

PROPOSAL FOR SECURITY SERVICES

BID 12237-895 City of Fort Lauderdale Municipal Airport and Helipad

F.I.R.S.T Team Security Agency

2054 Vista Parkway Suit 400, West Palm Beach FL 33414 Phone: 561-855-0703 WWW.Firstteamsecurityagency.com

Email: HCW.ftsagency.com License # B1700061





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F.I.R.S.T. Team Security Agency Proposal for Security Services

BID/PROPOSAL CERTIFICATION

<u>Please Note:</u> If responding to this solicitation through BidSync, the electronic version of the bid response will prevail, unless a paper version is clearly marked by the bidder in some manner to indicate that it will supplant the electronic version. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit http://www.dos.state.fl.us/).

Company: (Legal Registration) F.I.R.S.T. Team Security Agency LLC. EIN (Optional): 8153645

Address: 16882 W. Pimlico Drive

City:Loxahatchee State: FL Zip: 33470

Telephone	No.	(561)	855-0703	FAX	No	Enclothe	LIQUIGETOLOTIC
		1/			140.	 Email:	HCW@FTSAGENCY.COM

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): ______N/A___ Total Bid Discount (section 1.05 of General Conditions): _____N/A____

Does your firm qualify for MBE or WBE status (section 1.09 of General Conditions):

MBE Yes WBE

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued	Addendum No.	Date Issued	Addendum No.	Date Issued
#1	3 Jan 19	#2	23 Jan 19	<u>#3</u>	8 FEB 19

<u>VARIANCES</u>: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. If submitting your response electronically through BIDSYNC you must also click the "Take Exception" button.

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Hugh Charles-Walters

Name (printed)

12 Feb 2019

Date:

revised 04/10/15

Signature

CEO

Title



City of Fort Lauderdale • Procurement Services Division 100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301 954-828-5933 Fax 954-828-5576 purchase@fortlauderdale.gov

ADDENDUM NO. 1

RFP/ ITB No. X12237-895 TITLE: Airport Security Services

ISSUED: 1/3/2019

This addendum is being issued to make the following change(s):

Per Question 1: Providing copy of contract for 545-11298.

All other terms, conditions, and specifications remain unchanged.

Laurie Platkin, CPPB Senior Procurement Specialist

Company Name:	F.I.R.S.T TEAM SECURITY AGENCY LLC.
	(please print)
Bidder's Signature:	them belle
12 FEB 2	2019

Date:

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Department, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

Submitted by: F.I.R.S.T TEAM SECURITY AGENCY LLC.	Anenteda	10 Feb 2019 (date)
Name(printed)HUGH CHARLES-WALTERS	(signature) Title: CEO	(date)
	-	0.1.0
Company:(LegalRegistration) F.I.R.S.T.TEAM SECU	RITY AGENCY LLC. (B170	0061)
CONTRACTOR, IF FOREIGN CORPORATION, MAY E FROM THE DEPARTMENT OF STATE, IN ACC http://www.dos.state.fl.us/). Address: 18882 W. PIMLICO DRIVE City: LOXHATC	CORDANCE WITH FLO	
Telephone No.(561) 855-0703_FAX No. 561-683-4553_	Email: HCW@FTSAGENC	CY.COM Delivery: Calendar days
after receipt of Purchase Order (section 1.02 of General	Conditions): N/A Payment	Ferms (section 1.04): N/A_ Total Bid
Discount (section 1.05):N/A		
Does your firm qualify for MBE or WBE status (section 1.09 ADDENDUM ACKNOWLEDGEMENT - Proposer acknow	edges that the following a	ddenda have been received and are
included in the proposal: Addendum No. #1 Added on Ja		3, 2019: #3 Added 8 Feb 2019
P-CARDS: Will your firm accept the City's Credit Card	as payment for goods/ser	vices?
YES X NO		
VARIANCES: State any variations to specifications, terms space provided below all variances contained on other pag by the Proposer will be deemed to be part of the bid sub within the bid documents and referenced in the space prov hereby implied that your bid/proposal complies with th VARIANCES OR EXCEPTIONS BELOW? BIDDER MU EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERM simply mark N/A in the section below. Variances: N/A	es of bid, attachments or bi nitted unless such variation ded below. If no statement e full scope of this solid ST CLICK THE EXCEPT	d pages. No variations or exceptions or exception is listed and contained t is contained in the below space, it is citation. <u>HAVE YOU STATED ANY</u> ION LINK IF ANY VARIATION OR his section does not apply to your bid,
revised 6-16-11		

10/00200935149AM

pp:109

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Cost Proposal

Bid 12237-895

SECTION VI - COST PROPOSAL PAGE

Proposer Name: F.I.R.S.T. TEAM SECURITY AGENCY LLC

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor must quote firm, fixed, annual rate for all services identified in this request for proposal. This firm fixed annual rate includes any costs for travel to the City. No other costs will be accepted. This firm fixed annual rate will be the same for the initial contract period.

Failure to use the City's COST PROPOSAL Page and provide costs as requested in this RFP, may deem your proposal non-responsive.

Description	Cost/Hour		Est Total	
Security Manager (40hrs/week)	\$ 39.18	X	2080 Hrs.	
Senior (Rotating Shifts)	\$32.99	x	6680 Hrs.	
Airfield Patrol Officer (Rotating Shifts 56hrs/weel	\$29.90 <)	х	5840 Hrs.	

