



Title Page

Solicitation RFP-4671-21-JE

School Crossing Guard Services

AJ Squared Security Inc.

1150 East Atlantic Blvd.

Suite B

Pompano Beach, Fl. 33060

(305) 834-9419

Theodore Belloise

Regional Director

May 27, 2021

Table of Contents

Title Page	1
Table of Contents	2
Letter of Transmittal	3
Profile of Proposer	4
Summary of Proposer's Qualifications	5
Project understanding, proposed approach, and Methodology	7
Project time schedule	9
Proposer's cost proposal	13
Forms (signed)	15

Letter of Transmittal

AJ Square Security Inc. has been in business since 2005 and currently has office in New York, New Jersey, Chicago & Pompano Beach, Fl. Currently AJ Square Security does several schools in the Metro New York area, AJ Square Security is familiar and with the scope of work and what resources are needed to provide the services for the City of Hollywood's RFP-4671-21-JE. The Contact and authorized representative is Theodore Belloise. Mr. Belloise has over 20 years' experience in Security. His title is Regional Director of the Southeast Division. Address is 1150 East Atlantic Blvd. Suite B Pompano Beach, Fl. 33060

Contact: (305) 834-9419 tbelloise@aj2security.com

Our management plan outlines the way in which we envision managing the accounts and the components, such as Hiring and Training, Quality Assurance, and overall management that are critical to ensuring a successfully run account. AJ² Security provides well-trained, professional security personnel. Managing security programs is our only job.

Our Clients seek a provider who will fulfill its' objectives of having not only a first-class security and safety operation – but a reliable, quality of service that will represent the best value. AJ² recognizes that this is also a budget-driven imperative. We have brought years of in-depth familiarity with similar organizations and their safety and security needs – valuable experience and knowledge – to determine the best price at which your desired service-levels can be delivered.

AJ Squared Security has been designing and delivering quality security solutions for over a decade. Our offering has been designed to deliver high satisfaction for and achieving critical account management goals.

AJ² Security and Safety officers will convey a professional appearance and demeanor. They look crisp. The general public is welcomed and assisted courteously and helpfully just as rules and control procedures are firmly and consistently enforced. Clients and/or visitors proceed on their way with a first impression of having been dealt with professionally and efficiently.

As a stake holder, you are confident, even when not on site, that your security officers will be alert to potential security and safety incidents and conditions and that they will deal professionally and thoughtfully with situations as they arise, making all necessary notifications – because they have been carefully selected and are continuously being trained and closely mentored by the AJ² management team in accordance with the goals and priorities that you have set for your program.

How does AJ² accomplish this?

AJ² raises the bar by:

☑ selecting the right people for your security program – which involves:

Confirming the appropriate wages by location, position and skill set – and
having applicants matched to those positions by a professional – one whose training is staffing – not just security

☑ An extremely deep and very client-interactive Management Team with

Years of experience delivering quality contracted security services in a retail environment

Many layers – all interacting with you at given intervals or as necessary and appropriate both informally and as part of formal review processes

A deep awareness and wide knowledge of your people, geographic community, account requirements, preferences, and goals

A commitment as a whole to partner and collaborate with you to continue to set goals; measure against those goals and continuously refine performance components so that the program is always aligned with your goals for your security program.

Profile of Proposer

AJ Square Security Inc. is a regional company with office in the North East, Mid-West & South East sections of the United States. AJ Square Security has had tremendous growth in the last fifteen years. The office that will be serving this contract will be conveniently located at our Pompano Beach branch. 1150 East Atlantic Blvd. Pompano Beach, FL 33060

AJ Squared Security, Inc. (AJ²), is a privately owned security organization founded in May 2003 and incorporated in November 2003.

One of the main reasons for AJ²'s success is a concerted effort to be an innovator in the security field, continually seeking to add value for clients. AJ²'s enviable reputation was built on high standards of quality in every aspect of operation. Each situation is carefully reviewed to determine the best approach to service delivery, offering customers total security solutions that address their specific needs. In addition to AJ²'s Security Personnel Division, the Investigation Division features the expertise of highly trained professionals in the areas of consulting and planning, surveys and analysis, undercover operations, insurance fraud, litigation support, labor disputes and intellectual properties issues.

