



SECURITY SERVICES

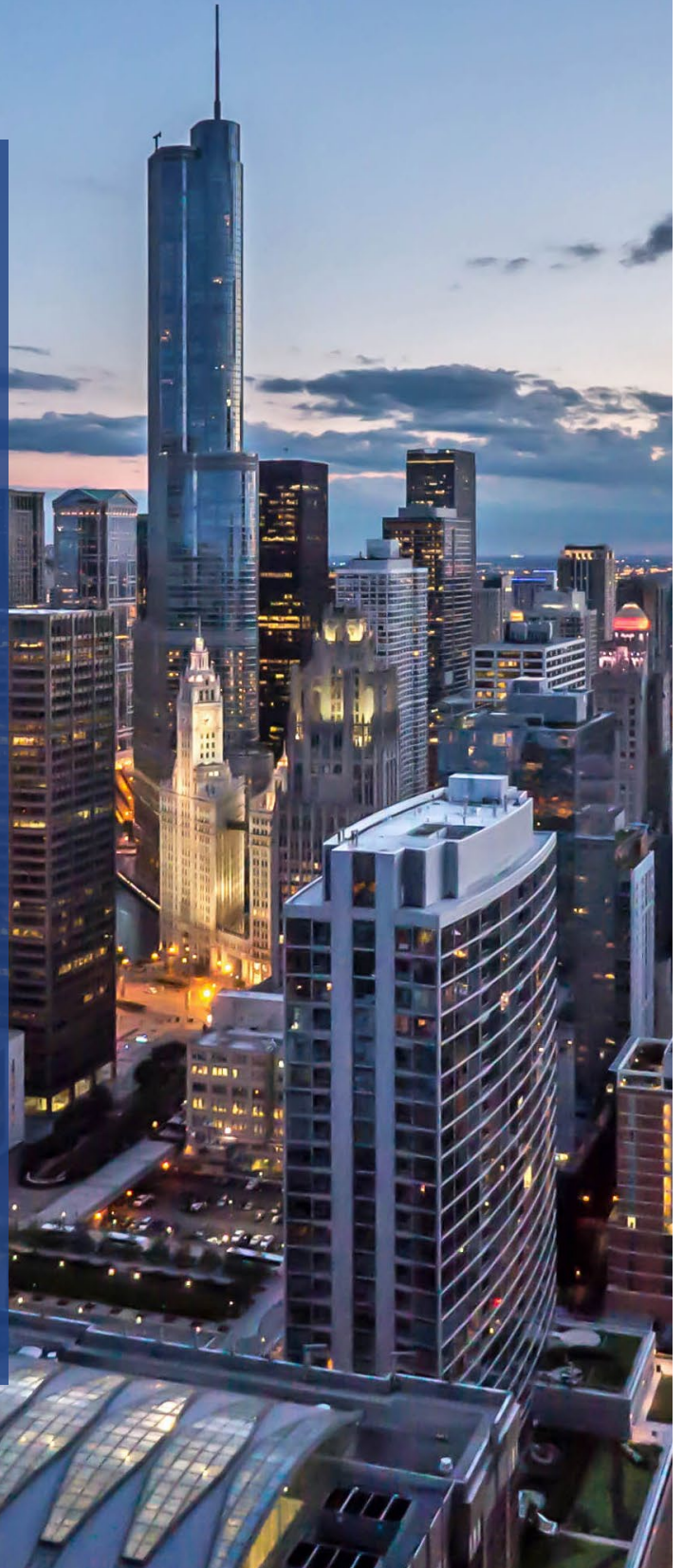
SECURITY PROPOSAL

RFP 2025-012-Security Guard
Services

City of Coral Gables

Prepared by:
Daniel Gonzalez
Dgonzalez@fpisecurity.com
FPI Security Services
FEIN-37-1499692
1771 N Flamingo Road
Pembroke Pines, FL 33028
954-370-5300

Due Date: June 16, 2025





SECURITY
WITH
PRECISION

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Delivered Electronically - Infor

City of Coral Gables
2800 SW 72 Avenue
Miami, FL 33155

June 17, 2025

RE: RFP 2025-012 Security Guard Services

To whom it may concern,

We are responding to your request for proposals for Security Guard Services in the City of Coral Gables, in accordance with the terms, conditions, and specifications contained in the request. We understand that you wish to contract with a security firm to provide the requested services to commence upon the date of award and shall expire three years from that date with the option to renew for an additional (2) one year terms.

Our company is respectfully requesting to be considered for this contract. We have fully read and understand all the requirements, and conditions of your request. We are confident that we meet and exceed the required parameters and we are the right company for this partnership with the City of Coral Gables. FPI Security Services holds no conflict of interest with the City of Coral Gables, and meets all the requirements, and special conditions of the request. Our company with over 30 years of experience in this field is normally and routinely engaged in performing such services. We are legally licensed, bonded and insured to perform the work delineated in the request.

305-827-4300

954-370-5300



1776-78 W. 38th Place

Miami FL, 33012



dgonzalez@fpisecurity.com

www.fpisecurity.com





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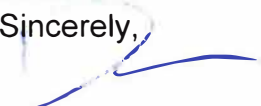
At FPI our customers are partners. We act with the best interest of the clients first. We measure our success by how we meet and exceed our client's expectations and needs. Our experience, integrity, work ethics, innovations, and productivity have allowed our company to grow and develop at rates above our competitors. We are a comprehensive security solution staffed with an elite team of over 300 professionals stemming from the field of Military, Police and Public Safety. Our emphasis on customer service is the key to our success in this industry.

I want to thank you for taking a moment from your valuable time to review this letter. You will find that not only does FPI meet and exceed your requirements and qualifications, but that our partnership will be a great benefit to the City of Coral Gables. Our goal to, "best serve the interests of our clients" is a perfect fit to this organization. Our company's stability, sense of responsibility along with our proven methodology has made us an industry leader. We truly believe that the premier blend of FPI services with the needs of the City of Coral Gables will set a benchmark for other municipalities to follow.

In addition, I wish to confirm that FPI is the only entity that will be providing the services requested, and this proposal is made without collusion with any other person(s), company or parties submitting a proposal. The signer hereby attests that he has full authority to contract and bind FPI with the City.

It is with great admiration to the City of Coral Gables that we present this Proposal and we look forward to a wonderful partnership of service, should we have the privilege of being awarded this bid.

Sincerely,


Daniel Gonzalez
Vice President
FPI Security Services Inc.

305-827-4300

954-370-5300



1776-78 W. 38th Place

Miami FL, 33012



dgonzalez@fpisecurity.com

www.fpisecurity.com



CITY OF CORAL GABLES, FL

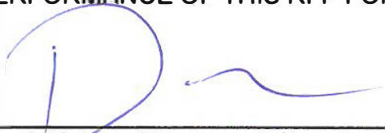
2800 SW 72nd Avenue, Miami, FL 33155
Finance Department / Procurement Division
Tel: 305-460-5102 / Fax: 305-261-1601

PROPOSER'S ACKNOWLEDGEMENT

RFP No.: 2025-012 RFP Title: Security Guard Services	Electronic submittals must be received prior to 2:00 p.m., on Friday, June 6, 2025, Tuesday, June 17, 2025, via INFOR and will remain valid for 120 calendar days. Submittals received after the specified date and time will not be accepted. Contact: Eduardo Hernandez Title: Procurement Specialist Telephone: 305-460-5108 Email: ehernandez2@coralgables.com contracts@coralgables.com
A cone of silence is in effect with respect to this RFP. The Cone of Silence prohibits certain communication between potential vendors and the City. For further information, please refer to the City Code Section 2-1027 of the City of Coral Gables Procurement Code.	
Proposer Name: FPI Security Services, Inc.	FEIN or SS Number: 37-1499692
Complete Mailing Address: 1771 N Flamingo Road, Pembroke Pines, FL 33028	Telephone No.: 954-370-5300 Cellular No.: 786-389-9833
Indicate type of organization below: Corporation: <input checked="" type="checkbox"/> Partnership: <input type="checkbox"/> Individual: <input type="checkbox"/> Other: <input type="checkbox"/>	Fax No.:
Bid Bond/Security Bond (if applicable) <u>5</u> %	Email: dgonzalez@fpisecurity.com

ATTENTION: THIS FORM ALONG WITH ALL REQUIRED RFP FORMS MUST BE COMPLETED, SIGNED (PREFERABLY IN BLUE INK), AND SUBMITTED WITH THE RESPONSE PRIOR TO THE SUBMITTAL DEADLINE. FAILURE TO DO SO MAY DEEM PROPOSER NON-RESPONSIVE.

THE PROPOSER CERTIFIES THAT THIS SUBMITTAL IS BASED UPON ALL CONDITIONS AS LISTED IN THE RFP DOCUMENTS AND THAT THE PROPOSER HAS MADE NO CHANGES IN THE RFP DOCUMENT AS RECEIVED. THE PROPOSER FURTHER AGREES IF THE RFP IS ACCEPTED, THE PROPOSER WILL EXECUTE AN APPROPRIATE AGREEMENT FOR THE PURPOSE OF ESTABLISHING A FORMAL CONTRACTUAL RELATIONSHIP BETWEEN THE PROPOSER AND THE CITY OF CORAL GABLES FOR THE PERFORMANCE OF ALL REQUIREMENTS TO WHICH THIS RFP PERTAINS. FURTHER, BY SIGNING BELOW PREFERABLY IN **BLUE INK**, ALL RFP PAGES ARE ACKNOWLEDGED AND ACCEPTED AS WELL AS ANY SPECIAL INSTRUCTION SHEET(S) IF APPLICABLE. THE UNDERSIGNED HEREBY DECLARES (OR CERTIFIES) ACKNOWLEDGEMENT OF THESE REQUIREMENTS AND THAT HE/SHE IS AUTHORIZED TO BIND PERFORMANCE OF THIS RFP FOR THE ABOVE PROPOSER.



Authorized Name and Signature

Vice President
Title

6/17/2025
Date

SOLICITATION SUBMISSION CHECKLIST

Request for Proposals (RFP) No. 2025-012

COMPANY NAME: (Please Print): FPI Security Services, Inc.

Phone: 305-827-4300

Email: dgonzalez@fpisecurity.com

A response package numbered by page must be submitted ELECTRONICALLY via INFOR. Please provide the PAGE NUMBER of your solicitation response in the blanks provided as to where compliance information is located in your Submittal for each of the required submittal items listed below:

SUBMITTAL - SECTION I: TITLE PAGE, TABLE OF CONTENTS, REQUIRED FORMS, AND MINIMUM QUALIFICATION REQUIREMENTS.

- 1) Title Page: Show the RFP number and title, the name of your firm, address, telephone number, name of contact person, e-mail address, and date. **PAGE #** 1
- 2) Provide a Table of Contents in accordance with and in the same order as the respective "Sections" listed below. Clearly identify the material by section and page number. **PAGE #** 2
- 3) Fill out, sign, and submit the Proposer's Acknowledgement Form. **PAGE #** 4
- 4) Fill out and submit the Solicitation Submission Check List. **PAGE #** 5
- 5) Fill out, sign, notarize (as applicable), and submit the Proposer's Affidavit and Schedules A through H. **PAGE #** 9
- 6) Fill out, E-Verify Affidavit **PAGE #** 17
- 7) Minimum Qualification Requirements: submit detailed verifiable information affirmatively documenting compliance with the Minimum Qualifications Requirements shown in Section 3. **PAGE #** 18
- 8) Fill out, Lobbyist Registration & Oral Presentation Forms **PAGE #** 22

SUBMITTAL - SECTION II: EXPERIENCE AND PROPOSER'S QUALIFICATIONS

(i) FOR PROPOSER:

- 1) Provide a complete history and description of your company, including, but not limited to, the number of years in business, size, number of employees, office location, copy of applicable licenses/certifications, credentials, capabilities, and capacity to meet the City's needs. **PAGE #** 26
- 2) Describe the Proposer's relevant knowledge and experience in providing the services described in the "Scope of Services" to public sector agencies similar in size to the City of Coral Gables. **PAGE #** 27

- 3) Provide financial statements for the last two (2) complete fiscal years. Such statements should include, at a minimum, balance sheets (statements of financial position) and statements of profit and loss (statement of net income). Statements shall be certified by an independent Certified Public Accountant

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(ii) FOR KEY PERSONNEL:

- 1) Provide a summary of the qualifications, copy of applicable licenses/certifications, and experience of all proposed key personnel. Include resumes (listing experience, education, licenses/certifications) for your proposed key personnel and specify the role and responsibilities of each team member in providing the services outlined in the RFP. Provide an organizational chart of all key personnel that will be used. For each key team member, please describe the experience in providing the services solicited herein.

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SUBMITTAL - SECTION III: PROJECT APPROACH AND METHODOLOGY

- 1) Describe in detail your approach to performing the services solicited herein. Include detailed information, as applicable, which addresses, but need not be limited to: understanding of the RFP scope and requirements, implementation plan and communication with City staff and Consultants. Indicate how the Proposer intends to positively and innovatively work with the City in providing the services outlined in this RFP.

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- 2) Provide current and projected workload for the Proposer and key personnel assigned to the City's account. Explain how this potential contract will fit into the Proposer's workload. For each current and projected engagement, please indicate the following:

- a. Client name
- b. Current and/or projected workload
- c. Estimated dollar amount
- d. Key personnel assigned

- 3) Provide a comprehensive description of your labor resources and proposed ability to perform security guard services as outlined in this RFP.

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SUBMITTAL – SECTION IV: PAST PERFORMANCE AND REFERENCES

- 1) Using the required Attachment A – City of Coral Gables Reference Form, provide a minimum of three (3) references (but no more than five (5) for which Proposer has performed similar scope of services in the last five (5) years. *This information must be provided utilizing the City of Coral Gables Reference Form (Attachment A) ONLY. References submitted in any other format will not be accepted. DO NOT include work/services performed for the City of Coral Gables or City employees as reference (City related experience will be outlined in the request below).*

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This information must be provided utilizing the City of Coral Gables Reference Form (Attachment A) ONLY. References submitted in any other format will not be accepted.