Estimated Grand Total/Year

Extra Security Officer (No vehicle required)*

*This Security Officer will be on an as needed basis and will not factor into cost for basing award. This Security Officer will be for scheduled and non-scheduled events at the Airport or Downtown Helistop. For non-scheduled events the Security Officer should be able to respond to the Airport or Downtown Helistop for assignment within four (4) hours.

Number of days that the Contractor will need for personnel training and initial startup at no cost to the City.

14 Days

\$ 29.90/hr.

Annual Cost

\$81,484.54

\$81,494.40

\$ 220,371,13 \$220,373.20

\$174,597.94 \$174,616.00

\$476,453.61 \$476,483.60

HO2/21/19

F.I.R.S.T. Team Security Agency Proposal for Security Services



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1/10/2019 B:44 AM

Cost Proposal

City of Fort Lauderdale

Bid 12237-895

SECTION VI - COST PROPOSAL PAGE

Proposer Name: F.I.R.S.T. TEAM SECURITY AGENCY LLC

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Estimated Grand Total/Year				\$476,453.61	

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F.I.R.S.T. Team Security Agency Proposal for Security Services

Number of days that the Contractor will need for personnel training and initial startup at no cost to the City.

14 Days

\$ 29.90/hr.

Please contact us for Cost Model Base

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NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME

RELATIONSHIPS

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

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CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH NON-DISCRIMINATION PROVISIONS OF THE CONTRACT

The completed and signed form should be returned with the Contractor's submittal. If not provided with submittal, the Contractor must submit within three business days of City's request. Contractor may be deemed non-responsive for failure to fully comply within stated timeframes.

Pursuant to City Ordinance Sec. 2-17(a)(i)(ii), bidders must certify compliance with the Non-Discrimination provision of the ordinance.

(a) Contractors doing business with the City shall not discriminate against their employees based on the employee's race, color, religion, gender (including identity or expression), marital status, sexual orientation, national origin, age, disability or any other protected classification as defined by applicable law.

Contracts. Every Contract exceeding \$100,000, or otherwise exempt from this section shall contain language that obligates the Contractor to comply with the applicable provisions of this section.

The Contract shall include provisions for the following:

- (i) The Contractor certifies and represents that it will comply with this section during the entire term of the contract.
- (ii) The failure of the Contractor to comply with this section shall be deemed to be a material breach of the contract, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.

Authorized Signature

HUGH CHARLES-WALTERS Print Name and Title CED

FER 2019

Forms Non-ISO 09/22/2017



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E-VERIFY AFFIRMATION STATEMENT

RFP/Bid /Contract No: BID 12237-895

Project Description: AIRPORT SECURITY SERVICES, provide security guard services at the City's Executive Airport and Downtown Helistop for the City's Transportation and Mobility Department

Contractor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of,

- (a) all persons employed by Contractor/Proposer/Bidder to perform employment duties within Florida during the term of the Contract, and,
- (b) all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract.

The Contractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the Contract is a condition of the Contract.

Contractor/Proposer/ Bidder Company Name: F.I.R.S.T. TEAM SECURITY AGENCY LLC

Authorized Company Person's Signature:

Authorized Company Person's Title: OWNER / CEO

Date: 10 FEB 2019



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LOCAL BUSINESS PRICE PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local business price preference classification as indicated herein, and further certifies and agrees that it will re-affirm it's local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

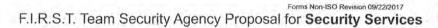
(1)	F.I.R.S.T. Team Security Agency LLC	is a Class A Business as defined in City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.
	Business Name	
(2)	Business Name	is a Class B Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the Business Tax Receipt <u>or</u> a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.
(3)		is a Class C Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.
	Business Name	
(4)		requests a Conditional Class A classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
	Business Name	
(5)		requests a Conditional Class B classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
	Business Name	
(6)		is considered a Class D Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186 and does not qualify for Local Preference consideration.
(-/ _	Business Name	

BIDDER'S COMPANY: F.I.R.S.T TEAM SECURITY AGENCY LLC

AUTHORIZED COMPANY PERSON: Hugh Charles-Walters ANAME

ech SIGNATURE

10 Feb 2019 DATE





CONTRACT PAYMENT METHOD BY P-CARD

THIS FORM MUST BY SUBMITTED WITH YOUR RESPONSE

The City of Fort Lauderdale has implemented a Procurement Card (P-Card) program which changes how payments are remitted to its vendors. The City has transitioned from traditional paper checks to payment by credit card via MasterCard or Visa. This allows you as a vendor of the City of Fort Lauderdale to receive your payment fast and safely. No more waiting for checks to be printed and mailed.

Payments will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, firms must presently have the ability to accept credit card payment or take whatever steps necessary to implement acceptance of a credit card before the commencement of a contract.

Please indicate which credit card payment you prefer:

_____ Master Card

X Visa Card

Company Name: F.I.R.S.T. Team Security Agency LLC.