Corporate Mission Statement

- ☐ Build partnerships with clients and place their interests before those of AJ Squared Security, Inc.
- ☐ Honor our customers' confidence and trust by pursuing every opportunity to exceed their expectations.
- ☐ Commit to an exemplary effort in search of excellence. Our commitment demands the very best talent, coupled with extra ordinary tools.
- ☐ Be innovative and forward thinking; to develop and maintain a broad core of capabilities based on extensive resources to meet the evolving requirements of a dynamic and rapidly changing world.
- ☐ Continually educate our employees to be technically proficient, culturally sensitive and socially aware.
- ☐ Provide a continually enhanced, multi-function program that, in response to needs, provides undeniable value for our customers, employees, community and shared business purpose.

Current customers AJ Square Security is providing services include:

Urban Outfitters

Whole Foods Market

Michael Kors

Summary of Proposer's Qualifications

Licenses Held by AJ Squared Security, Inc.

AJ Squared Security Inc.
complies with all
requirements and is
licensed in the states
below:

New Jersey	1046	09/28/2021
New York	11000105701	07/09/2021
Florida	B 2500187	12/23/2023
Central FL	BB 1600007	05/03/2022
Pennsylvania	Md812012	02/15/2022
Illinois	122.001466	08/31/2023
	119.001601	

Bios

Tom Whittles Chief Operating Officer assumed the day to day operations of AJ Squared Security in 2012 upon his retirement from a Command position with the New Jersey State Police after a 28 year career. It was during this time Mr. Whittles was able to transform AJ Squared Security into the highly successful Security Company that it is today. Utilizing his "lead from the front" experiences garnered from the FBI National Academy, Mr. Whittles incorporates this leadership style when working with his staff to deliver favorable results when faced with fast-paced, complex, high stressed situations. With a Master's Degree from Seton Hall University, Mr. Whittles is an outstanding communicator with dynamic interpersonal skills that enables seamless interaction with his staff and clients. Mr. Whittles is an expert presenter, negotiator and businessperson with the ability to build consensus across multiple levels and exceeds organization objectives.

Scott Lowell President has worked in the security industry for the past 30 years. Mr. Lowell is a highly respected manager with repeated success guiding our large workforce, leading-edge solutions and possesses expertise in business development and operations management. Although he has been in an executive position for the past 7 years, Mr. Lowell started his career as a front line Security Guard with firms such as the New York Stock Exchange, Wells Fargo and multiple federal facilities. As a result, Mr. Lowell has the institutional knowledge of every facet of the security guard profession. Including but not limited to asset protection, access control and vulnerability assessment and solutions. Mr. Lowell is a

major contributor to the success of Colonial through his vision for the future, work ethic and a compassion for the return of our client's investments.

Lawrence Hall Head Supervisor Mr. Hall has served in management roles for national security firms over the past two decades and has proven that he has the natural ability to oversee accounts with multiple hours. Mr. Hall brings to AJ Squared Security his expertise with our airport clients, our larger accounts and vetting our future employees. Mr. Hall builds teamwork, cooperation and consistency for all our employees and ensures our staff is fully trained and thoroughly knowledgeable of all post orders, operation logs and our policies and procedures. But what sets Mr. Hall apart from his contemporaries is the ease in which he motivates our employees to perform to the AJ Squared Security standard. Mr. Hall leads by example and instills pride and professionalism into our workforce.

AJ Squared Security is committed to utilizing its vast resources and expertise to successfully deploy the services necessary for the City of Hollywood.

Project understanding, proposed approach, and methodology.

We propose the creation of a partnership that is world class and cost effective. We envision a perpetually enhanced, multi-functional program that, in response to needs, provides undeniable value for our shared business purpose.

First, AJ²'s management staff is "on call" and available 24 hours per day, 7 days per week. Reporting to this core team are the operations managers, who are responsible for the direct supervision of accounts. In this case, AJ² would assign a specific account or site manager to oversee all daily operations. This includes ensuring that all personnel are properly screened, trained and uniformed, that all personnel are properly scheduled, that all post orders are completed and updated, that all equipment is installed and functioning properly, that all duties are completed as specified. AJ² also employs specifically trained field inspectors, who will make both scheduled and unscheduled site visits to ensure compliance to standards.

In addition to uniformed officers, we offer consulting services, background investigations, undercover investigations and mystery shopping services.