- 2) List all contracts for which the Proposer as performed (past and present) as a PRIME for the City of Coral Gables. The City will review all contracts the Proposer has performed for the City. Any and all Proposer's performance records (satisfactory and unsatisfactory) will be utilized in the evaluation process regardless of the type of work performed for the city.

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- 3) Provide a list with contact information (Name of Agency, contact person, telephone number, email address) of all public sector clients in the last ten (10) years, and include if any, that have discontinued use of Proposer's services within the last two (2) years and indicate the reasons for the same. Additionally, please provide any documentation related to performance issues of the current or past contracts to include any non-performance reports or notices to cure. The list of projects shall include the name of the project, the value, date(s) of

project, etc. The City reserves the right to contact any reference or current customer identified as part of the evaluation process.

PAGE # 78

- 4) Please identify each incident within the last five (5) years where a civil, criminal, administrative, other similar proceeding was filed or is pending, if such proceeding arises from or is a dispute concerning the Proposer's rights, remedies or duties under a contract for the same or similar type services to be provided under this RFP (See *Schedule D of Attachment B*).

PAGE # 13

SUBMITTAL – SECTION V: AGREEMENT COMMENTS/EXCEPTIONS

- 1) Please follow the instructions as outlined in Section 1.6 Agreement Execution. The acceptance of or any exceptions taken to the terms and conditions of the City's Agreement shall be considered a part of a Proposer's submittal and will be considered by the Evaluation Committee.

PAGE # None

SUBMITTAL – SECTION VI: PROPOSAL PRICE PROPOSAL

- 1) Provide pricing as outlined in INFOR via the Line Items tab for Security Guard Services.

PAGE # Infor

-- NOTICE --

BEFORE SUBMITTING YOUR RFP RESPONSE MAKE SURE YOU:



1. Carefully read and have a clear understanding of the RFP, including the Scope of Services and enclosed Professional Services Agreement (*draft*).



2. Carefully follow the Submission Requirements outlined in Section 6 of the RFP and ensure you have submitted all of the required information. DO NOT INCLUDE A COPY OF THE ORIGINAL SOLICITATION.



3. **Prepare and submit ONE (1) electronic copy via INFOR.**



4. Make sure your Response is submitted prior to the submittal deadline. **Late responses will not be accepted.**

FAILURE TO SUBMIT THIS CHECKLIST AND THE REQUESTED DOCUMENTATION MAY RENDER YOUR RESPONSE SUBMITTAL NON-RESPONSIVE AND CONSTITUTE GROUNDS FOR REJECTION. THIS PAGE IS TO BE RETURNED WITH YOUR RESPONSE PACKAGE.



SECURITY
WITH
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Section 1

PROPOSER'S AFFIDAVIT

SOLICITATION: RFP 2025-012 Security Guard Services

SUBMITTED TO: City of Coral Gables
Procurement Division
2800 SW 72 Avenue
Miami, Florida 33155

The undersigned acknowledges and understands the information contained in response to this solicitation and the referenced Schedules A through H shall be relied upon by Owner awarding the contract and such information is warranted by the Proposer to be true and correct. The discovery of any omission or misstatements that materially affects the Proposer's ability to perform under the contract shall be cause for the City to reject the solicitation submittal, and if necessary, terminate the award and/or contract. I further certify that the undersigned name(s) and official signatures of those persons are authorized as *(Owner, Partner, Officer, Representative or Agent of the Proposer that has submitted the attached Response)*. Schedules A through H are subject to Local, State and Federal laws (as applicable); both criminal and civil.

- SCHEDULE A – STATEMENT OF CERTIFICATION
- SCHEDULE B – NON-COLLUSION AND CONTINGENT FEE AFFIDAVIT
- SCHEDULE C – DRUG-FREE STATEMENT
- SCHEDULE D – PROPOSER'S QUALIFICATION STATEMENT
- SCHEDULE E – CODE OF ETHICS, CONFLICT OF INTEREST, AND CODE OF SILENCE
- SCHEDULE F – AMERICANS WITH DISABILITIES ACT (ADA)
- SCHEDULE G – PUBLIC ENTITY CRIMES
- SCHEDULE H – ACKNOWLEDGEMENT OF ADDENDA

This affidavit is to be furnished to the City of Coral Gables with its RFP response. It is to be filled in, executed by the Proposer and notarized. If the response is made by a Corporation, then it should be executed by its Chief Officer. This document MUST be submitted with the response.



Daniel Gonzalez

Vice President

6/17/2025

Authorized Name and Signature

Title


Date

STATE OF Florida

COUNTY OF Miami Dade

On this 17th day of June, 20 25, before me the undersigned Notary Public of
the State of Florida, personally appeared Daniel Gonzalez
(Name(s) of individual(s) who appeared before Notary)

And whose name(s) is/are subscribes to within the instrument(s), and acknowledges it's
execution.

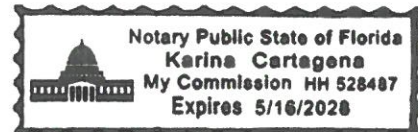

NOTARY PUBLIC, STATE OF Florida

Karina Cartagena
(Name of notary Public; Print, Stamp or
Type as Commissioned.)

NOTARY PUBLIC
SEAL OF OFFICE:

Personally know to me, or Produced
Identification:

(Type of Identification Produced)



SCHEDULE "A" - CITY OF CORAL GABLES – STATEMENT OF CERTIFICATION

Neither I, nor the firm, hereby represented has:

- a. employed or retained for a commission, percentage brokerage, contingent fee, or other consideration, any firm or person (other than a bona fide employee working solely for me or the Proposer) to solicit or secure this contract.
- b. agreed, as an express or implied condition for obtaining this contract, to employ or retain the services of any firm or person in connection with carrying out the contract, or
- c. paid, or agreed to pay, to any firm, organization or person (other than a bona fide employee working solely for me or the Proposer) any fee, contribution, donation or consideration of any kind for, or in connection with, procuring or carrying out the contract except as here expressly stated (if any):

SCHEDULE "B" - CITY OF CORAL GABLES - NON-COLLUSION AND CONTINGENT FEE AFFIDAVIT

1. He/she is the Vice President
(Owner, Partner, Officer, Representative or Agent)

of the Proposer that has submitted the attached response.

2. He/she is fully informed with respect to the preparation and contents of the attached response and of all pertinent circumstances respecting such response;
3. Said response is made without any connection or common interest in the profits with any other persons making any response to this solicitation. Said response is on our part in all respects fair and without collusion or fraud. No head of any department, any employee or any officer of the City of Coral Gables is directly or indirectly interested therein. If any relatives of Proposer's officers or employees are employed by the City, indicate name and relationship below.

Name: N/A Relationship: _____

Name: _____ Relationship: _____

4. No lobbyist or other Proposer is to be paid on a contingent or percentage fee basis in connection with the award of this Contract.

SCHEDULE "C" CITY OF CORAL GABLES – VENDOR DRUG-FREE STATEMENT

Preference may be given to vendors submitting a certification with their bid/proposal certifying they have a drug-free workplace in accordance with Section 287.087, Florida Statutes. This requirement affects all public entities of the State and becomes effective January 1, 1991. The special condition is as follows:

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 solicitation a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under solicitation, 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 this section. As the person authorized to sign the statement, I certify that this form complies fully with the above requirements.

The company submitting this solicitation has established a Drug Free work place program in accordance with State Statute 287.087

SCHEDULE "D" CITY OF CORAL GABLES – PROPOSER'S QUALIFICATION STATEMENT

The undersigned declares the truth and correctness of all statements and all answers to questions made hereinafter:

GENERAL COMPANY INFORMATION:

Company Name: FPI Security Services, Inc.

Address: 1771 N Flamingo Road, Pembroke Pines, FL 33028
Street City State Zip Code

Telephone No: (954) 370-5300 Fax No: () Email: dgonzalez@fpisecurity.com

How many years has your company been in business under its present name? 21 Years

If Proposer is operating under Fictitious Name, submit evidence of compliance with Florida Fictitious Name Statue:

Under what former names has your company operated? : Florida Patrol Investigators

At what address was that company located? 1776 West 38 Place, Hialeah, FL 33012

Is your Company Certified? Yes X No If Yes, **ATTACH COPY** of Certification.

Is your Company Licensed? Yes X No If Yes, **ATTACH COPY** of License

Has your company or its senior officers ever declared bankruptcy?

Yes No X If yes, explain:

LEGAL INFORMATION:

Please identify each incident ***within the last five (5) years*** where a civil, criminal, administrative, other similar proceeding was filed or is pending, if such proceeding arises from or is a dispute concerning the Proposer's rights, remedies or duties under a contract for the same or similar type services to be provided under this RFQ ***(A response is required. If applicable please indicate "none" or list specific information related to this question. Please be mindful that responses provided for this question will be independently verified)***:

None

Has your company ever been debarred or suspended from doing business with any government entity?

Yes No X If Yes, explain

SCHEDULE "E" CITY OF CORAL GABLES – CODE OF ETHICS, CONFLICT OF INTEREST, AND CONE OF SILENCE

THESE SECTIONS OF THE CITY CODE CAN BE FOUND ON THE CITY'S WEBSITE, UNDER GOVERNMENT, CITY DEPARTMENT, PROCUREMENT, PROCUREMENT CODE (CITY CODE CHAPTER 2 ARTICLE VIII); SEC 2-1023; SEC 2-606; AND SEC 2-1027, RESPECTIVELY.

IT IS HEREBY ACKNOWLEDGED THAT THE ABOVE NOTED SECTIONS OF THE CITY OF CORAL GABLES CITY CODE ARE TO BE ADHERED TO PURSUANT TO THIS SOLICITATION.

SCHEDULE "F" CITY OF CORAL GABLES - AMERICANS WITH DISABILITIES ACT (ADA) DISABILITY NONDISCRIMINATION STATEMENT

I understand that the above named firm, corporation or organization is in compliance with and agreed to continue to comply with, and assure that any sub-contractor, or third party contractor under this project complies with all applicable requirements of the laws listed below including, but not limited to, those provisions pertaining to employment, provision of programs and service, transportation, communications, access to facilities, renovations, and new construction.

The American with Disabilities Act of 1990 (ADA), Pub. L. 101-336, 104 Stat 327, 42 U.S.C. 12101,12213 and 47 U.S.C. Sections 225 and 661 including Title I, Employment; Title 11, Public Services; Title III, Public Accommodations and Services Operated by Private Entities; Title IV, Telecommunications; and Title V, Miscellaneous Provisions.

The Florida Americans with Disabilities Accessibility Implementation Act of 1993, Sections 5553.501-553.513, Florida Statutes

The Rehabilitation Act of 1973, 229 U.S.C. Section 794

The Federal Transit Act, as amended, 49 U.S.C. Section 1612

The Fair Housing Act as amended, 42 U.S.C. Section 3601-3631

SCHEDULE "G" CITY OF CORAL GABLES - STATEMENT PURSUANT TO SECTION 287.133 (3) (a). FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES

1. I understand that a "public entity crime" as define 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 of the United States, including, but not limited to, any Proposal or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
2. 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 any 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, non-jury trial, or entry of a plea of guilty or nolo contendere.

3. I understand that an "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.

4. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or 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 Proposals or applies to Proposal on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

5. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. **[Must indicate which statement below applies.]**

X Neither the entity submitting this sworn statement, nor any of its officers, directors, 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 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 has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer 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 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 THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES FOR CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

SCHEDULE "H" CITY OF CORAL GABLES - ACKNOWLEDGEMENT OF ADDENDA

1. The undersigned agrees, if this RFP is accepted, to enter in a Contract with the CITY to perform and furnish all work as specified or indicated in the RFP, any associated addendum and Contract Documents within the contract time indicated in the RFP and in accordance with the other terms and conditions of the solicitation and contract documents.
2. Acknowledgement is hereby made of the following Addenda, if any (identified by number) received since issuance of the Request for Proposal.

Addendum No. 1 Date 5/30/2025

Addendum No. _____ Date _____

Addendum No. 2 Date 6/3/2025

Addendum No. _____ Date _____

Addendum No. _____ Date _____

Addendum No. _____ Date _____

Failure to adhere to changes communicated via any addendum may render your response non-responsive.



**City of Coral Gables
Finance Department/Procurement Division**

Employer E-Verify Affidavit

By executing this affidavit, the undersigned employer verifies its compliance with F.S. 448.095, stating affirmatively that the individual, firm or corporation has registered with and utilizes the federal work authorization program commonly known as E-Verify, or any subsequent replacement program, in accordance with the applicable provisions and deadlines established in F.S. 448.095 which prohibits the employment, contracting or sub-contracting with an unauthorized alien. The undersigned employer further confirms that it has obtained all necessary affidavits from its subcontractors, if applicable, in compliance with F.S. 448.095, and that such affidavits shall be provided to the City upon request. Failure to comply with the requirements of F.S. 448.095 may result in termination of the employer's contract with the City of Coral Gables. Finally, the undersigned employer hereby attests that its federal work authorization user identification number and date of authorization are as follows:

1613176

Federal Work Authorization User Identification Number

12/9/2025

Date of Authorization

I hereby declare under penalty of perjury that the foregoing is true and correct.

Executed on 6/17/2025 in Pembroke Pines (city), FL (state).

[Signature]
Signature of Authorized Officer or Agent

Daniel Gonzalez, Vice President

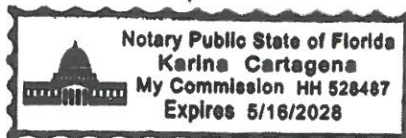
Printed Name and Title of Authorized Officer or Agent

SUBSCRIBED AND SWORN BEFORE ME

ON THIS THE 17th DAY OF June, 2025.