Hugh Charles-Walters

Name (Printed)

Signature

10 FEB 2019

Date

C.E.O Title

F.I.R.S.T. Team Security Agency Proposal for Security Services



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SAMPLE INSURNCE CERTIFICATE

(TAB B) Required forms



DATE (MM/DD/YYYY)

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Fair Insurar 1330 W Bro Suite E			to the	cert	ificate holder in lieu of				A CONTRACTOR			
1330 W Bro Suite E						CONTA NAME:	Tamara		FAY			
Suite E		с.				E-MAIL	o, Ext): (954)	536-2678	FAX (A/C, No): (954) 206-1849	
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SR 'R	TYPE OF INSU	RANCE	ADDL	SUBR	POLICY NUMBER		POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIM	ITS		
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								1.1.2.11	MED EXP (Any one person)	\$ 500	00	
					VBA629780 00		06/22/2018	06/22/2019	PERSONAL & ADV INJURY	\$		
GEN'L AC	GREGATE LIMIT	APPLIES PER:							GENERAL AGGREGATE	\$ 200		
POL		LOC							PRODUCTS - COMP/OP AGG	\$ 100 \$	00000	
	BILE LIABILITY								COMBINED SINGLE LIMIT (Ea accident)	\$		
	AUTO								BODILY INJURY (Per person)	\$		
OW	NED OS ONLY	SCHEDULED AUTOS							BODILY INJURY (Per accident) \$		
HIR	ED OS ONLY	NON-OWNED AUTOS ONLY					2		PROPERTY DAMAGE (Per accident)	\$		
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OFFICER/I	PRIETOR/PARTNER	VEXECUTIVE	N/A						E.L. EACH ACCIDENT	\$		
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SCRIPTION	FOPERATIONS /	LOCATIONS / VEHIC	LES (A	CORD	101, Additional Remarks Sche	dule, may b	e attached if mor	e space is requir	ed)			

ACORD 25 (2016/03)

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LETTER OF INTREST

PROPOSAL FOR Security Services BID 12237-895

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.

FIRST Team Security Agency LLC 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 think that your project is well suited to our strengths and aspirations

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 the FIRST Team as a strong candidate for selection.

Yours Sincerely,

allera

HÙGH L. CHARLES-WALTERS President, CEO FIRST Team Security Agency

F.I.R.S.T. Team Security Agency Proposal for Security Services



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Executive Summary

FIRST Team Security Agency LLC is a Small Business Entity security company offering an extensive line of security and personal protection services. The firm consists of three principal officers with an industry experience of over 25 years. The company was formed to bridge the gap in local, regional, and national security and protection companies in terms of professionalism, quality, and customer satisfaction.

FIRST TEAM SECURITY AGENCY (FTSA) is a Limited Liability Company and is owned and operated by its principal investors. Our primary office is located in West Palm Beach, Florida with satellite offices in Broward, and Miami-Dade County.

Our Company's primary target market is the Southeast Florida tri-county area of West Palm Beach, Broward and Miami-Dade. The focus market segment within our geographic market that will include Government facilities , residential/commercial facilities, personal protection for high profile individuals. We also provide security consulting and training services. The company's founders have expansive industry experience. Each partner brings a specific area of expertise to the firm and create an extremely experienced and well-balanced team. FIRST TEAM SECURITY AGENCY is managed by its working partners and hires key management personnel as is appropriate to our growth projections and marketing strategies. F.I.R.S.T Team Security Agency has been validated as a Service-Disabled Veteran-Owned Small Business (SDVOSB) by the Department of Veterans Affairs, and by the state of Florida as a Small Business Entity.

F.I.R.S.T. Teams Board of Directors /Management Staff

Hugh Charles-Walters	
Gail Charles-Walters	
Leighton Anglin	

President /Owner Co-Owner Executive Strategic Advisor

<u>Head Office</u> 2054 Vista Parkway Suit 400, West Palm Beach FL 33414 Phone: 561-855-0703 WWW.Firstteamsecurityagency.com

Broward Office 3600 S. SR &, Suite 232 Miramar, FL 33023 Phone: 561-855-0703

F.I.R.S.T. Team Security Agency Proposal for Security Services

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Executive Summery (Continued)

Chief Operations Officer

Gail Charles Walters Senior Board Member F.I.R.S.T. Tem Security Agency LLC December 2017 – Present

Provide guidance and direction in a variety of security, personal protection and training services including local and federal government facility security, personal protection services to high-profile individuals, including executives, dignitaries, and celebrities, residential/commercial facilities protection, and security training and consulting services.

She has an diverse experience in the training and education sector. A life long educator who is certified at the Kindergarten through 12th grade and served as a school Principal for over 7 years. Certified administrator that's superintendent qualified also serves as a staff developer for a multi-million dollar Learning Science International Cooperation.

Executive Strategic Advisor

Leighton W. Anglin (Lieutenant Colonel, Retired, US Army) Board Member F.I.R.S.T. Team Security Agency L.L.C. December 2017 – Present

Provide strategic consulting to integrate security approaches that are consonant with market environment. This includes political and security consulting at the local, state, and federal level to enhance marketability and provide unparalleled service with higher than expected rate of return to customer. Integral to these functions are academic instructions, development of training and recruitment strategy, and design of approaches to establish and maintain advantage in security.

Mr. Anglin is a dynamic manager and U.S. Army veteran with 20+ years of leadership experience in organizations ranging from platoon (60+ personnel) to division (20,000+ personnel), with tactical and strategic combat deployments. He has led teams of strategic planners, operation specialists, and large staffs throughout the United States, Europe, Pacific, and Middle East.



