

## **A.E.M. SecuritySolutions Inc.**

Armoured – Enforcement - Management

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***TO SECURE & PROTECT***  
ARMOURED ENFORCEMENT MANAGEMENT



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## **ARMoured ENFORCEMENT MANAGEMENT**

### **To Secure & Protect**

A.E.M. SecuritySolutions is an acclaimed firm of security professionals with a reputation for both effective security solutions and the use of innovative technology in the protection of life and property. We achieved the **highest** level of professional protection at lowest rate of loss for our clients; while we charge competitive regular rate even throughout **STATUTORY HOLIDAY**. Our security strategy combines vigorous training in **Martial Arts**, Verbal Judo with exceptional pre-employment screening including alcohol / drug tests , criminal checks and physical appearances to obtain the highest level of professionalism of our security officers/guard. Our personnel team consist of highly educated professionals with post-secondary degrees in management, communications, customer relations and Criminology. A.E.M. SecuritySolutions offer our state-of-art surveillance using **WIRELESS INFRARED OUTDOOR MOTION SENSORS** with a capacity over 600 meters of coverage including IP video cameras at **no extra cost to you**. A.E.M. SecuritySolutions has a portfolio of completed and on-going projects with particular emphasis on Federal governmental security projects. We think that your project is well suited to our strengths and aspirations

Yours Sincerely,

*Vittorio Puzzo*

*President, CEO*

A.E.M. SecuritySolutions Inc.

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A.E.M. SecuritySolutions will provide you with athletic fit, certified, licensed, insured, and **bonded** Armed & Unarmed Security officers. Each Security Professional has been screened to the standards of the Canada Government Secret Clearance Program.



- 1) Our pre-employment background investigation far exceeds that of most police department jurisdictions. In addition, A.E.M. SecuritySolutions 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 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 A.E.M. SecuritySolutions, we will provide you with the full applicant investigation of each proposed security officer.
- 2) A.E.M. SecuritySolutions offers, free of charge, supervisory personnel to insure strict adherence to our general orders and your rules, regulations and ordinances. A.E.M. SecuritySolutions supervisors are utilized as a liaison between A.E.M. SecuritySolutions 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 A.E.M. SecuritySolutions, we will provide our level 1 Uniformed security officers/guard equipped with bullet proof vest, duty belt containing the following: 1 pair of hand cuff 1 baton and two-way radios or equivalent to ensure constant communication with our management team.
- 4) Level 2 and 3 security officers are for specials site to further enhance the protection we provide.

A.E.M. SecuritySolutions has taken a unique approach to the business of contract security. Many of our competitors employ minimally screened and trained officers. Our approach involves a proactive theory of **well-groomed, athletic fit with Martial art expertise** and **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 officers Project:

## Applicant Screening

- 5) The quality we bring to your environment begins long before you see our security officers. The Board of Directors at A.E.M. SecuritySolutions 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 10 applicants per month, with an average of 2 new appointees. Most applicants are unable to meet our qualifications, which are equivalent to the Canada Government Secret Clearance Program.

## Training

A.E.M. SecuritySolutions 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 the province mandated certification courses, A.E.M. SecuritySolutions personnel must attend:



- A. Weekly Military Defensive Tactics Training
- B. 40-hrs Patrol Techniques & Criminal Law
- C. 16-hrs HVAC & Fire emergency procedures
- D. 8-hrs Construction Safety Procedures

## Method

- 6) Our uniformed security officers are trained to act as a criminal deterrent or special security services 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 to generate a feeling of safety. (To Secure and Protect).

## Patrol

- 7) The placement of our security officers is what generally places A.E.M. SecuritySolutions in the position to confidently describe the implementation of our security officer project as authentic. Our security officers are trained to make visible foot patrols throughout their posts in undetermined patterns and Monitoring our CCTV cameras from our own **Mobile command Centre** We encourage our personnel to interact with your patrons and employees in addition to standing a fixed post

## Compliance

A.E.M. SecuritySolutions has developed a theory of  
*"Enforcement through Reinforcement"*



The management, having twenty 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

- 8) Our uniformed security officers are outfitted with state of art police/military or dress 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 in your facilities.

## Supervision

- 9) A.E.M. SecuritySolutions supervisory personnel are required to possess a minimum of 7 years of law enforcement experience. Our supervisors are in charge of 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 A.E.M. SecuritySolutions.

## 24 Hour Customer Service

Company Name stands above our competitors by providing an open line of communication with our clientele 24/7

Our three offices locations are staffed around the clock with customer service representatives for your convenience. While most of our competitors work from their homes, A.E.M. SecuritySolutions 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 A.E.M. SecuritySolutions.



## Cost

You can significantly reduce your liability with our \$5 Million comprehensive Insurance Policy