[Signature]
NOTARY PUBLIC

My Commission Expires: 5/16/2028



FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

WILTON SIMPSON
COMMISSIONER

DIVISION OF LICENSING

01/05/24
DATE ISSUED

01/05/27
DATE OF EXPIRATION

B 0001169
LICENSE NUMBER

FLORIDA PATROL INVESTIGATORS, INC.
DBA FPI SECURITY SVCS.

1771 N. FLAMINGO ROAD
PEMBROKE PINES, FL 33028

PEREZ, ALEXANDER ANDRES, PRESIDENT
PEREZ, TERESA M, OTHER
GONZALEZ, DANIEL, OTHER

THE SECURITY AGENCY NAMED ABOVE IS LICENSED AND REGULATED UNDER THE PROVISIONS OF
CHAPTER 493, FLORIDA STATUTES.



WILTON SIMPSON
COMMISSIONER

Local Business Tax Receipt

Miami-Dade County Office of The TaxCollector

-THIS IS NOT A BILL - DO NOT PAY

6543996

BUSINESS NAME/LOCATION
FPI SECURITY SERVICES INC
1776 W 38TH PL
HIALEAH, FL 33012-7072

RECEIPT NO.
RENEWAL
6814579



OWNER
FPI SECURITY SERVICES INC

SEC. TYPE OF BUSINESS
213 GUARD PATROL
AGENCY

Employee(s)

25

B0001169



EXPIRES
SEPTEMBER 30, 2025

Must be displayed at place of business
Pursuant to County Code
Chapter 8A - Art. 9 & 10

**PAYMENT RECEIVED
BY TAX COLLECTOR**
112.50 07/11/2024
INT-24-425160



This Local Business Tax Receipt only confirms payment of the Local BusineTax. The Receipt is not a license, permit, or a certification of the holder's qualifications, to do business. Holder must comply with any governmental or nongovernmental regulatory laws and requirements which apply to the business.

The RECEIPT NO. above must be displayed on all commercial vehicles - Miami-Dade Code Sec 8a-276.

For more information, visit mdctaxcollector.gov

State of Florida

Department of State

I certify from the records of this office that FPI SECURITY SERVICES, INC. is a corporation organized under the laws of the State of Florida, filed on November 5, 2004, effective November 4, 2004.


The document number of this corporation is P04000151888.

I further certify that said corporation has paid all fees due this office through December 31, 2025, that its most recent annual report/uniform business report was filed on April 30, 2025, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Fifteenth day of June, 2025*




Secretary of State

Tracking Number: 6374403556CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION
LOBBYIST REGISTRATION FORM

SOLICITATION NAME/NUMBER: _____

The Bidder/Proposer certifies that it understands if it has retained a lobbyist(s) to lobby in connection with this specific competitive solicitation that each lobbyist retained has timely filed the registration or amended registration required under the City of Coral Gables Lobbyist Registration requirement pursuant to Ordinance 2021-24 as outlined below:

Lobbyist means an individual, firm, corporation, partnership, or other legal entity employed or retained, whether paid or not, by a principal, or that contracts with a third-party for economic consideration to perform lobbying activities on behalf of a principal.

Lobbying activity means any attempt to influence or encourage the passage or defeat of, or modification to, governmental actions, including, but not limited to, ordinances, resolutions, rules, regulations, executive orders, and procurement actions or decisions of the city commission, the mayor, any city board or committee, or any city personnel. The term "lobbying activity" encompasses all forms of communication, whether oral, written, or electronic, during the entire decision-making process on actions, decisions, or recommendations which foreseeably will be heard or reviewed by city personnel. This definition shall be subject to the exceptions stated below.

Procurement matter means the city's processes for the purchase of goods and services, including, but not limited to, processes related to the acquisition of: technology; public works; design services; construction, professional architecture, engineering, landscape architecture, land surveying, and mapping services; the purchase, lease or sale of real property; and the acquisition, granting, or other interest in real property.

City personnel means those city officials, officers and employees who are entrusted with the day-to-day policy setting, operation, and management of certain defined city functions or areas of responsibility, even though ultimate responsibility for such functions or areas rests with the city commission, with the exception of the City Attorney, Deputy City Attorney, and Assistant City Attorneys, advisory personnel (members of city advisory boards and agencies whose sole or primary responsibility is to recommend legislation or give advice to the city commission); and any employee of a city department or division with the authority to participate in procurement matters, when the communication involves such procurement.

Affidavit requirement. The following provisions shall apply to certain individuals who, in procurement matters participate in oral presentations or recorded negotiation meetings and sessions:

- a. The principal shall list on an affidavit form, provided by the City, all technical experts or employees of the principal whose normal scope of employment does not include lobbying activities and whose sole participation in the city procurement matter involves an appearance and participation in a city procurement matter involves an appearance and participation in an oral presentation before a city certification, evaluation, selection, technical review or similar committee, or recorded negotiation meetings or sessions.
- b. No person shall appear before any procurement committee or at any procurement negotiation meeting or session on behalf of a principal unless he/she has been listed as part of the principal's presentation or negotiation team or has registered as a lobbyist. For purposes of this subsection only, the listed members of the oral presentation or negotiation team shall not be required to separately register as lobbyists or pay any registration fees. The affidavit will be filed by the city procurement staff with the city clerk at the after the proposal is submitted or prior to the recorded negotiation meeting or session. Notwithstanding the foregoing, any person who engages in lobbying activities in addition to appearing before a procurement committee to make an oral presentation, or at a recorded procurement negotiation meeting or session, shall comply with all lobbyist registration requirements.

The Bidder/Proposer hereby certifies that: (select one)

_____ It has not retained a lobbyist(s) to lobby in connection with this competitive solicitation; however, if one is retained anytime during the competitive process and prior to contract execution for this project, the lobbyist will properly register with the City Clerk's Office within two (2) business days of being retained with copy to the city procurement staff.

_____ It has retained a lobbyist(s) to lobby in connection with this competitive solicitation and certified that each lobbyist retained has timely filed the registration or amended registration required under the City of Coral Gables

CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION
LOBBYIST REGISTRATION FORM

Lobbyist Registration requirement pursuant to Ordinance 2021-24 Section and that the required affidavit has been properly filed

It is a requirement of this solicitation that the following information be provided for all lobbyists retained to lobby in connection with this solicitation be listed below:

Name of Lobbyist: _____
Lobbyist's Firm (if applicable): _____
Phone: _____
E-mail: _____

Name of Lobbyist: _____
Lobbyist's Firm (if applicable): _____
Phone: _____
E-mail: _____

Name of Lobbyist: _____
Lobbyist's Firm (if applicable): _____
Phone: _____
E-mail: _____

Name of Lobbyist: _____
Lobbyist's Firm (if applicable): _____
Phone: _____
E-mail: _____

Authorized Signature:  _____

Printed Name: Daniel Gonzalez

Date: 6/17/2025

Title: Vice President

Bidder/Proposer Name: FPI Security Services

CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION

LOBBYIST AFFIDAVIT

Solicitation Name/Number: _____

The following provisions shall apply to certain individuals who, in procurement matters participate in oral presentations or recorded responsiveness, responsibility or negotiation meetings and sessions:

- a. The principal shall list below all technical experts or employees of the principal whose normal scope of employment does not include lobbying activities and whose sole participation in the city procurement matter involves an appearance and participation in an oral presentation before an evaluation, selection, technical review or similar committee, or recorded responsiveness, responsibility or negotiation meetings or sessions.
- b. No person shall appear before any procurement committee or at any procurement responsiveness, responsibility or negotiation meeting or session on behalf of a principal unless he/she has been listed as part of the principal's team pursuant to this affidavit or has registered as a lobbyist. For purposes affidavit only, the listed members of the oral presentation or negotiation team shall not be required to separately register as lobbyists or pay any registration fees.

This affidavit will be provided by the city procurement staff to the city clerk after the proposal is submitted or prior to the oral presentation. Any changes after the original affidavit is submitted by the proposer and prior to the oral presentations, an updated copy shall be presented to the Procurement Division and the City Clerk at least twenty-four (24) hours prior scheduled time for the oral presentation session. Notwithstanding the foregoing, any person who engages in lobbying activities in addition to appearing before a procurement committee to make an oral presentation, or at a recorded procurement negotiation meeting or session, shall comply with all lobbyist registration requirements.

List of employees & technical experts:

[illegible]

CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION

LOBBYIST AFFIDAVIT

I do solemnly swear that all of the foregoing information is true and correct and I will fully comply with requirements of this affidavit and the associated City of Coral Gables Lobbyist Registration requirement pursuant to Ordinance 2021-24 Section.

Authorized Signature: _____

Printed Name: Daniel Gonzalez Title: Vice President

Date: 6/17/2025

Bidder/Proposer's Name: FPI Security Services

NOTARY PUBLIC

STATE OF Florida

COUNTY OF Miami Dade

On this 17th day of June, 2025, before me the undersigned Notary Public of the State of Florida, personally appeared Daniel Gonzalez (Name(s) of individual(s) who appeared before Notary

And whose name(s) is/are subscribes to within the instrument(s), and acknowledges it's execution.

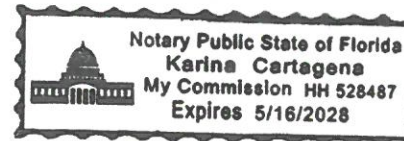
NOTARY PUBLIC, STATE OF Florida

Karina Cartagena (Name of notary Public; Print, Stamp or Type as Commissioned.)

SEAL OF OFFICE:

Personally know to me, or Produced
Identification:

(Type of Identification Produced)





SECURITY
WITH
PRECISION

Section 2



Company History, Overview, and Capabilities

FPI Security Services is a Florida-based security firm with over 20 years of experience providing comprehensive security solutions to public and private sector clients. We are headquartered at 1771 N. Flamingo Road, Pembroke Pines, FL 33028, and currently employ approximately 500 team members across the state. Our workforce is composed of licensed security officers (both armed and unarmed), field supervisors, 24/7 dispatchers, administrative staff, and a dedicated operations and compliance team.

Since our founding, FPI has focused on delivering dependable, high-quality security services backed by professionalism, strong supervision, and smart use of technology. We are licensed under Class "B" Security Agency License #B 0001169 and fully compliant with Chapter 493 of the Florida Statutes. We carry all required insurance coverage for general liability, workers' compensation, and automobile liability to meet municipal and commercial contracting standards.

Our infrastructure includes a centralized scheduling and operations platform using WinTeam software, a 24/7 dispatch and support center, and real-time GPS-based guard touring and reporting platforms such as Silvertrac and Report Exec. These systems allow us to monitor field activity in real time, quickly respond to issues, and deliver transparent reporting to clients. We also offer video monitoring services through our in-house Security Operations Center (SOC), and we deploy AI-powered surveillance units to support crime deterrence in remote or high-risk areas.

FPI's structure is designed to support citywide and multi-site deployments with strong field supervision and responsive client service. Our command structure includes operations managers, zone supervisors, and account-specific coordinators who oversee daily performance and personnel management. Every officer receives detailed site training, and ongoing quality checks are conducted to ensure alignment with contract requirements.

The strength of FPI lies in our ability to scale quickly and adapt to each client's unique needs without sacrificing service quality. Our team has successfully managed guard programs for cities, schools, residential developments, special districts, and private enterprises throughout Florida. This wide experience gives us the operational flexibility to meet evolving needs while maintaining consistency.

At our core, we operate by the values of Family, Pride, and Innovation. These principles guide how we serve clients, support employees, and build long-term relationships. Our experience, staffing depth, and systems-driven approach make us a trusted partner capable of delivering consistent, professional security services to the City of Coral Gables and beyond.



Relevant Experience Serving Public Sector Clients

FPI Security Services has extensive experience working with municipal clients across South Florida, supporting a variety of facilities, patrol zones, and high-visibility community areas. Our current contracts with the City of North Miami, City of Pembroke Pines, City of Miami Beach, and City of Pompano Beach CRA District reflect our ability to successfully partner with cities of different sizes, operational needs, and community priorities.

Since 2018, we have provided services to the City of North Miami, covering parks, administrative offices, utilities, and event-based operations. Our officers are responsible for access control, patrol coverage, reporting, and public interaction. This experience has helped us develop strong internal processes for coordinating with city staff, maintaining visibility in community areas, and responding effectively to real-time events.

For the City of Pembroke Pines, a client since 2017, we deliver full-service guard coverage across public works sites, parks, and municipal buildings. We've provided both guardhouse and roving patrol functions, and frequently adjust coverage to support the city's evolving needs. These adjustments are handled quickly and efficiently through our 24/7 dispatch and scheduling team.

Our work with the City of Miami Beach, which began in 2020, includes providing professional officers at high-traffic city facilities, parking areas, and special events. Officers are trained to engage with residents and visitors while coordinating closely with police, parking enforcement, and other city personnel. This assignment demonstrates our ability to balance community-facing professionalism with security enforcement in an active, high-demand environment.

In 2023, we began providing zone patrol services for the Community Redevelopment Agency (CRA) district in the City of Pompano Beach. These proactive patrols support redevelopment efforts by ensuring consistent officer visibility, deterring unwanted activity, and improving community confidence. Officers are trained to identify and document code enforcement issues, assist law enforcement, and maintain a high level of public engagement in revitalized areas.

This combined experience directly benefits the City of Coral Gables. We understand how to navigate municipal chain of command, enforce post expectations, and maintain compliance with city-specific requirements. Our familiarity with providing reliable coverage in government settings has also helped us develop scalable onboarding, documentation, and training systems that minimize post disruptions and allow for clear communication with multiple departments.

Our municipal partners rely on us not only for guard services, but also for operational



support, coverage planning, emergency response, and transparent reporting. These are the same systems and values we bring to our continued service in Coral Gables—helping ensure a smooth, accountable, and responsive security operation that supports city leadership and the community it serves.