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Security Manager

Principals, Supervisory & Key Staff

Our Security Manager for this project will be Hugh Charles Walters (Major, US Army Retired). He has an extensive background operating at the tactical operational and strategic levels of National and Homeland Security. Mr. Charles-Walters has 25 years of active duty military service and held a Top Secret Sensitive Compartmentalized Information (TS/SCI) security clearance throughout his career. His aviation support experience includes being the ground communication coordination and munitions' control officer for the 21st Aviation Training Air Cavalry Brigade. He provided ground to air security and coordination and training for three squadrons of (72) AH64D Apache Attack helicopters and 2 Battalions of (48) UH60 Support helicopters at Fort Hood Texas. He performed duties as Battalion Executive Officer providing leadership oversight for 563 personnel managing a annual operational budget of \$ 5.3 million. His security training experience include being the lead trainer for the Broward College Institute of Public Safety Army Reserve Officer Training Corp (ROTC). Training several cohorts of Army Cadets to be Level I to Level IV security certified before earning their commission as US Army Lieutenants.

Education : Holds a MA Degree (Management Leadership) from Webster University (Missouri 2011)

Masters of Military Arts and Science from The United States Army Command And General Staff College (Kansas 2010):

Bachelors of Science from Upper Iowa University, (Iowa 1998)

Certifications: Post Graduate Certificate in Homeland Security and Emergency Management from Florida State University (Florida 2018);

Asymmetric Warfare Trainer certified by the Asymmetric Warfare Group Fort A.P Hill (Virginia 2015)

He also holds several FEMA certifications in emergency management planning and coordination:

Awards: Several service awards to include two Bronze Star Medals, and several other community service awards.

License: Currently possess Florida Security Officer (D), (G), and (MB) License

	FIRST Team Security Agency LLC supervisory personnel are required
Supervisory & Key Staff	to possess a minimum of 2 years of law enforcement or 3 years
	of Military experience. Our supervisors are charged with
	scheduling, assigning security posts, and acting as liaison
	between our Security Manager and the City of Fort Lauderdale
	Airport Manager. Managers and Supervisory personnel are
	available to you 24 hours every day in order maintain quality
	assurance and customer service on behalf of FTSA.
	NEL 2017년 1월 19일 - 1월 19일 - 1월 19일 - 1월 19일 - 1월 20일 - 1월

F.I.R.S.T. Team Security Agency Proposal for Security Services



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Past Performance

SCOPE OF SERVICES PROVIDED

Broward College Reserve Officer Training Corps Task Force Central

Provide Level I to IV Security officer training for 6 cohorts of US Government federally commissioned Officers over a 3 year period. Instill motivation direction and purpose through theoretical instruction at the Broward College Institute of Public Safety. Direct the scope of training that Army cadets receive throughout each semester. Provide real world training aids in order to enhance realism in the academic environment. Handle a training and resource budget of \$350,000 annually. Traverse three Southeast Florida counties and coordinate with 4 local universities to maximize student involvement and course completion. Design performance measures that facilitate proper development and screening required to produce each high performing leader. The project required the integration of Live, Virtual and Gaming techniques to impact personnel understanding of cultural and joint, interagency, intergovernmental and multinational competencies.

Estimated Total: cost of the project to the US government \$1.2 Million resourcing training and equipping the project for 3 years. Actual Cost: to train all cadets over three years \$720, 000

<u>Outcomes/ Deliverables</u>: Several tactical and technically competent Lieutenants assigned across the Department of the army, Florida National Guard and Army Reserve. Equaling a 75% saving on the US Government expense to send cadets to a traditional military service academy.

References/Point of Contact:

Broward College IPS Associate Dean Dr. Thomas T. Nguyen, JD, PhD Criminal Justice, Fire Science Institute of Public Safety, (954) 201-4594 tnguyen8@broward.edu

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Past Performance

SCOPE OF SERVICES PROVIDED Airfield Security at Hood Army Airfield Fort Hood Texas

Provide Level I and II security for Fort Hood Texas base security installation operations. Establish access control posts for four points of entry at the Hood Army Airfield and nine traffic control points during a task rotational 3-month period over 3 years. Train, equip, and resource 87 personnel to execute daily security guard operations. Provide biometrics and personnel metal detection checkers at all points of entry. Maintain daily installation access entry and exit flow for over 18,000 visitors at all four-entry control posts. Coordinate responses with installation police and be prepared to react to and violent breaches in perimeter security with a quick reaction force (QRF) of 12 security personnel.

Estimated Total: cost of the project to the US government \$75,000 resourcing training equipping and executing the project .

Actual Cost: to execute the mission in its entirety \$240,000

<u>**Outcomes/ Deliverables</u>**: Controlled freedom of access to to over 18,000 employees and visitors to the Hood Army Airfield daily. Reduced unauthorized interference in airfield operations by unauthorized personnel by 30%.</u>

References/Point of Contact:

Lieutenant Colonel EVERETT C. WILLIAMS 41st Field Artillery Brigade Deputy Commander BB: 254.630.7972 Personal Cell: 619.573.6247 Everett.c.williams.mil@mail.mil

F.I.R.S.T. Team Security Agency Proposal for Security Services



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Airfield and Facilities

Transitions & Assumption of Responsibility

FIRST TEAM SECURITY AGENCY will employ methods of security procedures in accordance with guidelines outlined for RFP 12237-895 qualifications needed to protect Fort Lauderdale Executive Airport. The pilots, passengers, visitors, employees, contractors, airplanes and facilities will benefit from our safety by environmental design procedures. In addition to providing security patrols, monitoring of safety equipment, Access control. We will also have situational awareness of aircraft ingress and egress, conduct personnel access screening, airfield patrols, and be integrated in emergency response planning in order to enhance first responders operations. We will facilitate this type of quality assurance, and security force work planning through FTSA's management analysis of the daily operating environment of the Fort Lauderdale Airport and its facilities. During transition we will offer *Rights of First Refusal* to all the incumbents officers currently assigned to the Fort Lauderdale Executive airport and Helipad.

