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| **Line Item #1:**  **Description:** Your company has been selected to provide a confidential security proposal for the DC Ranch Homeowners Association located in Scottsdale, AZ. | Sandra Breiling  **DC Ranch Association**  20555 N. Pima Road  Scottsdale, AZ 85255  Dear Ms. Breiling:  On behalf our Mesa district support team, it is our pleasure to participate in the DC Ranch Association security RFP process.  The enclosed response includes detailed information regarding AlliedBarton Security Services and how we can help you to achieve your security and business objectives.    It is our hope that our strong combination of excellent local management resources, expertise in residential communities and our award-winning learning and development programs will make us the clear choice to be your security partner. In our recent site visit, we got a good idea of how the security program operates and how the security team interacts with the residents, visitors, and vendors. AlliedBarton has experience in gated communities and depth of resources and will share best practices to help make an immediate enhancement for DC Ranch Association.  AlliedBarton is proud to tailor its services specifically to meet the needs of DC Ranch. Even though we are able to share Best Practices from our many residential clients, AlliedBarton designs the overall security approach to address your community. From our walkthrough, the following areas were discussed, and we have offered some suggestions on how they can be addressed**.**   * **Minimizing Turnover to Foster a Consistent Security Program for DC Ranch**   + A stable security staff has a greater depth of understanding of your site, and becomes a more reliable presence upon which you and your residents can depend. On the other hand, a revolving door of security officers can signal a problem, is costly and undermines confidence in what should be the perception of a safe and secure environment. * **Customer Service as an Extension of DC Ranch’s Security Program**   + Security services do not end with patrols and access monitoring. By the nature of their position, and the respect they command, the security officers at your site can become customer service ambassadors – providing information, greeting guests and serving as a resource. It takes the right officer and the right training for this to be highly effective. * **Ensuring a Quality Security Program with Measureable Results**   + If you can’t measure it, you can’t manage it. In today’s business world it’s becoming increasingly important to establish performance standards and measure results. To take your security service to a higher level, we will be focused on quality assurance.   Thank you for extending the opportunity to present the value we can bring to DC Ranch Association. We look forward to having the opportunity to prove our strengths. If you have any questions, please contact me at 323-841-5367 or brian.hampton@alliedbarton.com.  Sincerely,  Brian Hampton  Business Development Manager |
| **Line Item #2:**  **Description:** DC Ranch is a Master Planned Community located in North Scottsdale. The community covers approximately 4,400 acres, comprised of single-family homes, condominium developments, commercial facilities, and common community and recreational facilities. This includes five manned gatehouses, 13 unmanned gates, one un-gated neighborhood and two community centers. Presently, the community association membership consists of approximately 2,600 residents and lot owners. The community will build out at approximately 3,000 homes. | **Experience**  In the state of Arizona we currently service more than 48,000 hours per week of security service. Our experience inside residential communities offers DC Ranch best practice opportunities to increase security. Our experience outside the residential market allows us the opportunity to bring DC Ranch the latest best practices from across the security industry. Our clients range from the Arizona Traditions, the Cloisters at Biltmore, Biltmore Colony Greens, Villa del Oro, Highlands at Dove Mountain, University of Phoenix, Vanguard, Edward Jones, Boeing, Raytheon, the Phoenix Plaza and all the Macerich Malls (Scottsdale Fashion Square Mall) to name a few. Many of these clients recognize excellent customer service as a key element of their security program.  **AlliedBarton services more than 500 communities Nationwide** |
| **Line Item #3:**  **Description:** Service shall commence on January 1, 2015 at 001 hours and shall continue through December 31, 2015 11:59 hours. Additional contractual years may be awarded within the contract. Contract years cannot exceed (3) three years without reopening the bid process. | AlliedBarton can successfully transition on this time with a minimum of 6 weeks’ notice.  As the leader in providing security services to the residential market since 1957, AlliedBarton understands the competencies and customer experience that DC Ranch seeks from its security partner. By partnering with a provider servicing thousands of clients with needs similar to yours, a comprehensive security program will exceed your security and safety needs. ***Well trained, well prepared, responsive, customer service oriented and respectful security officers and supervisors will represent and enhance the DC Ranch brand.*** |