MIAMI BEACH



A Comprehensive Security Solutions Provider

With over 40 years of experience, we specialize in a wide range of services including security officers, surveillance cameras, access control, and monitoring services. Our team is dedicated to providing client-focused security solutions to meet the needs of various industries.

Who We Are

Family, Pride, and Innovation are the core values that make up FPI Security Services. We believe our team functions at its best when nurtured within a close-knit environment that emphasizes respect and care. This familial approach fosters a sense of pride in our work, which translates into ensuring that our clients receive the highest level of service in the industry. Our clients, regardless of the service chosen for their needs, will operate smoothly in their day-to-day activities.

Why Choose Us



Comprehensive Solutions

Our team of security experts provides comprehensive solutions to enhance your company's safety while addressing your unique business needs



Priority Coverage

Experience unapparelled peace of mind with priority coverage that guarantees your business top-tier protection and uncompromised safety at all times.



Reduced Security Costs

Reduce your security costs while enhancing your company's overall protection and operational efficiency.

Industries We Serve

Residential Communities

School Campuses

Commercial Properties

Financial Institutions

Government Buildings



SECURITY
SERVICES

A Respected Leader in the Security Sector

FPI Security Services' commitment to embracing the latest security technology ensures that our clients consistently receive the highest level of customized service in the industry, allowing clients to focus on their core business activities.

Services We Provide

Security Officers

Each of our security officers undergoes meticulous training to provide **client-focused security solutions**, ensuring that they are not only effective but professional in their approach.

Our extensive team of **over 500 security guards** is trained to embody the core values that create the foundation of FPI Security Services.

Monitoring

Our monitoring center is staffed by trained security professionals who respond promptly to any alerts. We utilize **24/7 advanced monitoring technologies**, to oversee security systems including:

- Alarms
- Cameras
- Access controls

With our proactive monitoring solutions, clients receive **real-time notifications** about their properties, ensuring quick action in the event of an incident.

Surveillance Cameras

Having **state-of-the-art surveillance systems** can:

- Play a pivotal role in deterring crime
- Provide real-time surveillance
- Have 24/7 visibility of assets

Our security experts will design and install a comprehensive camera system with features such as **night vision, motion detection, and remote viewing** capabilities.

Access Control

We specialize in implementing **advanced access control systems**. Our solutions are customizable, and can include:

- Key card entry
- Biometric scanners
- PIN codes

By providing **protection against unauthorized access**, clients are able to maintain high levels of security.

Follow Us



@FPISecurityServices

Proactive Management Plan

FPI Security Services takes pride in providing a proactive and client-centered approach to security management. Our methodology ensures that every aspect of our service delivery is customized, forward-thinking, and meticulously aligned with client needs. Below is an outline of our proactive management strategy.



1. Leadership and Oversight

Dedicated Account Managers: Each client is assigned a highly trained Account Manager responsible for ensuring seamless communication and operational oversight.

Accessible Leadership: Senior management maintains open communication with clients, conducting regular check-ins and strategic reviews to address evolving needs.

2. Recruitment and Training

Rigorous Hiring Standards: We employ a multi-step vetting process, including background checks, interviews, and evaluations to select the most qualified candidates.

Comprehensive Training: Security officers undergo extensive training programs tailored to client-specific protocols, focusing on customer service, conflict resolution, and emergency response.

Continuous Development: Ongoing training ensures our personnel are up-to-date with the latest industry standards and technology.

3. Technology Integration

Advanced Tools: We leverage innovative tools, such as real-time reporting systems, video surveillance, and access control technology, to enhance operational efficiency.

Customized Reporting: Regular updates and detailed reports are provided to clients, offering transparency and actionable insights.

4. Operational Efficiency

Tailored Post Orders: Site-specific instructions are developed collaboratively with clients to ensure every detail of their security needs is met.

Regular Site Audits: Routine audits are conducted to assess performance, identify potential vulnerabilities, and implement improvements.

Emergency Preparedness: Contingency plans are developed and tested to ensure swift and effective responses to emergencies.

5. Communication and Collaboration

Client Meetings: Scheduled meetings ensure alignment on goals, expectations, and feedback.

24/7 Support: Our dispatch center and management team are available around the clock to address any issues or concerns promptly.

6. Performance Metrics

Key Performance Indicators (KPIs): Regularly monitored metrics, such as response time, incident resolution, and customer satisfaction, are used to ensure high service standards.

Quarterly Reviews: Performance evaluations are shared with clients to demonstrate accountability and progress.

7. Employee Engagement

Recognition Programs: Top-performing officers are recognized and rewarded, fostering morale and encouraging excellence.

Retention Strategies: Competitive compensation and professional development opportunities ensure a motivated and stable workforce.





Quality Assurance Plan

FPI Security has three core values that it uses in its business model that are essential to our success.

Family

Pride

Innovation

Family

At FPI, family is everything. We treat our employees and our clients like family. From the newest security officer to the top executive, everyone is considered family. Our employees work better when they are treated with respect and taken care of. We provide incentives for employees to serve you better. Gift cards, bonuses, and referral incentives are some of the programs we use to make our employees feel appreciated. Happy employee=Happy client. We have a turnover rate significantly lower than other competitors. We feel this is because of our culture of family is everything.

Pride

We take pride in all that we do. This sounds cliché, but it's a value that was instilled in the company since its founding in 1981. Andres Perez, our founder, decided to create a security agency that stood above the rest. He saw a need that could be filled. FPI Security Services was founded to provide high levels of service at an affordable price. Our customers receive the highest standards of service without paying the premiums charged by national and global companies. Our ownership invests money in our equipment on a regular basis to ensure we look sharp. We take pride in having a prestigious fleet of vehicles equipped with the latest in technology. Our supervisors are tasked with inspecting our officers in the field to insure they meet are high standards of appearance.

Innovation

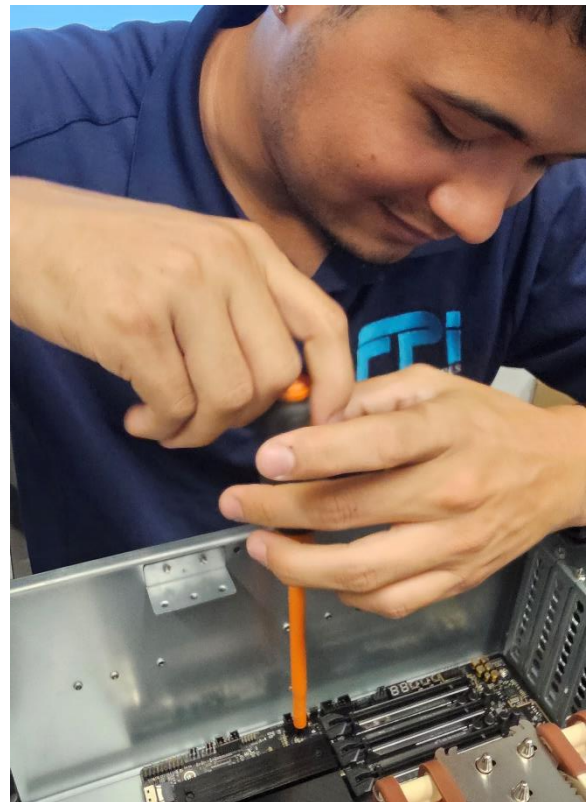
Our company is constantly investing in the newest technology in the security industry. We attend global conferences to keep up to date with the necessary upgrades. For example, we have body worn cameras, mobile dvr's with cameras on our vehicles, mobile trailers with cameras, GPS tracking of our officers, electronic time and attendance, electronic reporting systems, and much more! Providing the best technology has to offer ensures that our clients are receiving the best services in the industry at all times.

Our quality control plan is built around those three values.

Are we treating our clients like family?

Are we providing services we are proud of?

Is our client receiving the best technology has to offer?



These are questions we ask ourselves when reviewing the services being provided to our clients. Our supervisory team is essential in providing feedback on a regular basis from different areas of the company. This is how we discover areas that need improvement.

Appearance

One of the areas we find important in our quality control plan is appearance. In security, appearance is the first impression any person gets when looking at a security officer. A security officer that is well groomed and well dressed with his/her uniform pressed, will earn respect from citizens without even opening their mouth. This is imperative in providing services that we are proud of. Our supervisors are tasked with checking each and every post throughout the day to ensure that our officers are meeting the high standards of appearance set by FPI.

Recurring Training

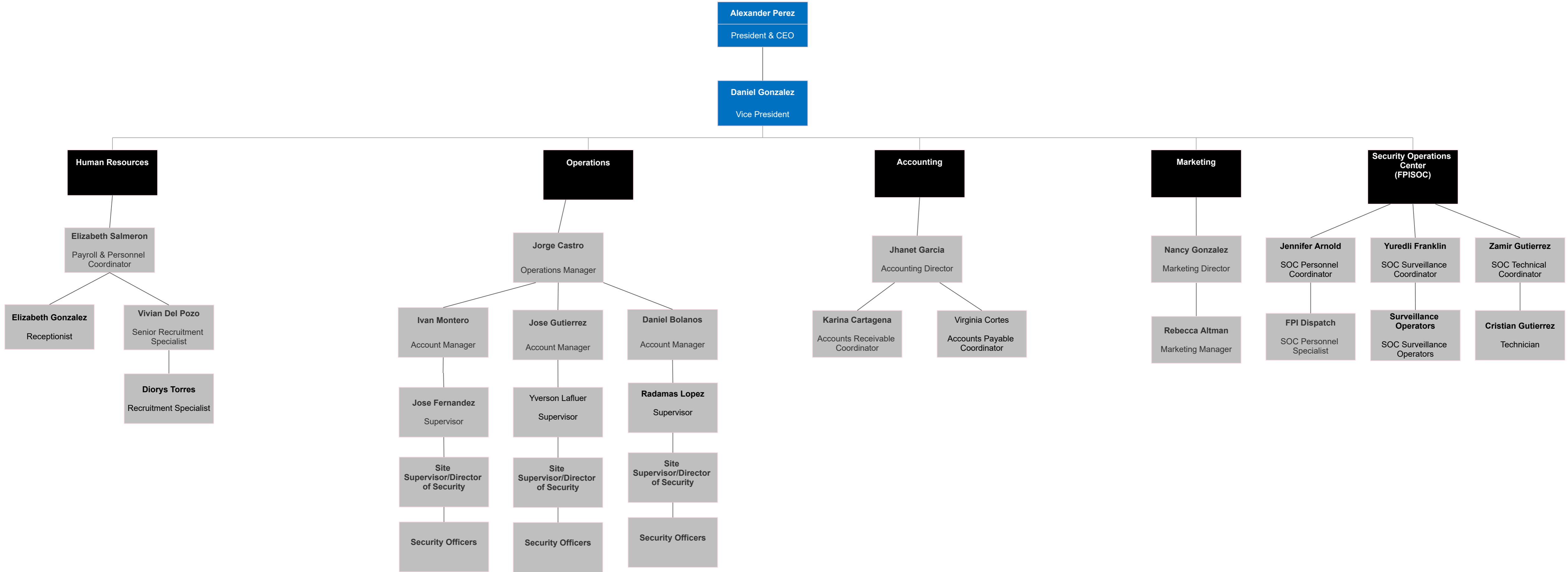
At FPI, we understand the importance of training. Training is important even after the officer has been working at a post for years. Recurring training ensures that the officer is up to date with recent information. Recurring training is a great way of correcting issues that have arisen from previous incidents.

Communication

Communication is another important feature of our quality control plan. Our project manager will maintain constant communication with City personnel to receive feedback of our services and personnel. If at any time any officer needs to be replaced, it will be done immediately. An FPI Supervisor will relieve the officer until a suitable replacement arrives. We take communication seriously. That includes communication with our officers in the field. Our officers have valuable information from the field that only they can gather. Having regular discussions with them regarding the services and what can improve allows us to gather important information that can then be shared with the City.



QUALITY 





ALEXANDER PEREZ

President & CEO

PROFILE

A seasoned executive with over 30 years of experience in the security industry, Alexander Andres Perez has demonstrated expertise in managing and developing security operations. His achievements include overseeing a team of 400+ security officers, implementing security and safety surveys, and designing operations manuals. A certified instructor in counter-terrorism and classroom training, he excels in recruiting, training, and retaining top-tier security professionals. His leadership extends to acquiring and maintaining security contracts and managing executive office operations.

CERTIFICATIONS & LICENSES

State of Florida Licenses:

- Private Investigator License (C 2501083)
- Security Officer Instructor License (DI 2800026)
- Security/Investigative Agency Manager (M 2500120)
- Statewide Firearm License (G 2504772)
- Security Officer License (D 2526046)
- Firearms Instructor License

Federal Firearms License Dealer

Florida Notary Public

PROFESSIONAL EXPERTISE

- Oversee the management and scheduling of 150+ security officers.
- Conduct security and safety surveys for varied industries.
- Recruit, train, and supervise security personnel to ensure operational excellence.
- Successfully obtain and maintain security contracts with diverse clients.
- Develop operations manuals tailored to client-specific security needs.
- Conduct loss prevention investigations to mitigate client risks.
- Certified instructor for counter-terrorism and firearms.

WORK EXPERIENCE

President & CEO | FPI Security Services, Inc | November 2004 – Present

Established and led one of South Florida's premier security firms, providing comprehensive services tailored to client needs.

Owner & President | Florida Gun Center, Inc | January 2001 – Present

Managed daily operations, client relations, and compliance for a federally licensed firearms dealership and training facility.

Senior Vice President | FPI Detective Agency | June 1988 – November 2004

Directed investigative services, agency management, and client relations in a dynamic security and investigative environment.



DANIEL GONZALEZ

Vice President

PROFILE

Daniel Gonzalez is a results-driven executive with over 10 years of experience in security operations, business development, and compliance management. With a strong focus on expanding FPI Security Services' portfolio of technology-driven solutions and ensuring adherence to legal and regulatory standards, Daniel has played a critical role in the company's growth and innovation. Fluent in English and Spanish, he combines strategic vision with operational expertise to deliver exceptional service and foster long-term client relationships.