Specifically, AJ² is particularly well-positioned to effectuate a complete changeover based on our well established business operation in the immediate geographic area, including: proven executive and regional management, efficient administrative procedures and 24 hour communications ability, an innovative HR approach, close proximity to the workforce and sites, comprehensive training, a national background center, a well-planned quality assurance program and creative services support. Our services also include an excellent investigative division with a proven record of success in many demanding situations.

In addition, AJ² takes a creative yet responsible approach to delivery of service. For example, we have offered value-added features such as security awareness programs for employees and their children, specialized training, etc. We believe in being a preferred employer and promoting personnel retention at every opportunity.

In summary, AJ² believes that the security program should be tailored to fit the client's needs. We work closely with our customers from contract award through start-up and daily operations to achieve that goal.

Transition Plan

AJ² addresses specific client needs in an operationally sound, timely manner by establishing implementation guidelines from contract award through actual start-up. Key issues are itemized and assigned a project time frame for completion. The schedule below reflects a typical transition timetable.

Phase 1

Solidify Lines of Communications		✓		
Assign Branch/Corporate Liaison		✓		
Evaluate/Recruit Current Personnel	✓		✓	
Start Recruiting Personnel	✓		✓	
Select Site Supervisor	✓		✓	
Employment	✓		✓	✓
Screening/Clearing				

Review Progress with Client	✓	✓	✓	✓	✓
-----------------------------	---	---	---	---	---

Phase 2

Review Post Orders/Modifications	✓		✓		✓
Establish Training Program	✓	✓		✓	✓
AJ ² /Client Personnel Selection	✓		✓		✓
Schedule Officer Personnel		✓		✓	
Review Client Owned Equipment			✓		
Order Special Equipment			✓		
Establish Emergency Procedures	✓		✓		✓
Receive & Test Special Equipment		✓		✓	
Order Uniforms		✓		✓	
Begin Classroom Training	✓		✓		✓
Complete Classroom Training			✓		
Issue Uniforms			✓		
Assign Posts			✓		
Develop Cross Training Program		✓		✓	
Activate In-Service Training	✓			✓	
Final Review with Client	✓			✓	
Start up.					

<u>SCHOOL CROSSING GUARD ASSIGNMENTS</u>			
<u>SCHOOL</u>	<u>GUARD LOCATION</u>	<u>POST HOURS</u>	<u>EARLY RELEASE</u>
BEACH SIDE MONTESSOURI VILLAGE	N. 24 Ave. / Johnson St.	8:00-9:30AM 3:30-4:30PM	8:00-9:30AM 1:30-2:30PM
2230 Lincoln Street Hollywood, FL	N. 24 Ave. / Pierce St.	8:00-9:30AM 3:30-4:30PM	8:00-9:30AM 1:30-2:30PM
	N. 2100 Block of Lincoln St.	8:00-9:30AM 3:30-4:30PM	8:00-9:30AM 1:30-2:30PM
	N. 24 Ave. / Lincoln St.	8:00-9:30AM 3:30-4:30PM	8:00-9:30AM 1:30-2:30PM
BETHUNE	3300 Blk. / N 22 Ave.	7:45-9:15AM 2:45-3:45PM	7:45-9:15AM 12:45-1:45PM
2400 Meade Street Hollywood, FL			
BOULEVARD HEIGHTS	Johnson St. / N. 72 Ave.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
7201 Johnson Street Hollywood, FL	Johnson St. / N. 72 Ave.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
	Arthur St. / N. 72 Ave.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
	Johnson St. / 7300 Blk.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
COLBERT	Funston St. / S. 26 Ave.	6:30-8:00AM 1:30-2:30PM	6:30-8:00AM 11:30-12:30PM
2702 Funston Street Hollywood, FL	Plunkett St. / S. 28 Ave.	6:30-8:00AM 1:30-2:30PM	6:30-8:00AM 11:30-12:30PM
	2600 Blk. / Plunkett St.	6:30-8:00AM 1:30-2:30PM	6:30-8:00AM 11:30-12:30PM
	Pembroke Rd. / 2700 Blk.	6:45-8:15AM 2:15-3:15PM	6:45-8:15AM 12:15-1:15PM
DRIFTWOOD ELEM	Charleston St. / N. 72 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
2700 NW 69 Avenue Hollywood, FL	Davie Rd. / N. 74 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
	Charleston St. / N. 68 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
	2800 Blk. / N. 69 Ave.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM

DRIFTWOOD MIDDLE	Sheridan St. / N. 70 Terr.	8:20-9:45AM 3:30-4:30PM	8:20-9:45AM 1:30-2:30PM
2751 N. 70 Terrace	Sheridan St. / N. 70 Terr.	8:20-9:45AM 3:30-4:30PM	8:20-9:45AM 1:30-2:30PM
Hollywood, FL			
HOLLYWOOD CENTRAL	Monroe St. / S. 18 Ave.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
1700 Monroe Street	Madison St. / S. 17 Ave	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
Hollywood, FL	Monroe St. / S. 17 Ave.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
HOLLYWOOD HILLS ELEM	Taft St. / N. 35 Ave.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
3501 Taft Street	Taft St. / N. Park Rd.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
Hollywood, FL	37 Ave. / N. Longfellow Cir.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
	Johnson St. / N. 35 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
	West Park Rd. / N. 37 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
HOLLYWOOD PARK	6900 Blk. / Johnson St.	6:45-8:15 1:45AM-2:45PM	6:45-8:15M-11:45- 12:45PM
901 N. 69 Way	1000 Blk. / N. 69 Way.	6:45-8:15 1:45AM-2:45PM	6:45-8:15M-11:45- 12:45PM
Hollywood, FL			
	<u>SCHOOL CROSSING GUARD ASSIGNMENTS</u>		
<u>SCHOOL</u>	<u>GUARD LOCATION</u>	<u>POST HOURS</u>	<u>EARLY RELEASE</u>
OAKRIDGE	N. 27 Ave. / Roosevelt St.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
1507 N. 28 Avenue	N. 26 Ave. / Roosevelt St.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
Hollywood, FL	2600 Blk. / Taft St.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
	Sheridan St. / N. 23 Ave.	6:45-8:15AM 2:15-3:15PM	6:45-8:15AM 12:15-1:15PM
	N. 26 Ave. / Johnson St.	6:45-8:15AM 2:15-3:15PM	6:45-8:15AM 12:15-1:15PM

ORANGEBROOK	Washington St. / S. 46 Ave.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:30-12:30PM
715 S. 46th Avenue	Jefferson St. / S. 46 Ave.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
Hollywood, FL	Washington St. / S. 52 Ave.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
	Washington St. / S. 56 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
	Washington St. / S. 60 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
	Washington St. / S. 60 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
SHERIDAN HILLS	2400 Blk. / N. 56 Ave.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
5100 Thomas Street	Thomas St. / N. 51 Ave.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
Hollywood, FL	5000 Blk. / West Park Rd.	6:45-8:15AM 1:45-2:45PM	6:45-8:15AM 11:45-12:45PM
	Taft St. / N. 56 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
SHERIDAN PARK	Sheridan St. / N. 72 Ave.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
2310 N. 70th Terrace	Sheridan St. / N. 72 Ave.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
Hollywood, FL	Sheridan St. / N. 70 Terr.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
	Sheridan St. / N. 70 Terr.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
	Liberty St. / N. 70 Terr.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
	Thomas St. / N. 70 Terr.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
	Thomas St. / N. 66 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
	Thomas St. / N. 68 Ave.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
STIRLING	5500 Blk. / N. Hills Dr.	6:45-8:15AM 1:30-2:30PM	6:45-8:15AM 11:30-12:30PM
5500 Stirling Road	N. 56 Ave. / Douglas St.	6:45-8:15AM 2:00-3:00PM	6:45-8:15AM 12:00-1:00PM
Hollywood, FL			

Issue Date

City of Hollywood, Florida
Solicitation # RFP-4671-21-JE

WEST HOLLYWOOD	Hollywood Blvd. / N. 64 Ave.	7:00-8:30AM 2:00-3:00PM	7:00-8:30AM 12:00-1:00PM
6301 Hollywood Blvd.	100 Blk. / N. 64 Ave.	7:00-8:30AM 2:00-3:00PM	7:00-8:30AM 12:00-1:00PM
Hollywood, FL	Johnson St. / N. 64 Ave.	7:00-8:30AM 2:00-3:00PM	7:00-8:30AM 12:00-1:00PM
	Hollywood Blvd. / N. 60 Ave.	7:00-8:30AM 2:00-3:00PM	7:00-8:30AM 12:00-1:00PM
	Hollywood Blvd. / N. 60 Ave.	7:00-8:30AM 2:00-3:00PM	7:00-8:30AM 12:00-1:00PM
	Polk St. / N. 64 Ave.	7:00-8:30AM 2:00-3:00PM	7:00-8:30AM 12:00-1:00PM
OLSEN MIDDLE	Federal Hwy. / Sheridan St.	6:15-7:45AM 1:30-2:30PM	6:15-7:45AM 11:30-12:30PM
330 SE 11 Terrace	Federal Hwy. / Sheridan St.	6:15-7:45AM 1:30-2:30PM	6:15-7:45AM 11:30-12:30PM
Dania Beach, FL			