| **Line Item #4:**  **Description:** Security at DC Ranch should accomplish the following set objectives:  ♣ Security personnel shall enforce policies and procedures using the most current technology provided, while providing exceptional customer service.  ♣ Construction admittance shall be controlled through proper communication and identification on a daily basis at all neighborhood entrances.  ♣ Security personnel shall conduct themselves professionally through proper appearance using courteous and respectable behavior. ♣ Security personnel shall actively patrol the community and access points (i.e. path and trails, streets) using different modes of transportation (i.e. by foot, golf cart, bicycle or vehicle). ♣ Guests shall be welcomed with professionalism in accordance with DC Ranch security procedures. They are to be logged into access systems, checked and authorized through resident contacts, and guided to their destination, if needed. ♣ Guards shall greet all residents and guests warmly and handle all situations respectfully and firmly.  ♣ Guards shall be knowledgeable of all physical locations, characteristics and amenities within all neighborhoods.  ♣ Guards shall be trained and ready to assist in emergency situations and be able to identify when to call appropriate parties for resolution or further assistance. | AlliedBarton fully understands and can accomplish these objectives. With our national support and local response, we have the best practices and management processes in place to ensure your key performance indicators (KPIs) are met and exceeded.  **Quality Assurance**  Quality is the foundation of AlliedBarton’s security services. It is the factor that consistently differentiates us from other companies, and it’s the primary reason we’re regarded as the industry’s most responsive security services provider.  Our senior management group works as a team in order to develop and implement innovative new programs and operational practices. We use cross-functional teams for special quality-improvement initiatives. District staff works toward the common objective of providing service that exceeds your expectations. Our security officers pledge their commitment to our Dare to be GREAT culture which includes a strong quality component.  **Measuring Results**  We offer the best security programs available. But there is room for improvement in every organization. In order to provide you with the best possible service, we regularly review and measure our performance. Some of our measurements and evaluations include:   * Weekly service hours - OT, billed OT, billed hours * Employee retention and tenure * Recognition and rewards * Training * Incidents * Performance evaluations * Trends * Customer satisfaction survey results * Best practices * Goals and improvement processes   **Quality Business Reviews**  Regularly scheduled assessments are reported and reviewed in meetings between your security management team and AlliedBarton’s local management. These reviews are designed to:   * Review accomplishments * Create benchmarking for future reviews * Establish measurable goals |
| **Line Item #5:**  **Description:** Security Company will be responsible for staffing personnel at all five (5) manned gatehouses and three (3) patrolling units. All five (5) manned gates are staffed 24 hours a day, with two (2) patrol guards staffed 24 hours a day and one (1) patrol guard staffed eight (8) hours a day. Total billable hours shall be 1,464 hours per week with approximately 37 employees on staff | AlliedBarton has the resources and experience to transition a large staff and recruit when needed, accomplishing the scope of work described in Line Item #5.  *Scope of Service*   * Five manned gate access control 24 hours per day, 7 days per week * 2 vehicle patrols 24 hours per day, 7 days per week * 1 vehicle patrol 8 hours per day, 5 days per week * 1 Salaried Security Manager ( Account Manager) * 3 Shift Supervisors (working shift) * Approximately 37 employees scheduled   *Officer Bill Rate*   |  |  |  |  | | --- | --- | --- | --- | | **Position** | **HPW** | **Wage Rate** | **Bill Rate** | | Security Officer Level I |  | $13.00 | $17.93 | | Security Officer Level II |  | $13.50 | $18.61 | | Security Officer Level III |  | $13.75 | $18.96 | | Security Officer Level IV |  | $14.00 | $19.30 | | Shift Supervisor | 168 | $13.50 | $18.61 | | Security Manager (Act Mgr.) | 40 | $23.08 | $31.82 | |
| **Line Item #6:**  **Description:** The Security Company shall provide one Security Manager to oversee general security operations and supervision of the staff and community, who will report directly to the Director of Security employed by DC Ranch Association. The Security Manager shall be provided with a cell phone by the Security Company and may be supported by additional Shift Supervisors as needed. Security Company shall also provide two (2) computers and one (1) printer, along with any associated supplies, repairs or replacements for the sole use of the Security Company staff. The Security Company will also provide basic office supplies for the use at four (4) of the manned gates staff related to administration (i.e. pens, notepads, paper clips, ink for printers and staples). All supplies needed at the West Gate will be provided by DC Ranch Association. | AlliedBarton understands and will provide a salaried Security Manager (Account Manager) to DC Ranch. The Security Manager will be supplied with a cell phone, two computers, and one printer, along with supplies for four manned gates as outlined in Line Item #6. The equipment requested in this line item is priced into the officer bill rate.  **Account Manager Model**  AlliedBarton account managers represent the critical difference between AlliedBarton and other security providers. This manager is dedicated to your account, knows everything about your needs and the needs of our officers, and typically is rewarded through incentive compensation for performance in key functional areas.  **Leadership Development**  The demands are high for the security program at DC Ranch Association. This program requires a high level, sophisticated Account Manager with the ability to manage up, across and down appropriately.  We will develop and mentor the Account Manager to enhance his ability to interact with homeowners as well as multiple layers of community groups and law enforcement. By being more proactive, s/he can take the initiative to communicate with you to present issues, while suggesting solutions and following up with the results that you expect, allowing you to focus on your job versus managing security |