EDUCATION

Broward College | Hollywood, FL

Emergency Management

Saint Thomas University | Miami Gardens, FL

Bachelor of Arts in Organizational Leadership

Florida International University, College of Law | Miami, FL

Juris Master

PROFESSIONAL EXPERTISE

- **Business Development:** Leads initiatives to expand the company's offerings in security technology, including remote video monitoring, access control systems, and autonomous AI security devices.
- **Compliance Oversight:** Ensures all security operations align with federal, state, and local regulations while implementing best practices for risk management and legal compliance.
- **Operational Leadership:** Oversees company-wide security services, focusing on innovation and efficiency to meet evolving client needs.
- **Team Development:** Mentors and supports account managers and site supervisors to maintain consistent service excellence across all operations.

WORK EXPERIENCE

Vice President | FPI Security Services, Inc. | May 2017 – Present

- Drives the integration of advanced security technologies into service offerings.
- Ensure compliance with legal standards and manage operational risk across all company divisions.
- Develop strategic plans to support long-term growth and align with industry trends.

Account Manager | Florida Patrol Investigators, Inc. | January 2013 – May 2017

- Managed high-profile client accounts, tailoring security solutions to unique requirements.
- Supervised multi-site operations and maintained high levels of client satisfaction.

Site Supervisor | Florida Patrol Investigators, Inc. | July 2011 – January 2013

- Directed day-to-day security operations, ensuring adherence to protocols and performance standards.
- Handled incident response and reporting while maintaining close



JORGE CASTRO

Business Development Manager

PROFILE

A seasoned and goal-oriented professional with over 15 years of experience in the private security, government, and law enforcement industries. Adept at managing large-scale security operations, ensuring compliance with regulatory standards, and driving organizational growth through strategic planning and leadership.

EDUCATION

University of Phoenix | Phoenix, AR

Bachelor's degree in criminal justice

Miami Dade College | Miami, FL

Minors in Police Operations and Criminal Psychology

WORK EXPERIENCE

Operations Manager & Business Development | FPI Security Services | December 2022 – Present

- Oversee daily security operations, ensuring adherence to client requirements and company protocols.
- Manage staffing, training, and scheduling for security personnel across multiple sites.
- Develop and implement operational strategies to optimize service delivery and efficiency.

Maritime Federal Law Enforcement Officer | Department of Homeland Security, United States Coast Guard | March 2003 – Present

- Conduct maritime law enforcement operations, ensuring compliance with federal regulations.
- Provide security and oversight for critical maritime infrastructure and high-risk events.

Chief Operations Officer & President | Saeta Guard Services | August 2020 – December 2022

- Directed all aspects of company operations, including client relations, team management, and compliance.
- Implemented process improvements that increased operational efficiency and client satisfaction.

District Manager & Vice President of Operations | Kent Security Services | February 2007 – July 2020

- Managed district-wide security operations, supervising a team of site managers and officers.
- Enhanced operational standards and introduced new technologies to improve service quality.

Security Director | Securitas Security Company | March 2003 – January 2005

- Directed security operations at a high-profile location, ensuring consistent delivery of quality service.
- Managed client relationships and addressed security concerns with tailored solutions.



DANIEL BOLAÑOS

Account Manager

PROFILE

Experienced law enforcement and fraud prevention professional with over 20 years of expertise in public safety, investigative strategies, and security management. Proven track record in fraud detection, prevention, and training, with a strong ability to lead, audit, and implement efficient systems. CPR-certified and skilled in human diversity and defensive tactics.

CERTIFICATIONS & TRAINING

- CPR Certification
- Defensive Tactics Training
- Human Diversity Course
- Fraud Auditing and Detection

PROFESSIONAL EXPERTISE

- Over 20 years of distinguished law enforcement experience.
- Retired fraud director with comprehensive experience in investigative procedures.
- Trained HUD agencies nationwide in fraud detection and prevention.
- Successfully transitioned into private security management, upholding client and operational standards.

WORK EXPERIENCE

ACCOUNT MANAGER

FPI SECURITY SERVICES | JANUARY 2024 – PRESENT

- Manage accounts for a premier security services provider, ensuring client satisfaction and operational excellence.
- Oversee security operations, including personnel management and service compliance for various clients.

FRAUD DIRECTOR

HIALEAH HOUSING AUTHORITY | 2004 – JANUARY 2024

- Directed fraud investigations and audits, ensuring compliance with HUD regulations.
- Conducted extensive file audits to detect fraudulent activity and improve accountability.
- Trained agencies across HUD in fraud detection and prevention strategies, contributing to national best practices.

PATROL OFFICER

HIALEAH GARDENS AND HIALEAH POLICE DEPARTMENTS | 1996 – 2004

- Served as a sworn law enforcement officer, focusing on public safety, crime prevention, and community engagement.
- Gained expertise in defensive tactics, diversity, and emergency response.



**FPI SECURITY SERVICES, INC.
COMPILED FINANCIAL STATEMENTS
FOR THE TWELVE (12) MONTHS ENDED DECEMBER 31, 2023**



Independent Accountant's Compilation Report

To: Board of Directors
FPI Security Services, Inc.
Hialeah, Florida

Management is responsible for the accompanying financial statements of FPI Security Services, Inc., which comprise the balance sheets as of December 31, 2023 and the related statements of income, changes in stockholders' equity, and cash flows for the years then ended, and the related notes to the financial statements in accordance with accounting principles generally accepted in the United States of America.

We have performed compilation engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. We do not express an opinion, a conclusion, nor provide any assurance on these financial statements.

Federico Gonzalez, CPA
J. Garcia and Associates, PA
Miami Lakes, Florida
License # AC0026446

3/20/2024

**FPI SECURITY SERVICES, INC.
BALANCE SHEET
AS OF DECEMBER 31, 2023**

ASSETS

Current Assets:

Cash on hand and in banks	\$ 506,845
Trade accounts receivable, net (Note 4)	2,249,584
Inventory - Uniforms & general supplies	49,829
Employee Loans	1,980
Prepaid expenses	98,346
Total current assets	<u>2,906,584</u>

Property and Equipment: (Note 2)

Computer hardware	67,196
Motor vehicle equipment and accessories	135,023
Leasehold improvements	66,173
Security monitoring equipment	19,821
Office furniture and equipment	109,950
Motor & golf carts vehicles	2,358,336
Total property and equipment	<u>2,756,499</u>
Less: Accumulated depreciation	<u>(1,472,663)</u>
Property and equipment, net	1,283,836

Other Assets

Intangibles - Trademark	3,475
Less: Accumulated amortization	(870)
Other assets (Note 3)	181,710
Total other assets	<u>184,315</u>

Total Assets	<u><u>\$ 4,374,735</u></u>
--------------	----------------------------

See accountant's compilation report and accompanying notes to financial statements.

FPI SECURITY SERVICES, INC.
BALANCE SHEET
AS OF DECEMBER 31, 2023

LIABILITIES AND SHAREHOLDERS' EQUITY

Current Liabilities:

Accounts payable (Note 5)	\$ 8,776
Credit card payable	26,007
Short term debt (Note 6)	500
Current maturities of long-term debt (Note 7)	129,432
Sales tax payable	61,147
Other Current Liabilities (Note 7)	588,032
Total current liabilities	<u>813,894</u>

Noncurrent Liabilities:

Long term debt (Note 8)	<u>1,089,855</u>
-------------------------	------------------

Total current and long term liabilities	1,903,749
---	-----------

Shareholders' Equity:

Common stock, 500 shares issued (Note 9)	500
Retained earnings	<u>2,470,486</u>
Total shareholder's equity	<u>2,470,986</u>

Total Liabilities and Shareholders' Equity	<u><u>\$ 4,374,735</u></u>
--	----------------------------

See accountant's compilation report and accompanying notes to financial statements.

FPI SECURITY SERVICES, INC.
STATEMENT OF INCOME AND EXPENSES FOR THE TWELVE (12) MONTHS ENDED
DECEMBER 31, 2023

Revenues	
Security service income, net	\$ 17,765,906
Cost of sales	<u>14,236,881</u>
Gross Profit	3,529,025
General And Administrative Expenses	<u>2,846,919</u>
Income from Operations	682,106
Other Income and (Expense):	
Interest (expense)	(54,467)
Other Expenses	(35,496)
Gain (Loss) on disposal of assets	<u>15,387</u>
Total Other Income (Expenses)	(74,576)
Income before Provision For Income Taxes	607,530
Federal Income Tax (Note 2)	<u>----</u>
Net Income	<u><u>\$ 607,530</u></u>

FPI SECURITY SERVICES, INC.
STATEMENT OF RETAINED EARNINGS
FOR THE TWELVE (12) MONTHS ENDED DECEMBER 31, 2023

Retained Earnings at Dec 31, 2022	\$ 2,617,782
Add: Income for the Year-to-Date December 31, 2023	607,530
(Less): Shareholder Distributions in Year-to-Date December 31, 2023	<u>(754,826)</u>
Retained Earnings at December 31, 2023	<u><u>\$ 2,470,486</u></u>

See accountant's compilation report and accompanying notes to financial statements.



**FPI SECURITY SERVICES, INC.
COMPILED FINANCIAL STATEMENTS
FOR THE TWELVE (12) MONTHS ENDED DECEMBER 31, 2024**



Independent Accountant's Compilation Report

To: Board of Directors
FPI Security Services, Inc.
Hialeah, Florida

Management is responsible for the accompanying financial statements of FPI Security Services, Inc., which comprise the balance sheets as of December 31, 2024 and the related statements of income, changes in stockholders' equity, and cash flows for the years then ended, and the related notes to the financial statements in accordance with accounting principles generally accepted in the United States of America.

We have performed compilation engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. We do not express an opinion, a conclusion, nor provide any assurance on these financial statements.

Federico Gonzalez, CPA
J. Garcia and Associates, PA
Miami Lakes, Florida
License # AC0026446

5/8/2025

FPI SECURITY SERVICES, INC.
BALANCE SHEET
AS OF DECEMBER 31, 2024

ASSETS

Current Assets:

Cash on hand and in banks	\$ 857,659
Trade accounts receivable, net (Note 4)	1,279,485
Inventory - Uniforms & general supplies	58,946
Employee Loans	4,635
Prepaid expenses	136,050
Total current assets	<u>2,336,775</u>

Property and Equipment: (Note 2)

Computer hardware	67,196
Motor vehicle equipment and accessories	141,109
Leasehold improvements	66,542
Security monitoring equipment	19,821
Office furniture and equipment	135,251
Motor & golf carts vehicles	1,665,489
Total property and equipment	<u>2,095,408</u>

Right of use lease assets: (Note 2)

Operating leases	365,644
Total Right of use lease property	<u>365,644</u>

Less: Accumulated depreciation	(1,366,477)
Property and equipment and lease property	<u>1,094,575</u>

Other Assets

Intangibles - Trademark	3,475
Less: Accumulated amortization	(1,180)
Other assets (Note 3)	241,718
Total other assets	<u>244,013</u>

Total Assets	<u><u>\$ 3,675,363</u></u>
--------------	----------------------------

See accountant's compilation report and accompanying notes to financial statements.

FPI SECURITY SERVICES, INC.
BALANCE SHEET
AS OF DECEMBER 31, 2024

LIABILITIES AND SHAREHOLDERS' EQUITY

Current Liabilities:

Accounts payable (Note 5)	\$ 175,013
Credit card payable	13,429
Short term debt (Note 6)	500
Current maturities of long-term debt (Note 7)	274,512
Sales tax payable	236,381
Other Current Liabilities	3,760
Total current liabilities	<u>703,595</u>

Noncurrent Liabilities:

Long term debt (Note 7)	<u>555,440</u>
-------------------------	----------------

Total current and long term liabilities 1,259,035

Shareholders' Equity:

Common stock, no par value, 500 shares issued (Note 8)	500
Retained earnings	2,415,828
Total shareholder's equity	<u>2,416,328</u>

Total Liabilities and Shareholders' Equity \$ 3,675,363

See accountant's compilation report and accompanying notes to financial statements.

FPI SUCURITY SERVICES. INC.
STATEMENT OF INCOME AND EXPENSES
FOR THE (12) TWELVE MONTHS ENDED DECEMBER 31, 2024

Revenues	
Security service income, net	\$ 17,826,411
Cost of sales	<u>13,624,133</u>
Gross Profit	4,202,278
General And Administrative Expenses	<u>3,629,367</u>
Income from Operations	572,911
Other Income and (Expense):	
Interest (expense)	(40,379)
Other Expenses	(9,023)
Gain (Loss) on disposal of assets	<u>68,238</u>
Total Other Income (Expenses)	18,837
Income before Provision For Income Taxes	591,747
Federal Income Tax (Note 2)	<u>----</u>
Net Income	<u><u>\$ 591,747</u></u>

FPI SECURITY SERVICES, INC.
STATEMENT OF RETAINED EARNINGS
FOR THE TWELVE (12) MONTHS ENDED DECEMBER 31, 2024

Retained Earnings at Dec 31, 2023	\$ 2,301,738
Add: Income for the Year-to-Date December 31, 2024	591,747
(Less): Shareholder Distributions in Year-to-Date December 31, 2024	<u>(477,657)</u>
Retained Earnings at December 31, 2024	<u><u>\$ 2,415,828</u></u>

See accountant's compilation report and accompanying notes to financial statements.



SECURITY
WITH
PRECISION

Section 3



FPI Security Services respectfully submits the following response to RFP No. 2025-012, Security Guard Services, demonstrating our ability and commitment to fulfilling the requirements outlined in Section 2 - Scope of Services. As the City's current service provider, we are uniquely positioned to ensure a seamless continuation of services without disruption. Our familiarity with each post, our established working relationships with City departments, and our proven track record of dependable service provide substantial value to the City of Coral Gables.