FIRST Team Security Agency Personnel / Experience and Qualifications

Approaches to Scope of Work

The Scope of Services as described in the RFP requires a contractor who has the experience and past performance in airfield operations at general aviation airports to demonstrate that the contractor has the ability to perform the services on day one. Of major importance within this area of responsibility is the need for highly qualified, highly skilled, well trained, customer service oriented security personnel working to deter against unauthorized, illegal, or potentially life-threatening activities directed towards airport employees, contractors, visitors, resources, and property. Paramount to the successful operation of the general aviation airport security services program is its capability to provide for the security and safety of its staff, contractors, pilots, passengers, visitors, as well as airplanes and property while providing a high level of customer service. The selected company must understand the importance of building a program that leverages industry best practices to provide the level of security that the Airport requires with a transition that is seamless.

F.I.R.S.T. Team Security Agency Proposal for Security Services



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General Aviation/Airport Security and Emergency Management

F.I.R.S.T. Team Security is fully familiar with the updates of regulatory standards of Title 49 CFR Part 1550 (General Aviation) and Title 49 CFR Part 1542 (Airport Security) in order to ensure that our clients meet the ever changing aviation security compliance standards. In addition our management staff is trained and certified on the Federal Emergency Management Agency (FEMA) IS-00800.b and IS-00100 standards uniquely associated with the South Florida region. In support of the Local-Mitigation-Strategy (LMS) of Broward county F.I.R.S.T Team's management employs strategies on all job locations to react to any emergency from Natural Hazard, Technological Hazards, Civil or Political Hazards.





Post Orders

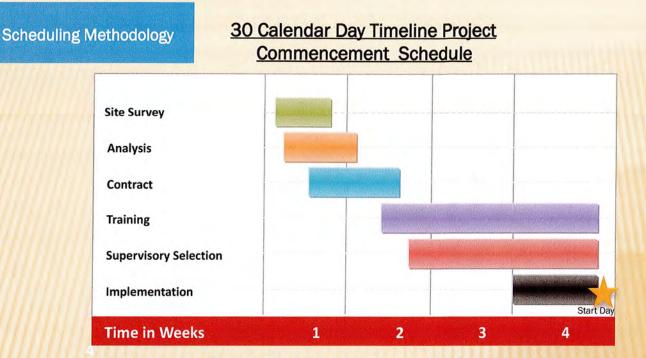
Standard Operating Procedures (SOP)

F.I.R.S.T. Team Security has a published Standard Operating Procedures which establishes Post orders that represent the playbook which guides the day-to-day activities of the entire account security team. Post orders differ widely among contract security services firms. F.I.R.S.T. Team has integrated the confirmation back-brief of these established Post Orders as a requirement for each officer assuming duties. Post Orders and the Standard Operations Procedures manuals are essential components of our security programs. Our local managers create, implement and update these manuals, while our security officers refer to them consistently. Post orders will be adjust include all current service data and requirements, and the clients special orders information we follow strictly and continuously.

F.I.R.S.T. Team Security Agency Proposal for Security Services



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Having reviewed in detail your request for proposal particulars and understood the scope and schedule of the project, FTSA 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. FTSA 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.

Emergency Response

Approach to Scope of Work

Post Orders will identify Emergency Plans at each Airport post. Officers will be trained and tested to ensure their ability to support emergency response consistent with Airport policies and directives. Situations occasionally arise that requires the diversion of resources to mitigate potential threats against people and property, and also to perform a specialized task. During these scenarios, shift supervision will consult with the account manager or FXE operations prior to requesting approval for diversion, except in cases of extreme emergency that is time critical. An appropriate level of management or supervision will contact the appropriate personnel to divert resources.

F.I.R.S.T. Team Security Agency Proposal for Security Services



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Approaches to Scope of Work Personnel

FIRST Team Security Agency (FTSA) will provide you with certified, licensed, insured, and bonded Security Guards. Each Supervisor and above has been screened to the standards of the United States Government Secret Clearance Program.

- Our pre-employment background investigation far exceeds that of most police department jurisdictions. Our personnel 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 FTSA, we will provide you with the full applicant investigation of each proposed security guard.
- 2) FTSA employs supervisory personnel with military or law enforcement leadership background to insure strict adherence to our general orders and your rules, regulations and ordinances. FTSA supervisors are utilized as a liaison between FTSA 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.
- At <u>FTSA</u>, all of our security guards will be equipped with two-way radios and cell phones with SILVERTRAC to ensure redundancy in communication with our management team and clients.
- 4) Each and every security guard will be in-serviced trained regularly regarding your specific site to further enhance the protection we provide.
- 5) Security Officer Post Duties. Security force members will be 100 percent knowledgeable of their assigned post duties, reviewing orders and passdowns at the beginning of their shift with supervisors for updates or changes.
- 6) The security force will receive random "no-notice" assessments by supervisors and management personnel on their knowledge of their post assignment and procedures. Deficiencies are documented during these assessments, incorporated into the Quality Control process and brought to the attention of the account manager. The account manager is responsible for correcting deficiencies in officer knowledge. At no time is an open post tolerated, unless a special and unusual emergency situation direction from Airport management allows the diversion of personnel from any fixed post.

