualifications, which are equivalent to the United States Government Secret Clearance Program.

Training



At **Security Management Group, LLC** we have our own in house Training; we conduct training that exceeds that of any of our competitor's programs. The knowledge of our management team is passed on to our new security officers. All our security officers will be registered and license with the Texas Private Security Bureau once completed our Training.



In addition to the State Mandated Certification Courses, **Security Management Group, LLC** officers must attend:

40-hour Police Defensive Tactics Training

24-hour Patrol Techniques & Criminal Law

16-hour Customer Service Seminar

Method

- VI. Our uniformed 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 officers 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

- VII. The placement of our security officers is what generally places **Security Management Group, LLC** in the position to confidently describe the implementation of our security officer's project as authentic. Our 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

Compliance



Security Management Group, LLC has developed a theory of "*Enforcement through Reinforcement*." The management, having thirty combined years of security 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

- VIII. Our uniformed security officers are outfitted with police-type uniforms. Our corporate general orders, require that our personnel keep their uniforms pressed and clean 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 standard. We pride ourselves on the appearance of our security officers, as they are representing our agency in your facilities.

Supervision

- IX. **Security Management Group, LLC** supervisory personnel are required to possess a minimum of 5 years of law enforcement experience. Our supervisors are charged with scheduling, assigning security posts, and acting as liaison between the Board of Directors and our client. Supervisory personnel are available to you 24 hours every day in order maintain quality assurance and customer service on behalf of **Security Management Group, LLC**.

24 Hour Customer Service



Security Management Group, LLC 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, **Security Management Group, LLC** staffs fully functional offices. Our customer service representatives are not salespeople; they are security professional's assigned administrative functions. They are watch-commanders with full authority to make decisions.

Cost



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

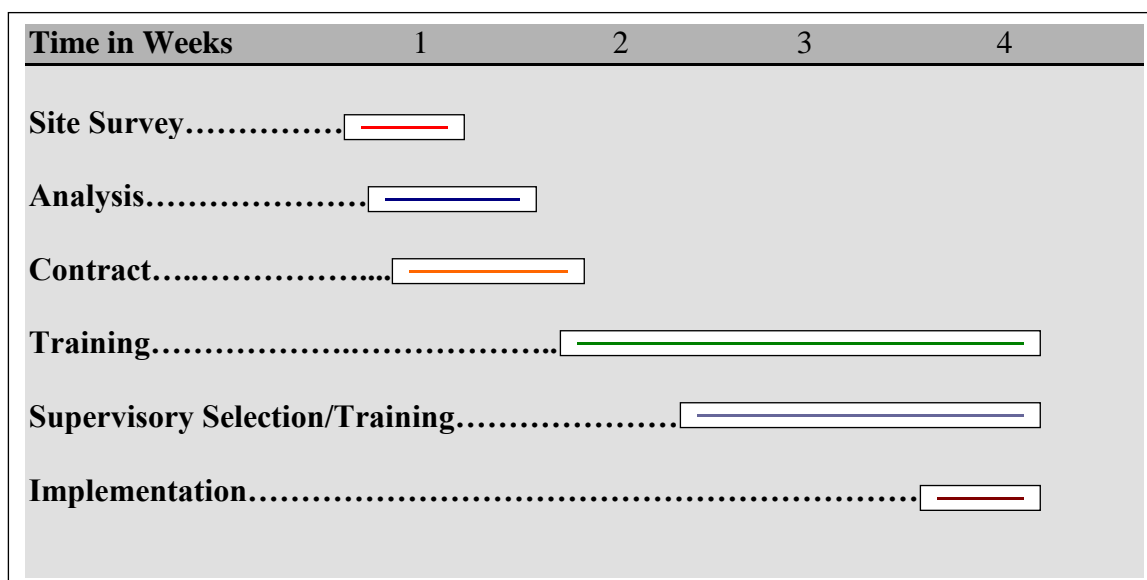
You can significantly reduce your liability with our \$3 Million comprehensive Insurance Policy

Liability



Security Management Group, LLC maintains insurance that is thirty times the minimum aggregate 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 industry standard.

Security Service Project Schedule



Having reviewed in detail your request for proposal particulars and understood the scope and schedule of the project, **Security Management Group, LLC** has put together a first class team of security officer 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. **Security Management Group, LLC** 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
- Private Investigations

Uniformed Security



- Vehicle Security Patrols
- On-Site Security Officers
- Retail-Shopping Center Security
- Industrial-Commercial Security
- Residential Complexes Security
- Construction-Site Security
- Municipalities-Government Security
- Public/Private School Safety Agents
- Fire watch Officers
- Mall Security
- Armored / Courier Services
- Off-Duty Police Officers
- Courtesy Officers
- Crowd Management
- Loss Prevention Enforcement

Security Consulting



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

Company License



**1312 Houston St. Suite 72
LAREDO, TX 78040
Mobile (956) 251-0092 / 956-757-1954**

Texas License # C18924501

Security Management Group, LLC
Quote”

Level II Security Officer: Baton, O/C Spray, Handcuffs, and Flashlight.

Yearly Term Hourly Rate

Level II (Unarmed) Security Officers: **\$15.00 Per Hour**

Level III (Armed) Security Officers: **\$17.00 Per Hour**

A Security Patrol Vehicle (Fully Marked Vehicle with Camera and GPS) will be go by and check on all guards at each site at no extra charge to the Client.

We will also provide a Body Camera for Every Officer Onsite at no extra charge as well.

This proposal is valid for 60 days and rates are based on weekly payouts.

1120 E. Calton Rd.

Joe A. Guerra Public Library, 1120 E. Calton Rd.

- **Sunday: 1:00 p.m. – 5:00 p.m.**
- **Monday, Friday, Saturday: 9:00 a.m. – 6:00 p.m.**
- **Tuesday, Wednesday, Thursday: 9:00 a.m. – 8:00 p.m.**

1920 Palo Blanco

McKendrick Ochoa Salinas Branch Library, 1920 Palo Blanco

- **Monday, Thursday, Friday, Saturday:** 9:00 a.m. – 6:00 p.m.
- **Tuesday and Wednesday:** 9:00 a.m. – 8:00 p.m

Bruni Plaza Branch Library, 1120 San Bernardo

- **Tuesday through Saturday:** 10:00 a.m. – 7:00 p.m.

Barbara Fasken Branch Library, 15201 Cerralvo Dr.

- **Monday through Friday:** 10:00 a.m. – 7:00 p.m.
- **Saturday:** 10:00 a.m. – 2:00 p.m.

Lamar Bruni Vergara Inner City Branch, 202 W. Plum

- **Monday through Friday:** 9:00 a.m. – 6 :00 p.m.