2.1 Purpose

FPI Security Services will provide unarmed, uniformed security officers to deter theft, vandalism, trespassing, and any activity that may damage City facilities or disrupt operations. We understand coverage is required seven days a week, including holidays, and we are fully equipped to meet these requirements for both scheduled and as-needed assignments. As the incumbent, we already have infrastructure, personnel, and systems in place that allow us to continue this work with no ramp-up period.

2.2 Position Types/Descriptions

FPI maintains a strong roster of both Level I and Level II licensed officers. Over 75% of our current workforce meets Level II qualifications. Our staffing capabilities enable us to fulfill all duties as outlined and provide elevated coverage in sensitive or high-profile areas. Our experience staffing these positions for the City gives us direct insight into the expectations and performance standards that must be upheld.

2.3 Officer Duties / Supervisor

2.3.1 Security Guard One: Station Officer (Level 1)

FPI will continue to assign a qualified Level 1 officer to the Guardhouse at the Maintenance Storage Facility. Officers already familiar with the City's protocols will maintain logs, verify City employee identification, and follow all entry procedures with accuracy and professionalism.

2.3.2 Security Guard Two: Roaming Patrol Officer (Level 1)

We will continue to deploy a Level 1 officer to patrol the Maintenance Storage Facility. The officer will be equipped with the same GPS-enabled guard tour system already in use, ensuring consistent documentation and accountability.

2.3.3 Security Guard Three: Roaming Patrol Officer (Level II)

FPI will continue providing coverage at all five parking garages with a Level II officer and vehicle patrol. Our officers already understand the flow of traffic, operational hours, and expectations of the City, allowing for uninterrupted service.

2.3.4 Security Guard Four: Patrol Officer (Level II)

We will continue assigning a bilingual Level II officer to the Passport Office, as we have done successfully throughout our current contract.



2.3.5 Security Guard Five: Roaming Patrol Officer (Level II)

This post will continue to be covered by FPI's trained and vetted personnel. Our familiarity with the zones and communication protocols with Coral Gables PD helps ensure responsive and effective service.

2.3.6 Security Guard Six: Patrol Officer (Level II)

Our experienced officer currently assigned to City Hall will remain in place, ensuring continuity and preserving the high standard of service expected at this high-profile post.

2.3.7 – 2.3.10 (Various Level I Officers)

Each of these locations—including Phillips Park, Youth Center, Venetian Pool, and special assignments—are already serviced by FPI. We will continue providing the same officers where possible to maintain continuity and build on their established rapport with City staff and the public.

2.3.12 Supervisor

As the current provider, our Contract Manager is already in regular communication with City departments. This structure will remain in place with no need for onboarding or new relationship-building.

2.3.13 Addition/Deletion of Facilities/Items/Services

FPI has previously adapted to additions and deletions of facilities under this contract. Our existing operational framework enables quick, seamless adjustments with minimal lead time.

2.4 Additional Instructions

FPI is already compliant with all City protocols regarding access control, shift relief, surveillance monitoring, and non-engagement of trespassers. Our team has been trained to meet these expectations and will require no additional instruction.

2.5 Work Schedule

We currently fulfill the work schedule outlined in Section 2.5 and will continue to do so using our existing scheduling software and personnel. Our experience with these specific shifts ensures no interruption in coverage or quality.

2.6 Inspections/Violations

As the incumbent, we welcome ongoing inspection and oversight. Our internal compliance program and proactive supervisor visits have maintained an excellent service record during our tenure with the City.



2.7 – 2.24 (Equipment, Conduct, Qualifications, Safety, Reporting)

FPI already meets or exceeds all requirements outlined in Sections 2.7 through 2.24. Our equipment is deployed and operational, uniforms are standardized, and our personnel are trained in City-specific post orders. Our digital reporting and scheduling systems are integrated and functioning at all locations.

FPI Security Services is proud to have provided these services to the City of Coral Gables. We are confident that continuing our service will deliver unmatched value, consistency, and efficiency with no disruption to ongoing operations.

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Statement on Wage Standards and Pricing Approach

FPI Security Services acknowledges that the City of Coral Gables has removed the Miami-Dade County Living Wage requirement from this RFP. While this change allows flexibility in how vendors structure their proposals, we've chosen to maintain our current wage levels, which remain aligned with the living wage standards that were in place for the past decade.

As the City's current provider, we've seen how fair compensation has directly supported the quality of service delivered across every post. The consistency, professionalism, and reliability that the City has come to expect are a direct result of investing in a well-trained and stable workforce. These officers are familiar with each facility, already trained on expectations, and committed to maintaining a strong presence.

Our approach to pricing reflects what it takes to deliver that same level of service without compromise. We're not interested in cutting corners or reducing officer pay in exchange for a lower number on paper. We believe the residents, staff, and guests of the City deserve continued excellence, and that begins with properly supported officers.

Continuing to pay competitive wages helps us reduce turnover, build stronger site-level accountability, and maintain the kind of stability that benefits everyone involved. While others may choose to reduce rates through reduced compensation, we're taking a longer-term view focused on sustaining quality and preserving the standards the City is used to.

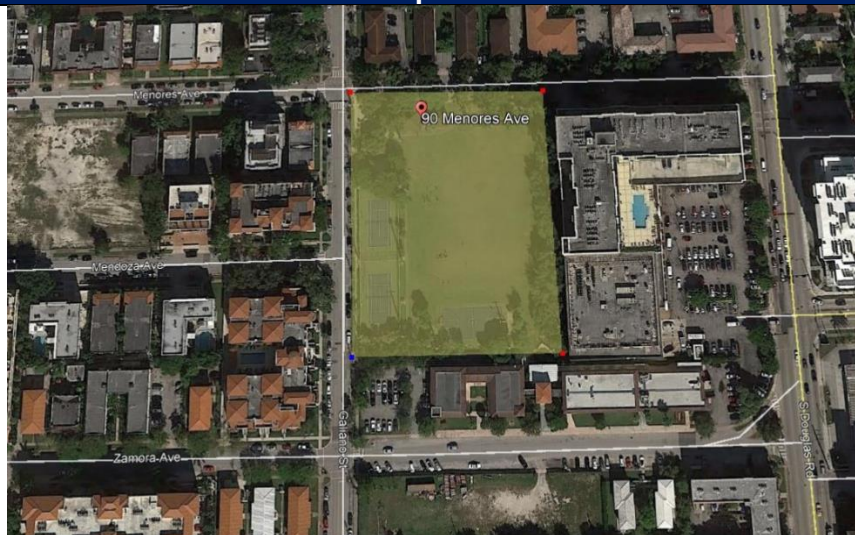
This proposal reflects our commitment to doing the job right and doing it with the same consistency and professionalism we've already demonstrated over the years.



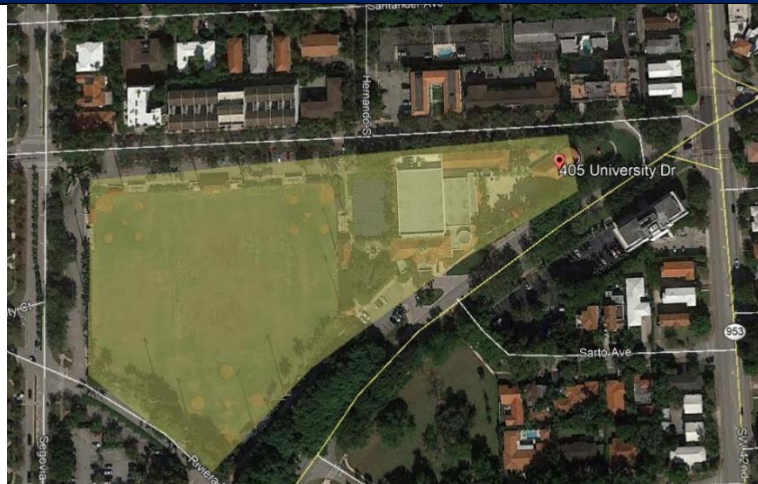
City Hall



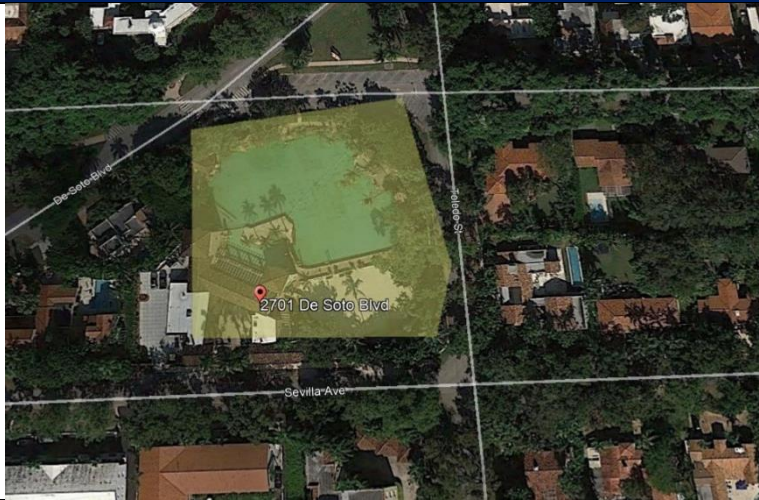
Philips Park



Youth Center



Venetian Pool



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FPI Security Operations Center (SOC) Capabilities and Added Values

VIRTUAL SECURITY GUARD

MONITORING

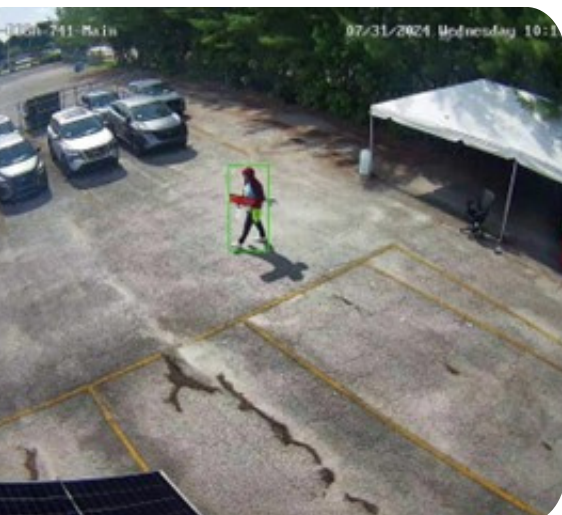
Unparalleled 24/7 monitoring capabilities. FPI's highly trained SOC team utilizes high resolution cameras and AI-driven analytics, to quickly respond to potential threats or suspicious activity.

RESPONSE

Upon detection of security breaches, FPI-SOC'S team can issue actionable responses through talk downs, digital prompts, lights, audible alarms and more to ensure the threat is addressed immediately.

DISPATCH LAW ENFORCEMENT

When a security threat is detected, FPI's SOC promptly notifies local law enforcement. For situations requiring an escalated response, the SOC team is capable of providing real-time data, enabling law enforcement to rapidly assess the situation and deploy the necessary resources.



IMPLEMENTATION

The implementation process for this client involved the following steps:

Assessment and Planning



Conducted a thorough assessment of the offsite lot's security needs and layout. Our team of security specialists designed a deployment plan for optimal coverage using the RIO360.

Deployment



Installed the RIO360 devices at strategic locations within the offsite lot premises. Our team was able to successfully integrate the RIO360 with our SOC for continuous monitoring and real-time response coordination.

Training



Provided training for the dealership's management team on the operation and benefits of the RIO360. Educated the team on usage and tools of the system so they felt comfortable and confident for immediate communication between parties and decision-making when necessary.

Integration



Ensured seamless integration with existing security protocols and systems. Positive feedback was given on the ease of use and reliability. The integration of various technological elements, including AI-driven analytics, autonomous response capabilities, and dynamic display notifications, created a robust and responsive security solution.

CONTACT US



FPISecurity.com



1771 N Flamingo Road
Pembroke Pines, FL 33028



954.370.5300

FOLLOW US



@FPISecurityServices



Enhanced Security and Cost Savings for Auto Dealership with RIO360

A complete solution for your business!

AT A GLANCE

An auto dealership implemented the RIO360 by RAD, **significantly reducing costs while improving 24/7 security** with this autonomous, solar-powered device. The strategic installation led to **enhanced safety and high client satisfaction** due to effective theft and vandalism deterrence.

Customer Testimonial

We are incredibly pleased with the RIO360 solution provided by FPI Security Services. It has significantly reduced our security costs while enhancing the overall security of our dealership's offsite lot."

The seamless operation and real-time deterrence have made a noticeable difference in preventing incidents. We highly recommend FPI Security Services for their innovative and cost-effective security solutions.



CHALLENGES

The primary challenge was **to provide robust security for the offsite lot that could operate 24/7**, deterring potential theft and vandalism while reducing the overall security expenditure. The dealership required a solution that would maintain high security standards and offer reliable, autonomous operation without the continuous cost of a security guard.

SOLUTIONS

FPI Security Services proposed the deployment of the RIO360 by RAD to replace the traditional security guard. **The RIO360 is a state-of-the-art security device that includes:**



**Built-in
Deterrence &
Audio**



**Solar-
Powered**



**Cellular
Connection**



**Autonomous
Responses**

BENEFITS

1

Cost Efficiency

The RIO360 system significantly reduced ongoing security costs by eliminating the need for traditional security personnel, leading to substantial savings in labor and associated expenses.

2

Enhanced Security Capabilities

With its 24/7 autonomous monitoring and built-in deterrence features, the RIO360 provided a higher level of security, ensuring uninterrupted operation even in remote locations thanks to its solar-powered and cellular-connected technology.

3

Improved Operational Reliability

The dealership experienced improved operational reliability and ease of use with the RIO360 system, which was well-received for its effectiveness in preventing theft and vandalism, enhancing overall client satisfaction.