F.I.R.S.T. Team Security Agency Proposal for Security Services

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Approaches to Scope of Work Personnel

7) The placement of our security guards is what generally places FTSA in the position to confidently describe the implementation of our security guard project as authentic. Our security guards 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. This way they act as a mobile and static sensor for information gathering and determining environmental atmospherics.

Compliance / Access Control



Uniforms

FIRST Team Security Agency has developed a theory of "Enforcement through Reinforcement"

The management, having twenty five combined years of security experience, has realized that prevention of crime can be accomplished by utilizing tactical approaches, rather than relying solely on traditional methods. Clear officer physical presence is a deterrent however our officers will also utilize patrolling and surveillance methods such as dual independent checks to enhance security. The art of *verbal judo* is common practice in our organization and has often been effective in deescalating tense public engagement situations. Access Control. The security force management team will ensure officers and supervisors understand all Post Orders, in particular, those addressing entrance and exit control of personnel and property. Unescorted access policies will be strictly adhered to in all cases.

8) Our uniformed security guards 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 personnel, as they are representing our agency and your facilities.

F.I.R.S.T. Team Security Agency Proposal for Security Services

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On Going Projects

Approach to Scope of Work

- 9) FIRST Team Security Agency LLC is a locally owned small business with several low impact projects on going. The magnitude of the City of Fort Lauderdale Municipal Airport's project demands that it be places at the top of our companies priorities. The advantage of having a local small business is that our main effort will be this project. Our offices are staffed around the clock with customer service representatives for your convenience. FIRST Team Security Agency staffs fully functional offices. Our customer service representatives are not salespeople; 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 FIRST Team Security Agency
- 10) The Scope of Services as described in the RFP requires a contractor who has the experience and past performance in airfield operations at general aviation airports to demonstrate that the contractor has the ability to perform the services on day one. Of major importance within this area of responsibility is the need for highly qualified, highly skilled, well trained, customer service oriented security personnel working to deter against unauthorized, illegal, or potentially life-threatening activities directed towards airport employees, contractors, visitors, resources, and property. Paramount to the successful operation of the general aviation airport security services program is its capability to provide for the security and safety of its staff, contractors, pilots, passengers, visitors, as well as airplanes and property while providing a high level of customer service. The selected company must understand the importance of building a program that leverages industry best practices to provide the level of security that the Airport requires with a transition that is seamless.

Training

FIRST Team Security School

FIRST Team Security Agency staffs a security training school that provides in-house Security industry required. This facility is located in Palm Beach County.

FIRST Team Security School. 2051 Dr Martin Luther King BLVD Suite 311, Riviera Beach, FL 33404



F.I.R.S.T. Team Security Agency Proposal for Security Services



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Security Officer Training Curriculum

Approach to Scope of Work

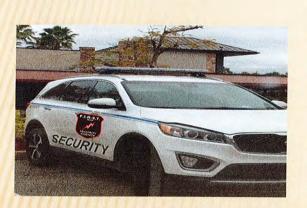
We provide security training that meet and exceed State of Florida mandated requirements for security guards/officers. Our goal is to have all officers meet a nationally recognized Level II for Security Officers.

Legal Issues; Liability	2.5 hrs.	Observation Techniques and Report Writing	3.0 hrs
 Florida criminal laws relative to common crimes, such as theft, assault, battery, robbery, and burglary Limitations of arrest authority (citizen arrest, retail theft) Legal use of force and Chapter 776, Florida Statutes Response to crimes in progress Guidelines for when a client requests a search 		 Observation techniques Field note-taking, prerequisite to good reporting Report elements: the six interrogatives defined (who, what, when, where, why and how) Characteristics of a good report (clear, neat, complete, brief, accurate, prompt) Procedure (outline, draft, final product) Importance of proofreading 	
Basic Emergency First Aid	2.0 hrs.	Sample reports common to the security industry Punctuation and capitalization	
 Provide the student with the basics of first aid techniques so that he will be able to service a victim's needs until professional assistance arrives Basic first aid instructions on various injuries; wounds and shock; 		Grammar guidance Introduce student to bullet-style outline	
emergency response requirements		Interviewing Techniques	1.0 hr.
 Provide information about the Florida Good Samaritan Act Orientation to blood borne pathogens 		 Explain what an interview is Explain the difference between interview versus interrogation Explain the styles of interviewing Provide an understanding of how to develop rapport with the 	
Emergency Procedures	1.5 hrs.	victim, witness, or suspect	
 Fire and bomb threat evacuations Natural disaster preparation and responses (hurricane and floods) Major electrical failure 		 Explain how to motivate the person being interviewed The interview approach Explain how to end an interview Define deceptive cues 	
Ethics and Professional Conduct	2.0 hrs.	Fire Detection, Suppression and Life Safety	1,5 hrs.
Describe what professional conduct is for a security officer Code of Conduct or Code of Ethics (defined) Uniform and personal grooming Effective assertiveness Discipline Readiness: Shift work and sleep adjustment Alertness Honesty Developing rapport with management, employees and guest Sexual Harassment Icccess Control People Vehicular Basic Technology	<u>1.0 hr.</u>	 Mission of the security officer regarding fires Definition of fire, highlighting the necessary ingredients Responsibilities of security officer regarding: Fire prevention Safeguarding of others Fire extinguishing Procedures for controlling small fires Fire extinguishing methods (cooling, smothering, starving) Use of extinguishing agents: Identification of extinguishers and relative markings Sodium fires Life safety issues, such as: Life safety plans Fire detection, location and intensity Evacuation 	
TWIC Definition		 Explain s. 877.15, Florida Statutes, failure to control or report a dangerous fire 	
atrol Techniques	1.50 hrs.	Crime and Accident Prevention Techniques and Practices	2.0 hrs.
Define patrolling Purposes for patrol Types of patrols Identify required equipment for a security officer Mobile patrol and vehicle safety (defensive driving techniques) Preventative patrols and fire watches Fixed post duties and vehicle control		 Methods of prevention (thefts by use of lock, inspection or alarm technology) Methods of prevention (injury, eliminating hazards and reporting) Methods of prevention. Securing company equipment, property and reporting deficiencies CCTV 	