Project time schedule

Transition Phase One – Preparation and Planning

A logical, responsible approach to the phase-in will be facilitated over a four week period. This comprehensive plan utilizes extensive resources, ensuring a comfort level to all affected individuals. The approach will encompass specific employee and operational procedures, with minimal disruption of routine daily business activities. We feel that this realistic approach will ensure full compliance with all safety and security requirements as dictated by the client.

☐ Notification of Award

- Determine Benefit Schedule
- Finalize Wages and Pricing

☐ Sending Welcoming Letter to all contract security staff to include:

- Introduction of the Supplier
- New Opportunities for All
- Benefits Description
- Site Meeting scheduled during the next two weeks

☐ Review Master Contract

☐ Begin Formalizing Payroll and Invoicing Formats

☐ Establish Joint Transition Operations with the Client

☐ Begin Site Survey Process

☐ Meet with the Client and the Outgoing Supplier

☐ Meet with the Client Managers

- Identify Immediate Needs
- Schedule Actual Conversion Date & Time
- Discuss Staffing Retention Issues
- Schedule Welcome Meetings for Incumbent Security Personnel
- Establish Resources to be provided by the Client

☐ Approve Pre-Assignment Training Curriculum

☐ Review/Finalize Site Specific Training Curriculum

☐ Begin Developing Video Training Aids

☐ Acquire Post Orders

Transition Phase Two – Implementation

☐ Begin Welcome Meeting for Incumbents

- Provide orientation about our company
- Distribute employment literature
- Distribute applications (with uniform sizes)
- Schedule interviews

☐ Continue Site Survey

☐ Complete Review of Post Orders

☐ Establish Uniform Delivery and Tailoring Schedule

☐ Submit Plan for Video Training Aids

☐ **Begin Applicant Interview Process; Finalize Employee Applications**

☐ **Begin Background Screening and Verification**

☐ **Begin Formal Hiring**

- Employment Offers; Processing; Tentative Post Assignments
- Schedule Training Classes (basic & site specific)
- Fit and issue uniforms

☐ **Begin Classroom Training**

☐ **Follow-up Meeting with Client**

☐ **Continue Applicant Interview Process**

☐ **Continue background Screening and Verification**

☐ **Continue Formal Hiring**

☐ **Continue Training Classes**

☐ **Begin Uniform Fitting**

☐ **Finalize Site Survey**

☐ **Finalize Master Schedules**

☐ **Follow-up Meeting with Client**

• **Continue Formal Hiring**

☐ **Finalize Site Operating Documents**

- Schedules; forms; reports; logs

☐ **Finalize contract**

☐ **Finalize Payroll and Invoicing Formats**

☐ **Submit Site Survey with recommendations**

☐ **Follow-up Meeting with Client**

Recruitment Approach

AJ² believes that a concerted recruiting effort, that is innovative and does not rely solely on traditional methods, will result in a superior workforce.

AJ² has developed an extensive network of contacts through government agencies, colleges, veterans groups, military bases, non-profit organizations and technical institutes, among others. This type of direct recruiting produces higher caliber candidates, more likely to succeed as security officers. AJ²'s full time recruiters maintain continual contact with these agencies and organizations, including professional job developers associations.

AJ² goes to the applicants instead of waiting for the applicants to come to us, by holding job opportunity events at sites such as government employment service centers, military installations and school

campuses. AJ² Human Resources professionals also make formal presentations to individuals or groups who are interested in making security a career.

AJ² has instituted a number of pro-active recruiting campaigns designed to attract desirable candidates for employment. This effort includes advertising in local newspapers and other appropriate publications, featuring applications on line at <http://AJ2security.com>.