Technology

FPI Security has been serving the community since 1981. With over 30 years of experience, we understand the importance of keeping up with technology. In the last decade, the security industry has seen a substantial increase in technology. FPI Security has made technology a priority to better serve our clients. We participate in seminars across the country to ensure that we are providing the latest that technology has to offer in security. We take pride in having systems throughout our company that allow us to provide state-of-the-art services to our clients.

What technology do we provide our clients? We have an electronic reporting system used by over 300 police departments and security agencies across the world. We have an electronic time and attendance system that makes scheduling almost 300 employees a quick and simple process. This system alerts our 24-hour dispatch in the event an employee fails to show for work. Our vehicles are equipped with cameras and a mobile DVR that allows us to monitor our vehicles 24 hours a day.

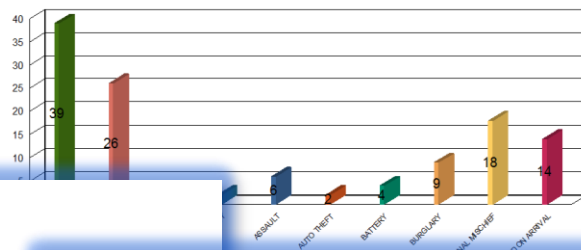


FPI Security Services is always looking for ways to better serve our clients. We work closely with several technology companies in an effort to bring our clients the latest in security technology.

FPI SECURITY SERVICES



Count of IncidentType



Daily Event

FPI Security

Report Range: 7/30/2016 to 7/30/2016

RIOS, FERNAINT
CORAL GABLES

Shift: 7/30/2016 08:00 PM - 7/31/2016 08:00 AM
Notes:
Continued use of patrol vehicle 2464 from previous shift. Fuel over 1/2 tank.
Parked and secured patrol vehicle #1402 at ground level of parking garage G1, with two officers in patrol vehicle's rear view. Secured radio, empty vehicle and car keys in office. Fuel 1/2.
Starting Miles: 24452 Ending Miles: 24467

Events:

Event Time	Event Location
7/30/2016 08:00 PM	INFORMATION
7/30/2016 08:00 PM	CORAL GABLES: PARKING ROVER, GARAGE 1
7/30/2016 08:15 PM	START OF SHIFT

7/30/2016 08:01 PM REPORT WRITING (ACTIVITY REPORT)
CORAL GABLES: PARKING ROVER, GARAGE 1

7/30/2016 08:15 PM REPORT WRITING (ACTIVITY REPORT)
(Added by non patrol user)

7/30/2016 08:16 PM AREA PATROL CORAL GABLES: PARKING ROVER, GARAGE 1

7/30/2016 08:37 PM AREA PATROL WITH LEGISLATIVE

7/30/2016 08:41 PM AREA PATROL CORAL GABLES: PARKING ROVER, GARAGE 6

7/30/2016 09:01 PM AREA PATROL WITH LEGISLATIVE

7/30/2016 09:04 PM AREA PATROL CORAL GABLES: PARKING ROVER, GARAGE 2

7/30/2016 09:29 PM CORAL GABLES: PARKING ROVER, GARAGE 2

Page 1 of 5 Report generated by: ©2016 Corelline Edge Software, Inc.

FPI Security Services uses a fully electronic reporting system that allows officers to document incidents more efficiently. More efficient reporting means that the officer will be patrolling more often and maintain high visibility. Our reporting system allows officers to document their daily activity reports, incident reports, BOLOs, lost item reports, found item reports, and much more. Important information can be uploaded into the system and shared with all officers simultaneously.

The reports are electronically submitted via email to the appropriate personnel. This eliminates the need to keep files of incident reports. The entire process is paperless and therefore, environmentally conscious.

Our electronic workforce management system allows us to schedule and manage almost 300 employees from anywhere in the world. The system is designed specifically for the needs of a security agency.

When an officer is unable to report for duty, the system makes it easy to find a qualified replacement in a hurry. This allows us to provide continuity of service to our clients at all times. Our software maintains the employee's personnel file and alerts us to possible expirations of required licenses. This feature ensures that all officers in the field are in compliance with all applicable laws and regulations.

Danny, Gonzalez

eTime Xpress by Celayix
Industry Standard in Workforce Management

View: Shift | Filter Detail | Customer | Site | Employee

From: 08/01/2016 Mon To: 08/07/2016 Sun

Customer: * All Site: * All Employee: * All

Service: * All Shift Type: All Shifts

Scheduling Manager for FPI Security Services

August 2016

Site	Site	Emp	Employee	Srv	Mon 1	Tue 2	Wed 3	Thu 4	Fri 5	Sat 6	Sun 7
4269 Monsignor Edward Pace											
1	PACE GATEHO...	11	Cordero, Canid	SG	05:30-15:00 CorderoC	05:30-15:00 CorderoC	05:30-15:00 CorderoC	05:30-15:00 CorderoC	05:30-15:00 CorderoC		
1	PACE GATEHO...	221	Aquino, Mirtha	SG	14:00-23:00 AquinoM	14:00-23:00 AquinoM	14:00-23:00 AquinoM	14:00-23:00 AquinoM	14:00-23:00 AquinoM		
1	PACE GATEHO...	819	Diaz, Dayana	SG						12:00-23:00 DiazD	
1	PACE GATEHO...	951	Garcia, Francisco	SG						06:00-12:00 GarciaF	
4269 Monsignor Edward Pace											
2	PACE PATROL	0	OPEN	SG				07:00-14:00 OPEN	07:00-14:00 OPEN		
2	PACE PATROL	1154	Marrero, Oscar	SG						06:00-12:00 MarreroO	
2	PACE PATROL	1158	Suarez, Manuel	SG						12:00-23:00 SuarezM	
2	PACE PATROL	1305	Amador, Jose	SG	14:00-23:00 AmadorJ	14:00-23:00 AmadorJ	14:00-23:00 AmadorJ	14:00-23:00 AmadorJ	14:00-23:00 AmadorJ		
4231 Ateco											
3	Ateco	65	Perez, Carlos	SG	22:00-06:00 PerezC	22:00-06:00 PerezC	22:00-06:00 PerezC	22:00-06:00 PerezC	22:00-06:00 PerezC		
3	Ateco	716	Aquino, Israel	SG	06:00-14:00 AquinoI	06:00-14:00 AquinoI	06:00-14:00 AquinoI	06:00-14:00 AquinoI	06:00-14:00 AquinoI		
3	Ateco	793	Valido, Alberto	SG	14:00-22:00 ValidoA	14:00-22:00 ValidoA	14:00-22:00 ValidoA	14:00-22:00 ValidoA	14:00-22:00 ValidoA		
3	Ateco	959	Bispo, Nildo	SG						18:00-06:00 BispoN	18:00-06:00 BispoN
3	Ateco	1585	Ramos, Luis	SG						06:00-18:00 RamosL	06:00-18:00 RamosL

Dominguez, Oreste

General

Comp

Br

Emp

First Na

Last Na

Short Na

Sta

Name	ID	Status
Di Porto, Joshua	1537	A
Diaz, Antuan	1370	A
Diaz, Carlos	797	A
Diaz, Dayana	819	A
Diaz, Juan Jose	1051	A
Diaz, Luis	1291	A
Diaz, Ramon	1152	A
Diejuste, Anson	1566	A
Dominguez, Eduardo	1224	A
Dominguez, Oreste	1413	A
Donate, Amy	1278	A

Feature Overview

While using any Android or Apple device,
Officers in the field can:



Report
Incidents



Update Daily
Activity Reports



Include Photos
& Audio Files



Scan
Checkpoints



Receive Tasks
& Reminders



Communicate
with Dispatch

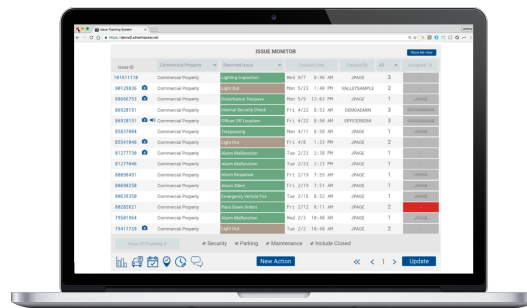


Clock
In and Out



Issue Warnings
& Violations

All of this information is GPS tracked and
available in real time in the Issue Monitor



Dispatchers,
Supervisors & Admins



Maintenance
Teams & Vendors



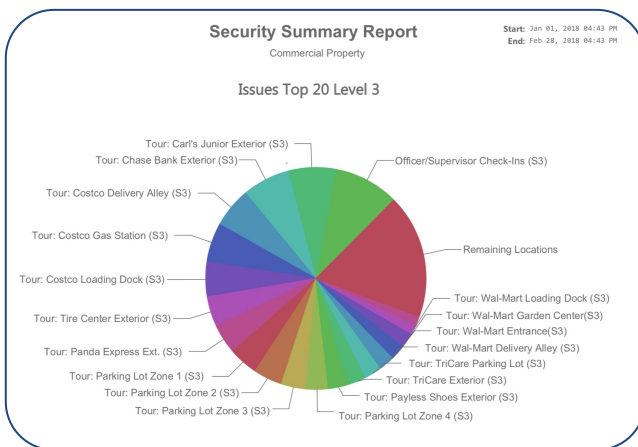
Local & Regional
Facility Managers

Our Reporting Process

How We Report

We use smartphones and tablets with quick and simple drop down reporting menus to streamline the reporting, maximize on site visibility, and reduce your risk and liability.

Instead of traditional hand written DARs our officers are provided varied reporting options that enable them to report easily throughout their shift.



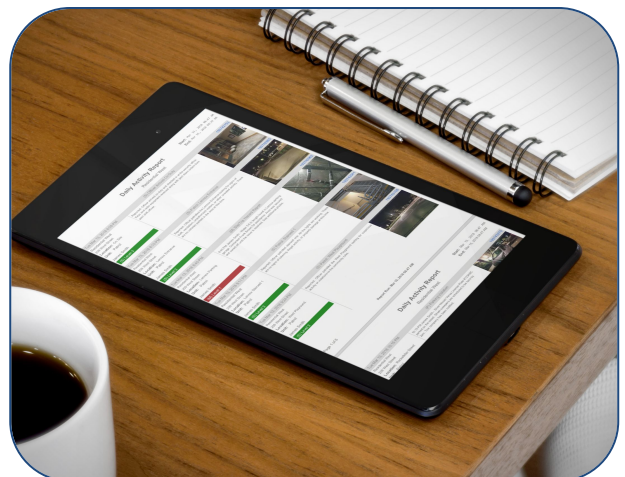
Customized For You

Our daily and monthly reports can be *completely* customized and worded for your industry and specific property.

All issues are prioritized based on the scope of service at each property and according to your needs.

Real-Time Incident Notifications

At your choosing any issues or incidents reported can trigger a notification to the necessary parties (i.e. managers, maintenance supervisors or teams, and issue specific vendors).



Guard Tour Checkpoints

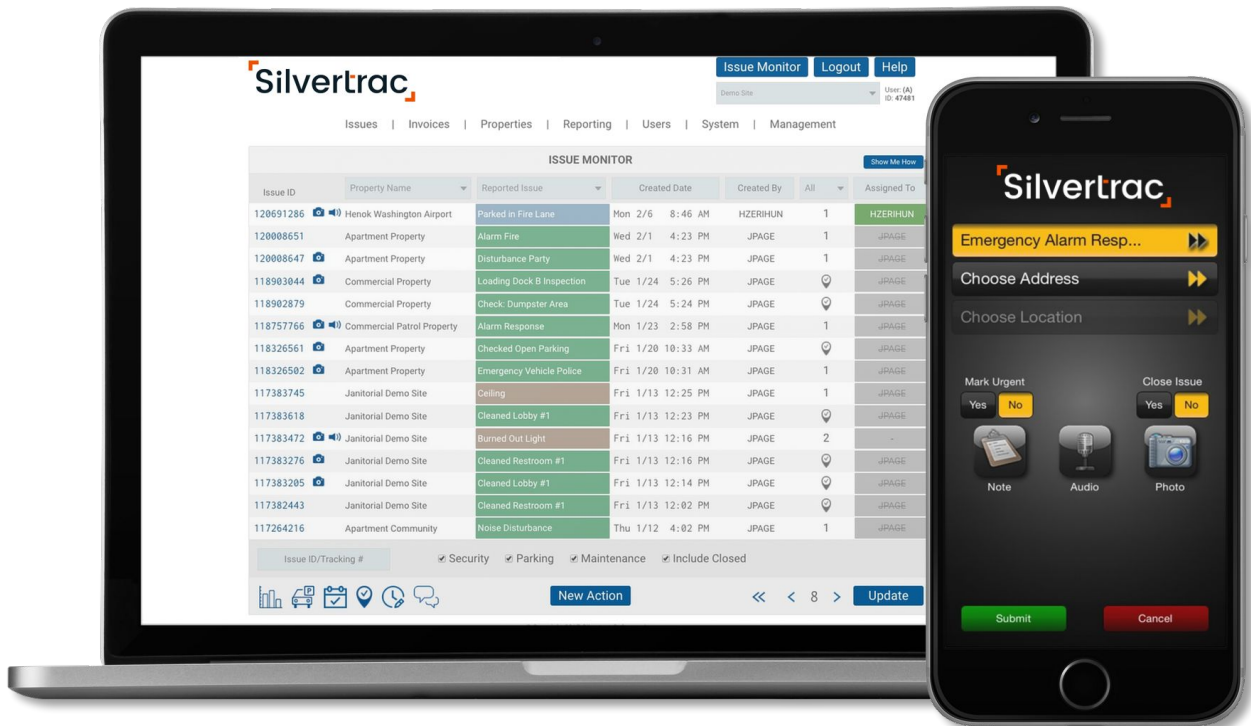
When a checkpoint is scanned 4 things happen

- 1) Instructions are shown to the officer specific to that location
- 2) A pre-written note in risk and liability terms is entered into all reports including the Daily Activity Report (DAR).
- 3) A GPS pinpoint is taken to track the officers location at the time of the scan
- 4) The officer is required to include a photo with the checkpoint to verify their location (*optional*)



Your Live Dashboard

First off, the issue monitor is the hub of all the activity reported through our software. Everything that is reported including incidents, checkpoints, tasks, and dispatched issues will all be tracked right here in the issue monitor.