F.I.R.S.T. Team Security Agency Proposal for Security Services



Mission Support Equipment



F.I.R.S.T Team Security currently has its own fleet of security patrol vehicles. In order to meet the specific patrol vehicle requirements outlined in RFP 12237-895 and meet the city's emission reduction initiative. F.I.R.S.T Team will acquire 2 new 2019 Ford Escape SEL 1.5L Ti-VCT GTDI 1-4 with Intelligent 4WD and a tow capacity of 3000LBS. The vehicle shall also be equipped with a yellow light bar and appropriate markings (Fort Lauderdale Executive Airport Security Patrol) in 6" reflective lettering and a trailer hitch capable of pulling 2000 pounds.

Vehicles

All vehicles will carry an adapter to charge the radio/cell phone using the vehicle's power. Each vehicle will have a locker with the listed items enclosed: first aid kit, flashlight, small tool box containing pliers, screwdriver, adjustable wrench, etc., rain gear including rubbers boots, jackets and pants, vehicle tow strap with hooks on each end, and an operational and current fire extinguisher capable of extinguishing A, B and C type fires. Scoop types hovel, push broom, and one plastic five gallon bucket.



An additional backup vehicle will be available within 30 minutes and have the equipment and capabilities of the two provided for duty. This vehicle will be equipped with an amber rotating or flashing beacon.



F.I.R.S.T. Team Security Agency Proposal for Security Services



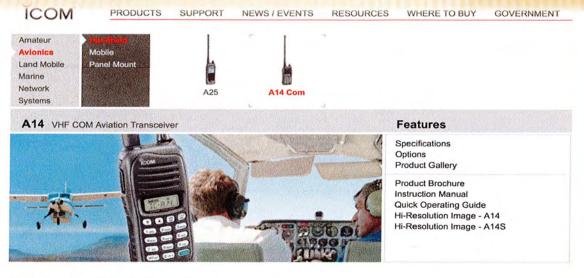
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Communications Equipment

Radios

F.I.R.S.T Team Security will acquire the appropriate ICOM radios that can provide 2-way vehicle aviation radio with at least 5 watts of power as well as a hand held aviation band transceiver with a back-up battery. Each radio will have the capability of transmitting and receiving on 720MHZ frequencies. The vehicle radio will remain on at all times and the hand held unit will be on and with the Security Officer any time they are outside the vehicle.

Zeach Security Officer on duty will have a radio/cell phone compatible with the City's radio/cell phones and the proper number back-up batteries to ensure no interruptions to service.



Portable, Durable, Easy to Use

The A14 is the ideal flight companion for the student pilot. This radio practically pays for itself by saving pilots both engine hours and fuel during preflight communications with the tower. Users appreciate the A14's slim, sleek design for one hand operation for working on the flight line, using it for back up in any aircraft, or for use by ground crew. Its 2300mAh Li-ion battery lasts over 15 hours and the radio includes a nice sit in rapid charger.

Output Power:	5W typ. (PEP), 1.5W (CW)	
Frequencies:	TX (COM)	118.00-136.975MHz
	RX (COM/NAV)	108.00-136.975MHz
	RX (Weather)	161.650-163.275MHz
Channel Spacing:	25kHz	

F.I.R.S.T. Team Security Agency Proposal for Security Services



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Duty Uniform

Wear and Appearance



Duty Uniform



In the security industry, perception is reality. How an officer looks and acts has a direct bearing on the perception of the security program that the security officer supports. F.I.R.S.T. Team has always made the commitment to purchase only high quality uniforms that are individually tailored to each officer that reflect the work culture and business environment of our clients. We also make sure that our officers are given a generous issue of uniform garments so that they always present a neat, crisp and professional appearance, at no cost to them.

A variety of uniform styles are offered to meet the requirements of different facilities and posts, including outerwear and foul weather gear. All uniforms are washable, permanent press and low maintenance. All uniforms will be customized to include the required City and/or Airport identification.