Employee Referral Bonus

AJ² believes that quality employees will attract employees of similar character. We encourage direct recruiting and reward employees who refer successful applicants. All employees are eligible to participate and receive:

\$100.00 after the referred employee completes 6 months of service

AJ² monitors the results of recruitment efforts and campaigns to identify the most productive means of attracting applicants and to maintain cost effectiveness in the hiring process.

Employment Application

AJ² has developed and refined our employment application to obtain the necessary information to identify those candidates whose personal, educational, and work history will ensure success in the security field

Hiring & Screening Process

Personal Interview

Each applicant undergoes a personal interview conducted by a competent Human Resources professional, who is knowledgeable in both AJ²'s and the client employment criteria.

Background Checks

Each candidate undergoes a thorough screening process. This process includes character references, confirmation of prior employment and assessment of abilities (if available). If required, verification of credentials and academic background (diplomas, degrees, date obtained) can also be supplied. AJ² also verifies proof of US citizenship or approved immigration status, explanation for periods of unemployment, an accounting of whereabouts for the previous 5 years.

Training Program Summary

Corporate Training Mission Statement

AJ² utilizes a Two-Step Approach toward excellence: First; find the right people, and second; help them develop their talents and capabilities to their full potential. AJ² requires a high standard of performance, which demands that we provide more than the basic information. AJ² makes an investment in each employee, committing substantial resources to training. The return on this investment is a staff who identifies with the interests of AJ² and our clients, internally motivated to give their best efforts. In training program development, AJ²'s guiding principle is that we must go beyond teaching job duties (to develop new abilities and enhancing existing talents in each employee) in order to succeed.

Pre-Assignment Training

AJ² ensures that all officers have completed pre-assignment training and passed a written examination prior to placement. Training consists of the following “core” subjects:

- ☐ Introduction
- ☐ Role of Security Officer
- ☐ Legal Powers and Limitations
- ☐ Emergency Procedures & Basic Safety
- ☐ Communications & Public Relations
- ☐ Access Control
- ☐ Ethics & Security Officers
- ☐ Review of Materials

Proposer's Cost Proposal

See attached

References sent to customers

PROPOSAL PAGES – COST PROPOSAL

Cost to the City: Contractor must quote firm, fixed, rates for all services identified in this request for proposal. The firm fixed rates include any and all costs including travel to the City. No other costs will be accepted. The firm fixed rates 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.

TOTAL FIRM FIXED FEES (INITIAL CONTRACT PERIOD) FOR CROSSING GUARDS

$\$14.81/\text{HOUR} \times 155 \text{ HOURS /DAY} \times 180 \text{ DAYS/YEAR} = \$ 413,199.00$

TOTAL FIRM FIXED FEES (INITIAL CONTRACT PERIOD) FOR SUPERVISORS

$\$25.26/\text{HOUR} \times 24 \text{ HOURS /DAY} \times 180 \text{ DAYS/YEAR} = \$ 109,123.00$

CROSSING GUARD COST/YEAR \$ 413,199.00 + SUPERVISOR COST/YEAR = \$ 109,123.00

EQUALS GRAND TOTAL: \$522,322.00/YR.

NOTE:

The hours indicated on this page is only for the regular school year. The hourly cost must remain the same for summer school.

Issue Date

City of Hollywood, Florida
Solicitation # RFP-4671-21-JE

ACKNOWLEDGMENT AND SIGNATURE PAGE

This form must be completed and submitted by the date and the time of bid opening.

Legal Company Name (include d/b/a if applicable): AJ Squared Security Inc. Federal Tax Identification Number: 20-0023074

If Corporation - Date Incorporated/Organized: May 2003

State Incorporated/Organized: Florida

Company Operating Address: 1150 East Atlantic Blvd.

City Pompano Beach State FL Zip Code 33060

Remittance Address (if different from ordering address): PO Box 77

City Pompano Beach State FL Zip Code 33060

Company Contact Person: Theodore Belloise Email Address: theodore.belloise@aj2security.com

Phone Number (include area code): (305) 834-9419 Fax Number (include area code): N/A

Company's Internet Web Address: www.aj2security.com

IT IS HEREBY CERTIFIED AND AFFIRMED THAT THE BIDDER/PROPOSER CERTIFIES ACCEPTANCE OF THE TERMS, CONDITIONS, SPECIFICATIONS, ATTACHMENTS AND ANY ADDENDA. THE BIDDER/PROPOSER SHALL ACCEPT ANY AWARDS MADE AS A RESULT OF THIS SOLICITATION. BIDDER/PROPOSER FURTHER AGREES THAT PRICES QUOTED WILL REMAIN FIXED FOR THE PERIOD OF TIME STATED IN THE SOLICITATION.



