

Contract Security Consulting Services

RFP's / Tenders. Guard Service Optimization

David Hyde & Associates

Are you going out to tender for contract security?
Or looking to audit your current security contractor?

Our Services at a Glance

Existing Security Contracts

Benchmarking against legal and industry best practice standards, guard service audits, review and optimization of security guard contracts

Guard Contract RFP & Tender Preparation

Drafting of RFP/tender documents, development of service level agreements (SLA's) and key performance indicators (KPI's)

Contract RFP & Tender Evaluation

Comparative bid analysis, recommendations on vendor selection, contract negotiation

Contract Administration Tools and Guidelines

Development of a framework to support ongoing administration of guard contracts / service

We Can Help....

In today's economy, a growing number of organizations are choosing the scalability and flexibility of contract guard services over proprietary security alternatives.

In the face of mounting demand for guard services, some providers struggle to meet service commitments. All too often, clients receive poor quality personnel, lapses in coverage, and/or sub-par contractor performance.



At **David Hyde & Associates** we help those purchasing guard service to select the best vendor partner and draft an effective contract document. We also offer support in developing an administrative framework to optimize contract management.

Our team has almost 60 years of experience managing all aspects of contract security. We use a proven methodology to: (1) perform reviews and audits of existing security contracts and services; and (2) prepare tender and contract documents, assisting clients with vendor selection and management.

David Hyde & Associates

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Our Experience at a Glance

- Managed bulk tender projects for regional security contracts valued at up to \$10 million
- Managed vendor pre-qualification processes and designed single & multiple property RFP's
- Performed optimization audits of existing guard contracts leading to improved performance
- Drafted numerous security contracts with a range of service and performance incentives
- Hands-on experience with contract security in ON, BC, AB, PQ, MB, NB, SK and USA / UK



Top 5 Contract Security Challenges

1. Recruiting and retaining front-line guards
2. Primary focus on "cost" instead of "value"
3. Licensing and training administration
4. Unmet personnel needs and expectations
5. Demonstrating value to the client (ROI)

Joe Ricci, National Association of Security Companies

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We Optimize Contract Security...

David Hyde & Associates supports clients through all stages of security contract management:

RFP and Tender Development

Vendor Selection Process

Drafting of the Security Contract

Contract Administration

Addressing Non-Compliance

Research suggests that many security contracts fail to deliver consistent, high quality service. In many cases the contract does not set clear performance or service benchmarks; in other cases a service provider is unable to perform, or contract administration is not optimized.

Our industry-accredited team performs a range of contract security audit and RFP-related services. We apply industry best practices to assess existing security contracts, providing a roadmap to full optimization.

We specialize in all facets of guard contract oversight, from vendor pre-qualification and RFP preparation to vendor selection and drawing up of Service Level Agreements and Key Performance Indicators.

Our associates have worked in, and understand, the contract security industry. The many former Security

Directors working on our staff have developed, tendered and managed major guard services contracts across Canada.

Please call today to find out how the contract security solutions offered by **David Hyde & Associates** can help to leverage maximum business value from your new or existing guard services contract.

