



# American Guard Services

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City of Clearwater

## Re: Proposal for Three Parking Garages

American Guard Services, Inc. (AGS) is pleased to announce its interest in further securing City of Clearwater (City) with highly trained security and patrol services.

### Brief Description of the Firm

We have a nationwide reach and focus—making AGS unique as one of the largest majority woman-owned security enterprises in the United States. The firm continually meets the needs of our public-sector clients with its procedures matching the field-tested durability of law enforcement.

Over 1500 local employees, many of which live within a few miles of City's sites, already trained in the most advanced tactics for perimeter and asset security that matches your facilities—are standing by. With the continuation of our contract with City, we are bringing a unique approach to lot/garage security between 7 pm and 6 am via specialty training, equipment, and a swift operation (no long transition necessary).

### Pricing Proposal

AGS is proposing a **bill rate of \$18.93** for the following option

1. Unarmed Patrol Officer Services for <sup>7</sup>11 hours per day, <sup>11</sup>7 pm to 6 am, <sup>5</sup>seven days a week  
(which translates to \$75,795.72 annually)

*Handwritten notes:* 261 hrs, 260, 34,580, 14,713, 33,250

*Note: this is the price that was previously approved in the original award; we are honoring this rate.*

Overtime rates will only be billed when generated and approved by City. The rate above also includes access to our recently updated in-house Dispatch Center. Employees under the proposed rate will enjoy: Medical insurance (with a monthly contribution), Dental Insurance (with a monthly employee contribution), and paid training.

AGS acknowledges City's right to extend or modify the project scope as it sees fit. Our financial strength and guard capacities allow us to welcome these future modifications. We look forward to continuing our partnership and advancing safety for all in Clearwater.

Respectfully,

**Gerald A Gregory, Executive Vice President**

American Guard Services, Inc.

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