May 27, 2021 Date

Bidder/Proposer's Authorized Representative's Signature:

Type or Print Name: Theodore Belloise

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF BIDDER/PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE BID/PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY BID/PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE BIDDER/PROPOSER TO THE TERMS OF ITS OFFER.

ANY EXCEPTION, CHANGES OR ALTERATIONS TO THE GENERAL TERMS AND CONDITIONS, HOLDHARMLESS/INDEMNITY DOCUMENT OR OTHER REQUIRED FORMS MAY RESULT IN THE BID/PROPOSAL BE DEEMED NON-RESPONSIVE AND DISQUALIFIED FROM THE AWARD PROCESS.

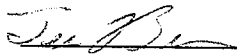
Issue Date

City of Hollywood, Florida
Solicitation # RFP-4671-21-JE

HOLD HARMLESS AND INDEMNITY CLAUSE

(Company Name and Authorized Representative's Name)

, the contractor, shall indemnify, defend and hold harmless the City of Hollywood, its elected and appointed officials, employees and agents for any and all suits, actions, legal or administrative proceedings, claims, damage, liabilities, interest, attorney's fees, costs of any kind whether arising prior to the start of activities or following the completion or acceptance and in any manner directly or indirectly caused, occasioned or contributed to in whole or in part by reason of any act, error or omission, fault or negligence whether active or passive by the contractor, or anyone acting under its direction, control, or on its behalf in connection with or incident to its performance of the contract.


SIGNATURE

Theodore Belloise_PRINTED NAME

AJ Squared Security Inc.
COMPANY OF NAME

May 27, 2021
DATE

Failure to sign or changes to this page shall render your bid non-responsive.

Issue Date _____


City of Hollywood, Florida
Solicitation # RFP-4671-21-JE

NONCOLLUSION AFFIDAVIT

STATE OF: Florida

COUNTY OF: Broward, being first duly sworn, deposes and says that:

- (1) He/she is Theodore Belloise of AJ Squared Security Inc., the Bidder that has submitted the attached Bid.
- (2) He/she has been fully informed regarding the preparation and contents of the attached Bid and of all pertinent circumstances regarding such Bid;
- (3) Such Bid is genuine and is not a collusion or sham Bid;
- (4) Neither the said Bidder nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant has in any way colluded, conspired, connived or agreed, directly or indirectly with any other Bidder, firm or person to submit a collusive or sham Bid in connection with the contractor for which the attached Bid has been submitted or to refrain from bidding in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Bidder, firm or person to fix the price or prices, profit or cost element of the Bid price or the Bid price of any other Bidder, or to secure an advantage against the City of Hollywood or any person interested in the proposed Contract; and
- (5) The price or prices quoted in the attached Bid are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Bidder or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

(SIGNED)  Regional Director
Title

Failure to sign or changes to this page shall render your bid non-responsive.

Issue Date

City of Hollywood, Florida
Solicitation # RFP-4671-21-JE

SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a) FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR
OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS

1. This form statement is submitted to City of Hollywood _____
by Theodore Belloise for AJ Squared Security Inc.
(Print individual's name and title) (Print name of entity submitting sworn statement)
whose business address is 1150 East Atlantic Blvd. Pompano Beach, FL 33060
and if applicable its Federal Employer Identification Number (FEIN) is 20-0023074 If the entity has no FEIN,
include the Social Security Number of the individual signing this sworn statement.
2. I understand that "public entity crime," as defined in paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misinterpretation.
3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in an federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that "Affiliate," as defined in paragraph 287.133(1)(a), Florida Statutes, means:
 1. A predecessor or successor of a person convicted of a public entity crime, or
 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
5. I understand that "person," as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or any entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies.)

X Neither the entity submitting sworn statement, nor any of its officers, director, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

Issue Date

City of Hollywood, Florida
Solicitation # RFP-4671-21-JE

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime, but the Final Order entered by the Hearing Officer in a subsequent proceeding before a Hearing Officer of the State of the State of Florida, Division of Administrative Hearings, determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the Final Order).