| **Line Item #7:**  **Description:** In an effort to retain quality personnel and maintain exceptional customer service, DC Ranch Association requests minimum starting wages for all guards to include full benefits and other incentives for maintaining a premier security presence. A minimum starting wage with potential increases must be submitted for all personnel and be outlined within the bid proposal. A detailed summary of company benefits shall also be provided separately within the bid proposal. Please be prepared to outline and discuss your philosophy on employee retention, along with how your company will provide exceptional customer service to our residents and guests. | *Minimizing Turnover* An effective security program is about just one thing: great people. Everything we do at AlliedBarton ultimately comes down to finding and retaining the right officers and managers. We maintain staff turnover at an absolute minimum thanks to superior recruiting, screening, and officer selection, and continues through training and ongoing development.  The elements of staffing stability are complex, and include adequate wages and benefits, proper hiring, competent supervision, comprehensive training, employee recognition, opportunities for advancement and on-going performance evaluations. AlliedBarton is proud to have one of the lowest turnover rates in the industry locally and on a national level  **The Right Wages for the Right Officers**  We understand the critical role the security officer plays at DC Ranch in their regular interactions with your residents, guest and vendors. For this reason, AlliedBarton is proposing a starting wage for security officers of $13.00 per hour with the opportunity to advance to $13.50 after six months and $13.75/$14.00 after 12 months, based on criteria set by AlliedBarton and DC Ranch Association management. Criteria will be training and performance based (example: no complaints, appropriate attendance, appropriate incident reporting). This wage will enable the recruitment of quality security officers who possess the Dedication, Security Mindset and Customer Service approach needed to mirror the expectations at DC Ranch. Any agreed upon increase in wages will be honored with established markup proposed.   |  |  |  |  | | --- | --- | --- | --- | | **Position** | **Wage** | **Min. Tenure** | Min. Suggested **Training Criteria** | | Security Officer Level I | $13.00 |  | AED/CPR & MSO I | | Security Officer Level II | $13.50 | 6 months | Fire Safety & MSO III | | Security Officer Level III | $13.75 | 12 months | MSO V & 2 EDGE Courses | | Security Officer Level IV | $14.00 | 12 months | School of Residential Security |   **Meaningful Benefits** - Employees at all levels deserve benefits that contribute directly to quality of life. Comprehensive benefits are part of the AlliedBarton experience. All benefits below are included in the officer bill rate. Holiday pay will be direct billed.   * Medical, Dental and Vision Insurance (Details attached) * Disability and Life Insurance * Paid Vacation * 401 (k) with company match * Pay cards * Legal Services * Blackstone Market Place   Please see pages 33-37 of proposal for more benefits detail.  *Customer Service*  The AlliedBarton|**Ambassador**SM program is designed to produce security officers capable of delivering the perfect combination of skill, professionalism and friendly service to our clients’ *customers*. AlliedBarton is leading our industry in formally evolving the traditional security officer role to include a strong focus on customer service. This has proven effective in environments that place a premium on customer service. **The program is designed to focus as much on concierge service and a five-star atmosphere as it does first-class security operations. The program relies on specialized recruiting and training.**  The AlliedBarton program demonstrates the complex and multi-faceted role of the security officer. Many security officers are called upon to perform other functions, whether those are part of their official role or not. When your needs for high quality security and customer service are intermixed and equally important, AlliedBarton is the answer.  AlliedBarton will continually look for ways to get involved with the community of DC Ranch and embrace its culture. To do so, we offer a few opportunities to increase customer service by our involvement within the community.  **Community Relations and Safety & Security Initiatives** *-* Upon awarding us the DC Ranch Association security partnership, we will organize and execute an open-house reception with food & beverage, to allow residents to meet our team. We can provide safety & security tips for any internal and external communication tools DC Ranch Association may provide its residents.  **Security & Safety Seminars** - AlliedBarton can provide seminars for homeowners on a variety of security-related topics, including Workplace Violence, Workplace Safety, Preventing Identity Theft and other pertinent subjects. AlliedBarton will offer two CPR/First Aid/AED classes (1/2 Day Class) each year at no charge to the Association. DC Ranch Association staff and residents are invited upon direction of DC Ranch Association management. Participants must pay for the cost of the card only ($9-$12.00).  **Security Awareness & Appreciation Events** - AlliedBarton is continuously developing client outreach services that complement your security program. We will do everything possible to foster peace of mind and a sense of security among your residents and guests. This includes participating in a minimum of one community event during the year upon request.  **Safety & Security Awareness Tips** - AlliedBarton publishes a series of Security Awareness Tips, providing insight for individuals on how to protect themselves and their assets. These pamphlets cover a multitude of topics ranging from fire safety and AEDs, to travel security and personal protection.  **AlliedBarton.com** - Our award-winning website is a valued resource for our clients–one that continues to evolve. It provides updated resources for our clients use.  **Performance Management**  AlliedBarton|**Path**®, our performance management software helps our managers effectively evaluate performance - their own as well as their employees’. The program includes online evaluation forms, goal planning and in-person meetings.  Our performance management program is linked to the AlliedBarton|**EDGE**®. By coupling performance management with our comprehensive approach to learning and development, managers can recommend training that will help employees reach their goals.  To increase customer service at any location, it first involves the officers. Our solution involves a wide range process for which has proven to be successful across the country in thousands of locations. Recruiting the right people for the right job is the foundation to excellent customer service. It is enhanced and developed by world class training and managing for success as outlined above. Our solution will lead to increased customer service for DC Ranch Association. |
| **Line Item #8:**  **Description:** Security Company is to provide uniforms for all security guards. Uniforms shall be black pants, belt, black shoes and white shirts. Long sleeve uniforms will be provided to individuals with arm tattoos. All Uniforms are to be approved by DC Ranch Association | **Uniforms** When your residents enter your community, they should know by the uniform that the AlliedBarton officer is the person they can turn to for help or information. Our commitment to proper uniforms and appearance is part of our Security Officer Quality Standards - a core element of our culture that our officers strive for every day.  Your uniformed security professional should harmonize with the requirements of his or her position. A neatly uniformed, well-groomed security officer commands respect and authority and helps to project a professional image for DC Ranch. Your officers will be dressed in industry leading uniforms with a white shirt and black pants as required.  Please see pages 63-66 of our proposal for additional information. |
| **Line Item #9:**  **Description:** The Security Company is expected to be actively hiring and recruiting for open positions whenever necessary. The Ranch Association’s Director of Security must meet and approve all final candidates before they are assigned to a position within the community. DC Ranch Association retains the right to have any contracted employee removed from the community upon request made through the Security Company’s manager or supervisor. Training for all guards will be conducted through joint efforts of the DC Ranch Association and the Security Company. Additional training series may be required throughout the contract during which all guards will be paid at normal hourly rates.  It is the goal of DC Ranch Association to provide quality and consistent staffing with little or no turnover to allow for development of professional relationships with our residents. In an effort to retain personnel, DC Ranch Association will provide incentives and penalties associated with staff retention. The Ranch Association requests your specific recommendations within the bid proposal outlining incentive and penalty clauses to be included in the contact.   Selected companies will be requested to make a presentation to the Security committee on October 21, 2014. | **Recruiting**  You don’t just need any security officers - you need the right security officers. AlliedBarton is sensitive to the need to hire only the best employees and to match them to positions where they have the greatest opportunity to succeed. Our Certified Recruiter in Mesa, Joleen Martin, takes great care to understand your needs and recruit for positions and posts. Joleen has the ability to commit more dedicated resources to this than any other security services company.  **Screening - Identifying the Right Employees**  Because we are so demanding with the caliber of employee we accept, screening is critical. Qualified candidates formally interview with our district recruiter to find exact matches for our clients. Our comprehensive approach to screening includes:   * Application Review & Assessment * Interviews * Education and Employment Verification * I-9 * Criminal Background Checks * Social Security Checks * Pre-Employment Drug Testing * Motor Vehicle Report * Management Testing   **Training for Success** The AlliedBarton|**EDGE**® [Educate, Develop, Grow and Engage] is our proprietary training and development program. It includes our Learning Management System (LMS) which provides AlliedBarton employees with on-demand access, through *e*Learning, to modules that prepare them for future responsibilities and career opportunities. Our experience shows that virtually every measure of security officer quality can ultimately be tied back to the quality of our training program.  