F.I.R.S.T. Team is committed to building a robust alliance of diversified suppliers in fulfilling our customer's requirements and will continue to be proactive developing partnerships to minimize costs while maximizing value for the Airport and your contracting budget. We have provided on the above photographs of our executive protection uniforms, duty uniform, and patrol uniform. All uniforms will bear the correct markings badges and appendages required to make the F.I.R.S.T. Team's security officer continue to reflect the look and style of a security professional while meeting the Airport dress and patch requirements

F.I.R.S.T. Team Security Agency Proposal for Security Services

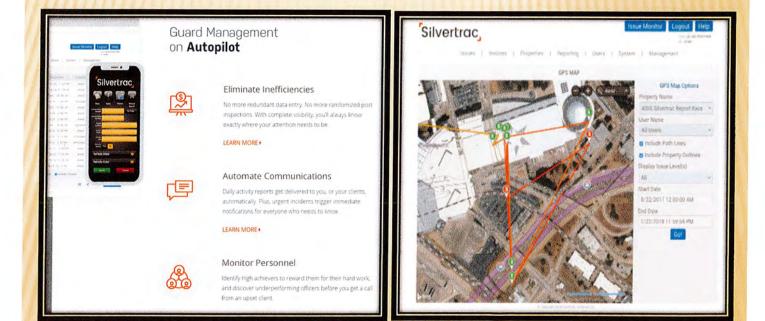


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<u>SILVERTRAC</u>

Integrated Management

F.I.R.S.T. Team Security Agency integrates the *SILVERTRAC* reporting system on all company phones to streamline reporting and accountability. This application revolutionizes situational awareness of the entire team and provides the clients with real-time information on events deemed as emergencies. With this one tool our management team are able to: attain Increased efficiency creates increased margins. Officers use Silvertrac to report any incidents, maintenance, or parking issues directly from their mobile device, letting them spend more time on their route and less time filling out paperwork. Supervisors can help officers become even more efficient by using the shift report to review time spent at each site and identify discrepancies from one patrol to the next.



ADVANTAGES

MANAGEMENT

- Get real-time reports
- Track Officer Performance
- Communicate with officers and clients

SECURITY OFFICERS

- File incident and Daily Reports
- Receive Tasks and Alerts
- Complete Guard Tours

F.I.R.S.T. Team Security Agency Proposal for Security Services

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Equipment

Personal Equipment

Equipment Each Security Officer on duty will have a radio/cell phone compatible with the City's radio/cell phones and the proper number back-up batteries to ensure no interruptions to service. Each cell phone will have the ability of capturing and delivering images via text messaging and unlimited texting capabilities. Additionally vehicle units will carry an adapter to charge the radio/cell phone

Personnel Management

Our account manager(s) will be on site approximately 40 hours per week and at unannounced times to check up on the account supervisor and the assigned security guards. He is also liaison to the Fort Lauderdale Municipal Airport Manager on all security initiatives and project maintenance.

- The Guard Tour System is courtesy of F.I.R.S.T Team Security. We do not bill the client for installation, monitoring or up-keep of this system.
- Overtime is never billed to City of Fort Lauderdale Municipal Airport. We have accounted for project overtime in our billable rate.
- 3. Uniforms, equipment or other expenses are never billed to
- Pre-employment drug testing costs are not billed to FXE.. Random drug testing costs are never billed to our clients..
- 5. Training and in-service seminars and coursework are not billed to our client.

Liability

Insurance

Please Reference (Tab B) Proof Of Insurance

FIRST Team Security maintains insurance that is three 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.



F.I.R.S.T. Team Security Agency Proposal for Security Services



Florida Veteran & Minority Business Certification Office of Supplier Diversity + 4050 Esplanade Way, Suite 380 + Tallahassee, FL 32399 + 850-487-0915 + www.dms.myflorida.com/osd F.I.R.S.T Team Security Agency LLC 287 and 295.187, Florida Statutes, for a period from: 05/23/2018 Is certified under the provisions of Florida Department of Management Services office of supplier Enin Rock, Secretary to 05/23/2020

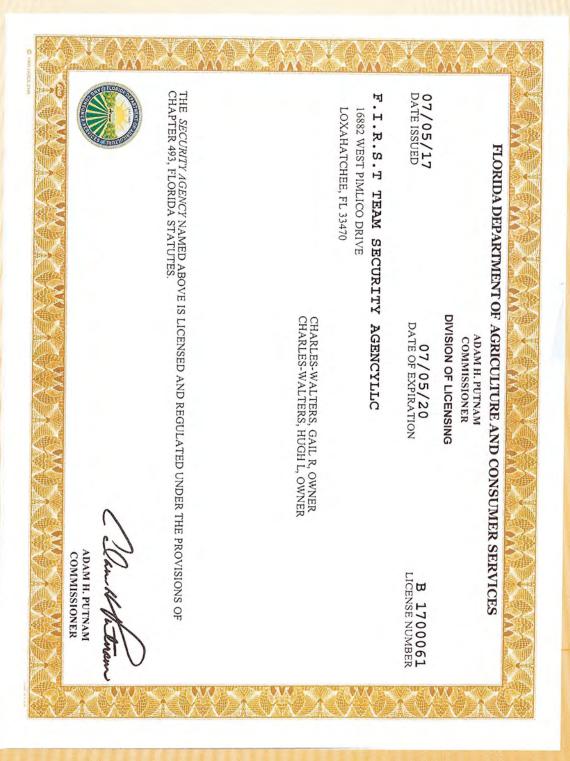


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Minority Business Entity

STATE OF FLORIDA (MBE)





LICENSES

F.I.R.S.T. Team Security Agency Proposal for Security Services



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