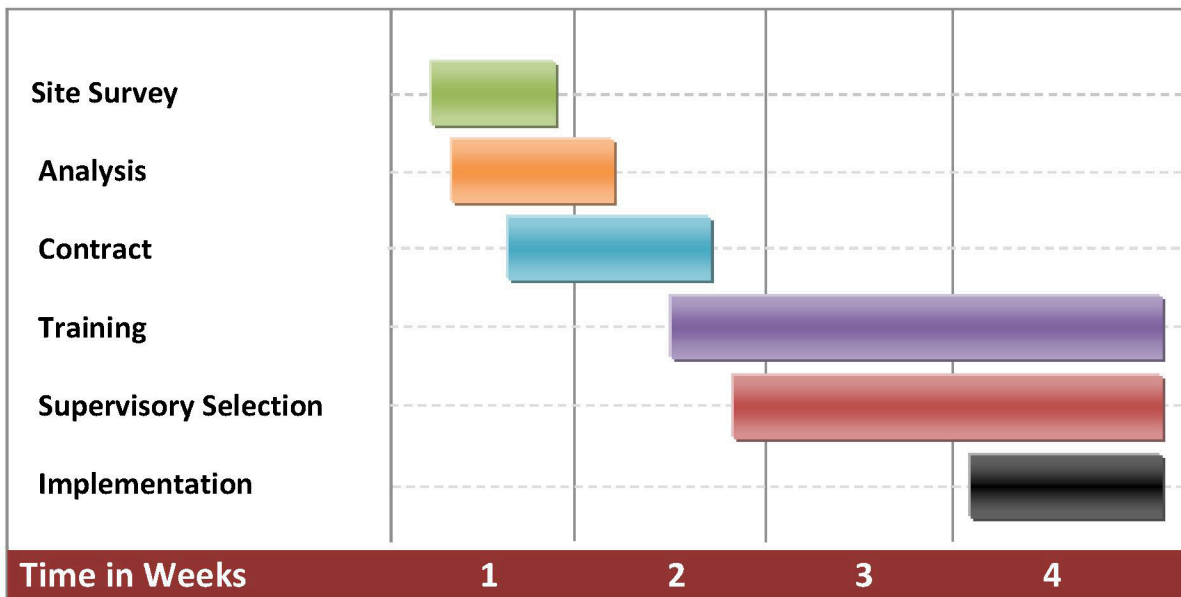


A.E.M. SecuritySolutions will provide you with a forensic breakdown of our costing specifications. A.E.M. SecuritySolutions maintains a philosophy that in order to retain the highest quality security professionals in the industry, we must compensate them commensurate to their qualifications. **The Board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

A.E.M. SecuritySolutions 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, A.E.M. SecuritySolutions 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. A.E.M. SecuritySolutions 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



- ✓ High Dismissal Protection Service
- ✓ Armed Patrol Service
- ✓ Armed VIP Protection Service
- ✓ Residential Protection Details
- ✓ Corporate Protection Details
- ✓ VIP High Profile Wedding

## Uniformed Security



- ✓ Healthcare Facilities
- ✓ Archeological Site
- ✓ Corporate Buildings
- ✓ Construction Site
- ✓ Oil & Gas Pipeline Site
- ✓ Museum Security
- ✓ Governmental
- ✓ Bike Patrol
- ✓ Hotel Security



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- ☑ Physical Labor Dispute
- ☑ stringent Security Procedures
- ☑ Bomb Treat Response Unit
- ☑ Deploy Special Operations

### ***Who is A.E.M. STF?***

There's a lot of hype about what we do. Most of it we can tell you, some of it we need to keep private. But if you're interested in who we are and what we do, there are a few things we'd like you to know.

#### **We're quiet professionals.**

We exist to serve Canadians. We do what the Client asks from us, but please respect that we can't tell everyone how we complete it. We are by our nature secretive because we need to be discreet. We don't get recognition or fame for what we do. We do it so that Canadians can sleep at night.

#### **We're a precise and accurate tool.**

We can be applied to any threat. We are at the forefront of tactics and technology to give us the advantage over our enemies. We are prepared to take action against any threat to Canadian at home and we are deeply trusted to complete every mission we're sent on.

#### **We don't break the law.**

While we remain quiet about how we accomplish our missions, we are accountable to a strict code of ethics. We are calm and calculated in our engagements, strictly adhering to Canadian and National law at every turn.

#### **We are ready.**

At A.E.M. Security Solutions Inc., we believe that it's impossible to put a price tag on safety and peace of mind. As a comprehensive security service in Toronto, Ontario and the GTA, our goal is to keep our clients safe and secure. Whether you're looking to safeguard a high-profile establishment or simply want to go the extra mile to protect your family members or employees, our services are designed to address your needs and take worry and stress out of the equation.

## International Travel Security

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



## Maritime 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



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

## **Cost Structure**

A.E.M. will furnish our client with licensed, bonded and insured security officers. Our hourly rates for all our Client’s project which include our own Mobile Command Centre with CCTV cameras and Infrared outdoor sensors are:

- \$ 24.95/Hr + HST Unarmed Security Guard**
- \$ 26.95/Hr + HST Supervisor & Bilingual Officers**
- \$ 39.95/Hr + HST Armed Security Guard**
- \$ 295.95/Hr + HST STF ( Federal Contracts only )**
- \$ 30.95/Hr + HST Undercover Spotter**
- \$ 2.95/Hr + HST Mobile Command Centre ( Yearly Basic )**
- \$ 1.95/Hr + HST Electrical & Hybrid Vehicles**

**Account Manager(s) time is not billed in any way to client. Our account manager(s) will be on site approximately 8 hours per week at un-announced times to check up on the account supervisor and the assigned security officers. He is also liaison to John Smith on all security initiatives and project maintenance.**

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

**Overtime is never billed to client. We have accounted for project overtime in our billable rate.**

**Holidays are billed at Regular rate courtesy of A.E.M. SecuritySolutions Inc.**

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

**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. An client Associates representative may be present during such polygraph test.**

**Pre-employment drug testing costs are not billed to client. Random drug testing costs are never billed to client.**

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

## **Recent Client References**

### **Company Names**

**Summit Pipeline Services Inc.**

**Enbridge Oil pipeline Inc.**

**Golden Associates ( Archeologist )**

**Michel Pipeline Canada Inc.**