AlliedBarton|**EDGE** goes beyond traditional training, all the way to enhanced course offerings, additional compliance functionality and more opportunities for employee growth. AlliedBarton|**EDGE** is comprised of a nationwide network of more than 100 trainers; online, classroom and self-study training; a mentoring program; industry-specific and leadership training; and multiple other learning and development programs. For more information about the AlliedBarton|**EDGE**, go to [www.AlliedBartonEDGE.com](http://www.alliedbartonedge.com/).  AlliedBarton officers undergo extensive and continuous training to prepare them for the unknown and the unexpected. Site-specific and on-the-job training ensures each officer is fully educated per your requirements. The AlliedBarton|**EDGE**® is our comprehensive approach to training and a critical AlliedBarton advantage.   * All your officers will be CPR/AED/First Aid trained. * All your officers will be Master Security Officer I trained. * All your officers will have 24 hours of on-the-job training and 8 hours of refresher training. * Our vast range of courses includes Master Security Officer levels 1 -5, Safety Officer Specialist, Terrorism training, industry-specific School of Residential Security course, and leadership training. * All training is tracked electronically and available online for client review.   Damien Willis, local certified district trainer, is a dynamic trainer and will provide assistance with training and development on a quarterly basis to help your team with site specific issues, concerns, and new trends at DC Ranch Association. This training will focus on specific areas of importance to you ensuring that we are providing relevant training that can make an impact for the community. We will focus on our **School of Residential Security** and **Master Security Officer** certification programs. These will address higher level training needs for customer service while preparing the team to take the next step in their security career. More details about our training programs can be found between pages 36 and 48. *Turn-Over: Profit at Risk* It is the goal of AlliedBarton to have zero turn-over of officers in a community. The overall strategy of, “taking care of the officers,” has helped AlliedBarton lead the industry in low turnover. AlliedBarton is confident that the turnover percentages will decrease as the Dare to be Great culture and our management processes are implemented into the security program at DC Ranch. AlliedBarton offers a “Profit at Risk” opportunity to help monitor and improve turn-over. The program works as follows:  If AlliedBarton attains the metrics below, we will either be awarded an incentive or will forfeit direct profit. This program risk approximately .5% of revenue each quarter. Turnover will be measured quarterly and paid quarterly on next billing cycle. (\*% based on 37 FTE). Please note that all turnover is measured and that this program and measurement of turn-over will not deter AlliedBarton from promoting officers if their development and career path are justified. It will also no deter AlliedBarton from terminating an employee, with just cause, if needed to improve the security at DC Ranch.   |  |  |  | | --- | --- | --- | | Estimated Turn-Over % | **Estimated FTE** | **Incentive/(Penalty)** | | 9% | 1 officer | $1,800 | | 22% | 2 officers | $900 | | 32% | 3 officers | $0 | | 43% | 4+ officers | ($1,800) | |
| **Line Item #10:**  **Description:** Each gatehouse is equipped with audio/video equipment that operates 24 hours a day, every day. Equipment shall be monitored for functionality on a regular basis, as its use is key to monitoring security operations for the DC Ranch Community.  The DC Ranch Association currently utilizes the Applications By Design, Inc. (ABDI) Software System to log guests and to program transponders. The Security Company will be responsible for all tracking of resident information, along with guest and vendor arrivals. Guards will be responsible for programming, installing and troubleshooting resident and contractor transponders. | *Quality Security Program for DC Ranch*  We consider our clients` needs to be a critical part of our security programs. While we are here to facilitate the program, your expectations, questions and concerns are the foundation for our operations at your site. Our quality assurance initiatives demonstrate our commitment to providing well-trained security officers, hands-on managers, and “getting it right the first time.” AlliedBarton managers are professionals who understand the industry and can competently address any issues that arise or needs that change.  **On-site supervision, measuring results and reviewing results will ensure that all requirements in Line Item #10 will be met.** Twenty-four (24) hours of on-the-job training and 8 hours of refresher training will ensure each gatehouse will be worked professionally. This training is included in the officer bill rate.  **On-Site Supervision**- Supervision is another important element for maintaining staff consistency. Our local managers play a vital role in screening officers who may be assigned to your site. A professional, experienced manager has an ideal perspective into the skill level and personality required for a security officer to be successful and motivated. Leadership training for managers reinforces the mechanics of workforce management and focuses on the softer skills necessary to keep employees engaged.  **Measuring Results**  We offer the best security programs available. But there is room for improvement in every organization. In order to provide you with the best possible service, we regularly review and measure our performance. Some of our measurements and evaluations include:   * Weekly service hours - OT, billed OT, billed hours * Employee retention and tenure * Recognition and rewards * Training * Incidents * Performance evaluations * Trends * Customer satisfaction survey results * Best practices * Goals and improvement processes   **Quality Business Reviews**  Regularly scheduled assessments are reported and reviewed in meetings between your security management team and AlliedBarton’s local management. These reviews are designed to:   * Review accomplishments * Create benchmarking for future reviews * Establish measurable goals |
| **Line Item #11:**  **Description:** Payment for services shall be based on actual hours worked. A detailed account of each employees real time worked shall accompany each monthly bill. Total weekly billable hours shall not exceed 1464 hours per week without prior written authorization by the Ranch Association. Weekly staff assigned to site shall be at least 37 employees. Additional hours may be required for special events and traffic control for maintenance related events, and must be preapproved by the DC Ranch Association. Additional hours will be billable at the same contracted rate. DC Ranch Association will not be responsible for overtime rates due to staffing shortages or holidays | AlliedBarton will comply with all request in Line Item #11. To assists in managing invoices, schedules and tracking of employees, we offer access*AlliedBartonSM*  at no cost to DC Ranch Associaition.  access*AlliedBartonSM*  accessAlliedBartonSM, AlliedBarton’s secure client website, creates seamless collaboration and information sharing to help increase productivity for you and enhance compliance. This convenient system is available to AlliedBarton clients at no charge and offers many benefits. It is the total security solution for:    **Instant Account Access:** All of the information you need is at your fingertips! There is no waiting for information with *access*AlliedBarton. Reviewing your account information is simple and can be done through a mobile application on your smartphone or on a computer. The process is as easy as online shopping or online banking information. Hundreds of AlliedBarton clients at more than 2,000 service locations utilize *access*AlliedBarton.    **Invoicing Made Easy:** With *access*AlliedBarton, you always know your payment status and can view past invoices for the last 18 months.  **Ordering Made Easy:** Using the online ordering feature, you can request temporary or additional security coverage at any time of day.  **Personnel Scheduling Made Easy:** *access*AlliedBarton allows you to view regular posts, extra and scheduled coverage, and export and print schedules.  **Quality Assurance:** Using the Quality Assurance module, you can monitor security inspections and other quality assurance items.  **Compliance:** Training records can be tracked in real-time through *access*AlliedBarton to ensure that security officers are trained appropriately for your location and in compliance with your needs.    *access*AlliedBarton is also a great communication tool for our employees. When they have the information they need, they can be 100% focused on your security. Security officers and managers can log into the secure, online site to:   * Review schedules * Update personal contact information * Read job/site specific information * Access pay stubs * View pay stubs and schedules on smartphones with eHub app   The availability of on-demand access to business information and reporting such as scheduling information, confirmation of changes or requests, training records, inspections, invoices and payment history that match your preferences means that you can spend more time focusing on your core business. |
| **Line Item #12:**  **Description:** The Security Company shall provide two (2) hybrid vehicles for patrol, one (1) hybrid vehicle for the Security Manager, and one (1) golf cart to be used on property. DC Ranch Association shall approve all vehicles before they are operated within DC Ranch. The Security Company shall hold title on the vehicles and be responsible for all insurance costs. DC Ranch Association will be responsible for the daily operating costs associated with fuel and maintenance, which will not be billed by the Security Company | **Equipment Cost Direct Billing**  AlliedBarton will provide the following equipment at commencement of service:   * Two (2) Toyota Prius Patrol vehicles for 24 hours/7 day a week patrol of community * One (1) Toyota Prius Patrol vehicle for use by Security Manager * Golf Cart for additional patrol   Cost below includes lease, title and insurance. Each vehicle will be customized very similar to current patrol vehicles with DC Ranch Association approval. B B   |  |  | | --- | --- | | Equipment | **Monthly Rate** | | Toyota Prius (3) | $813 | | Security Golf Cart | $264 |   **C:\Users\bhampt\Box Sync\Proposal Info\2014\DC Ranch\Pictures\New Pics\car pic.jpg**C:\Users\bhampt\Box Sync\Pictures\photo 1.JPG  Figure 2: Current patrol vehicle  Figure 1: Example of logo and lights |