Video Monitoring



Video surveillance monitoring is a service that provides real-time monitoring of your surveillance system. This brings added value to your current surveillance system. People install great surveillance systems and fail to realize that if nobody is monitoring the system, the system only works post-incident as a tool to see what occurred. The difference when you have a video monitoring solution like, FPI Security Services, is that a trained professional is watching your system in real-time and making decisions based on what is being monitored. What does this mean for our clients? It means that our monitoring station has the ability to contact the appropriate response to an occurring incident, in real-time. If there is a safety threat, then law enforcement can be contacted immediately to eliminate the threat as soon as possible.

Our video monitoring center is equipped with advanced technology designed to monitor your surveillance system efficiently. We use specifically designed software that has advanced analytic capabilities to detect, identify, and notify of a possible event in real-time. This maximizes the value of your surveillance system. It's like having a security officer watching your entire property at once!

Video Analytics

Video content analysis (also video content analytics, VCA) is the capability of automatically analyzing video to detect and determine temporal and spatial events.

This is where you get the real value in your surveillance system. Video analytics provide real-time analysis of the camera feed to determine what is occurring and whether or not there is a need to act. Most people are familiar with the simplest form of video analytics, motion recording. Motion recording is simply an analytic function inside the software that tells the camera to record when there is motion. This feature allows you to save storage space by not recording camera feeds that have no activity.



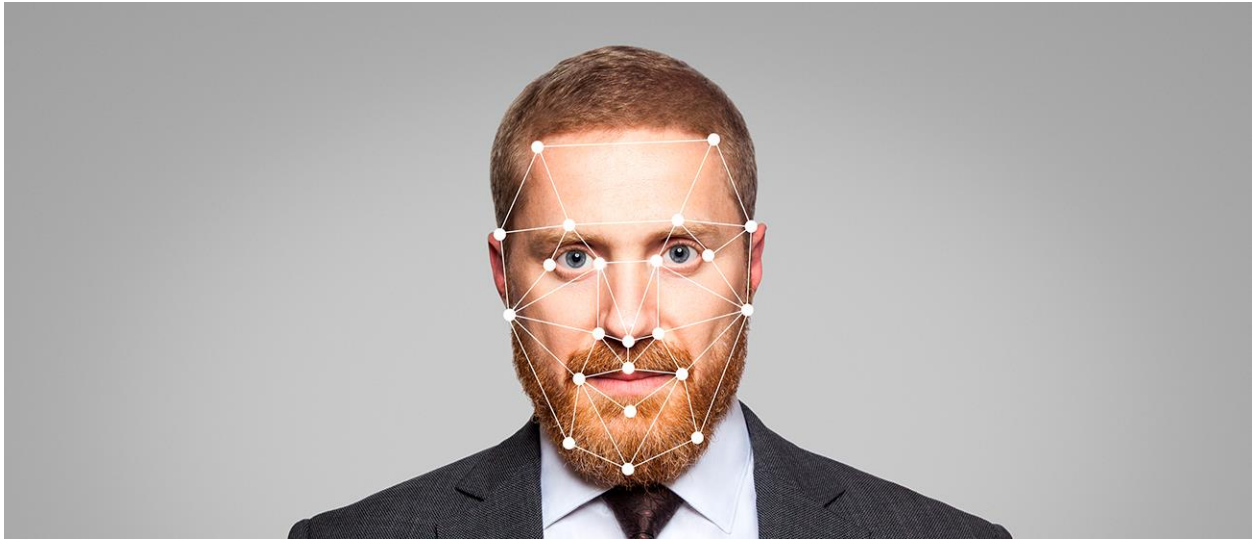
Today's surveillance technology has evolved tremendously along with video analytics. There are now complex algorithms that can detect and identify countless events in real-time. Our monitoring software provides the operator the ability to be everywhere at the same time.



The analytics can determine the difference between vehicles, people, or other objects. Depending on the programming, these identifications can trigger alarms at the central station. The operator can then view the camera in real-time and determine if action is necessary. This turns your surveillance system into a proactive tool as opposed to a reactive tool post-incident. Our software even has the ability to utilize facial recognition and license plate recognition technology.

Facial Recognition

A facial recognition system is a technology capable of identifying or verifying a person from a digital image or a video frame from a video source. There are multiples methods in which facial recognition systems work. In general, they work by comparing selected facial features from a given image within a database.



We can upload pictures into our database for our facial recognition system to identify people in real-time as they enter into a camera's view. The information comes up on the screen along with any warnings programmed into the system. This works great to identify unauthorized people in real-time. This feature allows us to contact onsite security personnel or law enforcement to deal with the possible breach or threat.



License Plate Recognition

License Plate Recognition, or LPR, is a technology that uses optical character recognition on images to read vehicle registration plates to create vehicle location data.

Just like the facial recognition technology, LPR is a great tool for identifying vehicles that should or should not be on the property. This kind of technology is deployed by law enforcement agencies throughout the world to identify vehicles that are either wanted or in non-compliance with registration laws. This information can be used to alert onsite security or law enforcement of a possible suspicious vehicle.





Employee Incentive and Retention Plan

We understand the importance of employee retention and incentives. Employees work harder when they feel their hard work is recognized. We have several programs designed to engage our workforce and incentivize them. Today, technology and social media are excellent tools for engaging your workforce. We use email blasts and social media posts to provide notice and recognition.

Employee incentive programs are a great way of keeping high quality talent. For this reason, the following programs have been established with much success:

Employee Referral Program

We implemented an Employee Referral Program that pays out \$250 for any referral that is employed with us for a period of 90 days. Employee referrals tend to have a much higher retention rate than other forms of recruitment.

Meritorious Service Awards

The job of a security officer can sometimes become repetitive and complacency can set in. To help mitigate this, we established a Meritorious Service Award. This award is given to employees that performed their duties in an exemplary way during a crisis or incident. For example, if an officer performs first aid or performs life saving actions, we feel that officer should be recognized. We have many awards given to officers who feel they were "just doing their job." They are provided with a certificate and a gift card to a variety of different options. Their pictures are shared via email blast to the entire company and posted on our social media. We have found the officers that receive this award also tend to have high retention rates.

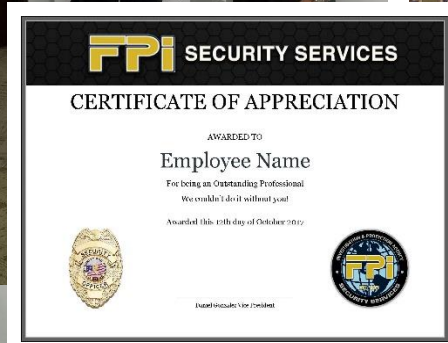
Officers of the Month

Every month we select one to three employees that deserve recognition. The employees are provided a certificate and gift card to a variety of options. These employees are recognized for their hard work and reliability. We have many employees that never miss work, never late, and always willing to help the company. These are the employees that receive this recognition. We have found that many employees strive to receive this recognition. This helps with employee retention and general cooperation with company policies and procedures.

Employee Discounts

FPI Security Services has a sister company, Florida Gun Center. This company provides a shooting range and law enforcement equipment to many agencies. They have an indoor shooting range which we utilize for firearm qualification and requalification. This is provided to our employees at no cost. Our employees also receive discounts on firearms, equipment, footwear, protective gear, and much more. This gives our employees an opportunity to purchase high quality gear at an affordable price. We want to make sure that our officers have a professional appearance.

The FPI Difference



Corporate Social Responsibility

At FPI Security Services, we believe that security is about more than safeguarding properties; it's about building safer, stronger communities. Our commitment to corporate social responsibility (CSR) reflects our dedication to making a positive impact in the neighborhoods where we operate. Through sponsorships, volunteer work, and active engagement with local organizations, we strive to contribute to the well-being of the communities we proudly serve.



Sponsorships and Community Involvement

Youth Sports Sponsorships:

FPI Security Services proudly sponsors local youth sports teams, providing funding for equipment, uniforms, and tournaments. By supporting youth athletics, we help foster teamwork, discipline, and community spirit.

Community Events:

We actively participate in and sponsor community events such as safety fairs, charity runs, and neighborhood cleanups. Our team is committed to building relationships and promoting a sense of security and unity.



Nonprofit Support:

FPI partners with nonprofit organizations to support initiatives that align with our values, such as providing resources for underserved communities, disaster relief efforts, and public safety awareness programs.

Volunteerism:

Our employees regularly volunteer their time to causes that matter most, including mentoring programs, food drives, and fundraising events for local charities.



Our Commitment to Making a Difference

FPI Security Services is dedicated to integrating social responsibility into every aspect of our business. We recognize the importance of giving back and remain committed to:

- Promoting community safety and well-being.
- Supporting local initiatives that enhance quality of life.
- Encouraging employee involvement in meaningful causes.

Through these efforts, FPI Security Services not only fulfills our responsibility as a corporate citizen but also strengthens the bonds that connect us to the communities we serve. Together, we're working toward a safer, brighter future.





SECURITY
WITH
PRECISION

Section 4



CITY OF CORAL GABLES REFERENCE FORM

IFB No. 2025-012 Security Guard Services

Complete the form as indicated below, to provide the required information as outlined in Section 3 of the solicitation. The City shall contact the companies listed below to verify the work performed on behalf of your company. All fields must be completed.

Reference # 1 must cover the minimum five (5) year period from the issuance date of this solicitation.

1.	Project Name/Location	City of Pembroke Pines
	Owner Name	City of Pembroke Pines
	Contact Person	Ken Juede
	Contact Telephone No.	954-450-1060
	Email Address:	Kjuede@ppines.com
	Yearly Budget/Cost	\$1,000,00
	Dates of Contract	From: 2017 To: Present
	Project Description	Citywide security services Armed and Unarmed

Additional References must cover similar engagements satisfactorily performed in the last five (5) years.

2.	Project Name/Location	City of Miami Beach
	Owner Name	City of Miami Beach
	Contact Person	Kenneth Jones
	Contact Telephone No.	305-673-7900
	Email Address:	Kennethjones@miamibeachfl.gov
	Yearly Budget/Cost	\$900,000
	Dates of Contract	From: 2021 To: Present
	Project Description	City Hall coverage, municipal parking garage , special tax district, special events



3. Project Name/Location City of North Miami

Owner Name City of North Miami

Contact Person Alberto Destrade

Contact Telephone No. 305-895-9886

Email Address: Adestrade@northmiamifl.gov

Yearly Budget/Cost \$150,000

Dates of Contract From: 2018 To: Present

Project Description City Hall and Museum

4. Project Name/Location City of Pompano Beach

Owner Name City of Pompano Beach

Contact Person Kimberly Vazquez

Contact Telephone No. 954786-4655

Email Address: Kimberly.vazquez@copbfl.com

Yearly Budget/Cost \$500,000

Dates of Contract From: 2023 To: Present

Project Description Patrol CRA district in marked vehicles deterring criminal activity and loitering



The City of Coral Gables

Procurement Division

2800 S.W. 72ND AVENUE

MIAMI, FLORIDA 33155

5. Project Name/Location _____

Owner Name _____

Contact Person _____

Contact Telephone No. _____

Email Address: _____

Yearly Budget/Cost _____

Dates of Contract From: _____ To: _____

Project Description _____

6. Project Name/Location _____

Owner Name _____

Contact Person _____

Contact Telephone No. _____

Email Address: _____

Yearly Budget/Cost _____

Dates of Contract From: _____ To: _____

Project Description _____



The City of Coral Gables
Procurement Division
2800 S.W. 72ND AVENUE
MIAMI, FLORIDA 33155

PROPOSER INFORMATION:

Company Name: FPI Security Services Inc.,
Representative: Daniel Gonzalez
Address: 1771 N Flamingo Road, Pembroke Pines, FL 33028
Telephone No.: 305-827-4300
Fax No.: _____
Email Address: Dgonzalez@fpisecurity.com



Statement of Services Provided to the City of Coral Gables Since 2015

FPI Security Services has proudly served the City of Coral Gables since 2015, providing a wide range of security guard services across multiple departments and facilities. Over the years, we have developed a strong working relationship with city leadership and departmental representatives, enabling us to deliver consistent, high-quality service while adapting to the City's evolving needs.

Our services have included both stationary and mobile guard coverage across key city facilities such as the Maintenance Yard, Passport Office, Youth Center, Phillips Park, City Hall, and the Venetian Pool, as well as detailed zone patrols and parking garage coverage. We have supported city departments including Police, Public Works, Parking, Community Recreation, and the City Clerk's Office.

We have maintained post coverage 24/7 at several facilities, including overnight roving patrols, weekend park enforcement, and on-call special event security. Our officers have been involved in high-visibility roles such as commission meeting security, holiday and seasonal event staffing (e.g. July 4th at the Biltmore), hurricane response, and zone patrol support.

FPI has also been instrumental in assisting with citywide initiatives such as COVID-19 access screening, emergency staffing at vulnerable locations following Hurricane Irma, and real-time reporting of facility maintenance and safety issues. Our team remains in constant communication with city supervisors, attending scheduled meetings, providing shift reports, and responding promptly to operational needs.

As the City's security provider for nearly a decade, we have deep familiarity with each post's unique expectations and protocols. Our officers are trained specifically for their Coral Gables assignments and are selected for their professionalism, dependability, and understanding of the City's standards. Our ability to manage schedules, maintain continuity, and provide responsive support has resulted in years of uninterrupted service to the City and a strong foundation for continued partnership.

FPI Security Services values the trust the City has placed in us and remains fully committed to maintaining the high standard of service the City of Coral Gables has come to expect.