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THAT PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017 FLORIDA STATUTES FOR A CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

(Signature)

Sworn to and subscribed before me this 27 day of May, 2021.

Personally known _____

Or produced identification _____ Notary Public-State of _____

_____ my commission expires _____
(Type of identification)

(Printed, typed or stamped commissioned
name of notary public)

Failure to sign or changes to this page shall render your bid non-responsive.

**CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION AND OTHER
RESPONSIBILITY MATTERS**

The applicant certifies that it and its principals:

- (a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, sentenced to a denial of Federal benefits by a State or Federal court, or voluntarily excluded from covered transactions by any Federal department or agency;
- (b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction, violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- (c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and
- (d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or local) terminated for cause or default.

Applicant Name and Address:

AJ Squared Security Inc. _____

1150 East Atlantic Blvd. _____

_Pompano Beach, Fl. 33060

Application Number and/or Project Name:

____ N/A _____

Applicant IRS/Vendor Number: _____

Type/Print Name and Title of Authorized

Representative: Theodore Belloise Regional Director

Signature:  Date: May 27, 2021 _____

Failure to sign or changes to this page shall render your bid non-responsive.

DRUG-FREE WORKPLACE PROGRAM

IDENTICAL TIE BIDS - Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids which are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employee that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program (if such is available in the employee's community) by, any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of these requirements.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



VENDOR'S SIGNATURE

Theodore Belloise
PRINTED NAMEAJ Squared Security Inc.
NAME OF COMPANY

SOLICITATION, GIVING, AND ACCEPTANCE OF GIFTS POLICY

Florida Statute 112.313 prohibits the solicitation or acceptance of Gifts. - "No Public officer, employee of an agency, local government attorney, or candidate for nomination or election shall solicit or accept anything of value to the recipient, including a gift, loan, reward, promise of future employment, favor, or service, based upon any understanding that the vote, official action, or judgment of the public officer, employee, local government attorney, or candidate would be influenced thereby." The term "public officer" includes "any person elected or appointed to hold office in any agency, including any person serving on an advisory body."

The City of Hollywood policy prohibits all public officers, elected or appointed, all employees, and their families from accepting any gifts of any value, either directly or indirectly, from any contractor, vendor, consultant, or business with whom the City does business.

The State of Florida definition of "gifts" includes the following:

- Real property or its use,
- Tangible or intangible personal property, or its use,
- A preferential rate or terms on a debt, loan, goods, or services,
- Forgiveness of indebtedness,
- Transportation, lodging, or parking,
- Food or beverage,
- Membership dues,
- Entrance fees, admission fees, or tickets to events, performances, or facilities,
- Plants, flowers or floral arrangements
- Services provided by persons pursuant to a professional license or certificate.
- Other personal services for which a fee is normally charged by the person providing the services.
- Any other similar service or thing having an attributable value not already provided for in this section.

Any contractor, vendor, consultant, or business found to have given a gift to a public officer or employee, or his/her family, will be subject to dismissal or revocation of contract.

As the person authorized to sign the statement, I certify that this firm will comply fully with this policy.



SIGNATURE

Theodore Bellois
PRINTED NAMEAJ Squared Security Inc.
NAME OF COMPANY____Regional Director
TITLE

Failure to sign this page shall render your bid non-responsive.

Issue Date

City of Hollywood, Florida
Solicitation # RFP-4671-21-JE

Referances were sent to customers, still waiting replies.

REFERENCE QUESTIONNAIRE

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: _____

Firm giving Reference: _____

Address: _____

Phone: _____

Fax: _____

Email: _____

1. **Q:** What was the dollar value of the contract?
A: _____
2. Have there been any change orders, and if so, how many?
A: _____
3. **Q:** Did they perform on a timely basis as required by the agreement?
A: _____
4. **Q:** Was the project manager easy to get in contact with?
A: _____
5. **Q:** Would you use them again?
A: _____
6. **Q:** Overall, what would you rate their performance? (Scale from 1-5)
A: ☐ **5** *Excellent* ☐ **4** *Good* ☐ **3** *Fair* ☐ **2** *Poor* ☐ **1** *Unacceptable*
7. **Q:** Is there anything else we should know, that we have not asked?
A: _____

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: _____ Title: _____

Signature: _____ Date: _____