

Security Consulting Billing Practices & Formula

Overview: While there is no absolute official standard for preparing quotations for security consultations, the following are general guide lines that can be used to prepare a quotation for almost any property.

Basic Formula (i) Loss Event History Before touring the property obtain from our client a list of long serving persons who they request us to interview especially ones who can give us an accurate record of all major losses such as thefts including load or vehicle theft, fires, floods and at manufacturing facilities industrial accidents that resulted in production being halted, trespassers , graffiti and in a view cases roof toppers. Be aware that there are maybe some employees that our client does not want interviewed because they have a particular agenda that does not reflect our client's objectives for this report. The loss event history will help ensure that our report is focused on genuine problems & concerns. Determine if our client would like the names of the employees interviewed in the report.

(ii) Photographs: Before taking ANY photographs obtain permission from our client to determine if there are any sensitive areas or sensitive items she\he does not want photographed. 1 hour in the field touring and photographing the subject property usually results - in the need for 2 hours of report writing and research on its history of any serious incidents such as fires especially arsons , floods especially any "100 year flood", major thefts, minor thefts that continue to occur regularly such as thefts from employees or vandalism parked vehicles , or from loaded company trailers and any strikes or demonstrations.

(iii) Demonstrations: We determine if our potential client is expecting a strike or possibly a demonstration or demonstrations. If so we assess our client's need for additional guards likely at vehicle and pedestrian access points and to constantly patrol any on site parking for non-striking employees. Our other recommendations will reflect the need for enhanced access control 24/7 including an as issued access card or access fob inventory and if not currently in place, use of access control software with the inactive card or fob management feature. This software looks for and reports on any access card, Fob or other access control instrument that has not been used for a pre-selected period of time such as 30 days and then advises management ,and/ or voids the subject either

automatically CCure by software house and Lenovo both have access control software with this feature . Also our report will recommend various tactics to ensure the perimeter remains secure including removal of anything that could be useful to the demonstrators such as landscaping river rocks, ashtrays that are light enough to be picked up and thrown , insecure salt or sand boxes that can be moved to block side walks or vehicle entrances etcetera. Part of effective strike security is advising the local police of when the strike or lock out is expected to start . Also determine what type of road the facility expecting a strike is on. In Ontario if the subject facility is on a secondary road police can permit traffic to be disrupted\delayed by the strikers. If the subject facility is on an arterial road under the highway traffic act they cannot allow strikers to delay or disrupt traffic.

In Depth Security Review:

Evidence of undesirable Activity: Our auditors make note of the following and photograph any serious or very visible or hazardous applications:

- (i) Evidence of forced entry including pry marks on a door -especially a door that open outwards, cut or climbed fences and fences that can be or have been lifted or that have climbing aids such as oil drums close by.
- (i) Graffiti especially threatening, racist , homophobic, or anti- women
- (ii) Discarded beverage alcohol containers especially if they are found in an informal party zone with a fire pit, an improvised , lean to type of shelter, discarded milk crates used as furniture, etcetera
- (iii) Accumulations of used condoms indicating use of an area as a sex trade worker place of business or as a lover's lane.
- (iv) Numerous discarded syringes , discarded vials of sterilized water used in the self injection process, and informal tourniquets strips of elastic, etcetera indicating use of the area as a drug addict "shooting gallery" Note This type of area may also be frequented by homeless persons
- (v) Homeless person encampments -human excrement, smell of urine, informal tents, cooking fires etcetera

Neighborhood Threat Risk Assessment: We locate the following and determine if their clients are having a negative impact on our clients property. (a) Methadone

clinics (b) Needle exchanges (c) Homeless shelters (d) High schools especially if students either use our clients property as a short cut or to smoke tobacco or cannabis in a sheltered or hidden area on our clients property. (e) Community Housing (f) Beer and Liquor stores especially if they are close by and/or their patrons are consuming their alcohol on or in our clients property

Local Crime Statistics Analysis: We compare the local rates per 100, 000 persons to the national averages for the following crimes: (a) Homicide (b) Sexual Assault (c) Burglary (d) Motor Vehicle Theft (e) Theft Over \$5000.00 (f) Robbery

Pricing: Most of our competitors charge \$95.00 and in some cases up to \$125. We charge \$75.00 per hour. We provide a detailed financial summary with our quotation. In general terms 1 hour on site = 2 hours of research, analysis and report writing.

Return Visits: If we believe that more visits to a subject facility than were quoted in our proposal are required they are provided at no charge.

Community Involvement: Our consulting services are provided at no charge to places of worship, women's shelters and the residence of an at risk woman.