

“DIRECT TENDER vs CONSULTANT”

The Most EFFICIENT and COST-EFFECTIVE Method of
Acquiring Security Systems and Services !

With compliments of



www.MinieriAssociates.com

Presented by

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“ANSWER THESE (CCTV)”

WHICH OF THESE DO YOU NEED?

- SQCIF
- 4SIF
- H.261
- AES
- CCD
- QCIF
- 4CIF
- H.263
- AGC
- LUX
- SCIF
- 16CIF
- H.264
- ATW
- TVL
- CIF
- DCIF
- FPS
- AWB
- DSS
- CCD
- WDR



“ANSWER THESE (CCTV)”

- Should you obtain a “proprietary” or “open market” brand?
- What qualifies an “acceptable” installation company?
- Do you need “video analytics”? Why? Which one(s)?
- Will the CCTV system slow down your company IP network?
- How much disk space is needed to store x days of video?



“DETAILS ARE IMPORTANT !

HOW WILL YOU KNOW what to ask for in your RFP / RFQ Tender ?

HOW WILL YOU KNOW which proposal is *BEST FOR YOU* when there are differences (compare APPLES to ORANGES)?

HOW WILL YOU KNOW when the BEST VALUE is NOT the “lowest priced” bid?



“CONFLICT OF INTERESTS”

There is **NO AVOIDING** the INHERENT Conflict between the BUYER'S BEST INTERESTS and the SELLER'S BEST INTERESTS when tendering for the **direct acquisition** of security products and services !

- Venders want to sell **MORE** of *THEIR* Products & Services !
- Venders want to sell **THEIR MOST PROFITABLE** Products & Services !
- Venders want to sell **ONLY THEIR** Products & Services !

What if these are NOT THE BEST CHOICE FOR YOU ?



“Real World EXPECTATIONS”

What do you NEED TO ACCOMPLISH with each camera and your overall CCTV system ?

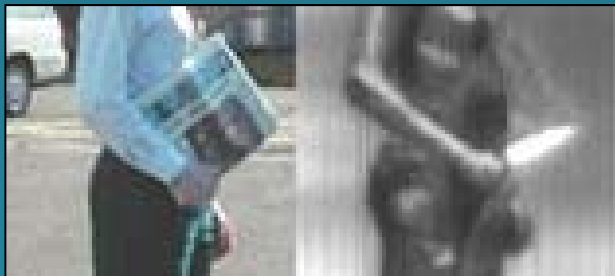
Can **ANY** CCTV system accomplish THAT?

What DESIGN & SPECIFICATIONS are **absolutely ESSENTIAL** to reach that OBJECTIVE?



“Not ONLY for CCTV”

The QUESTIONS and CONCEPTS presented **ALSO** apply equally to ALL other elements of SECURITY such as **ACCESS CONTROL** systems and **GUARD SERVICES !**



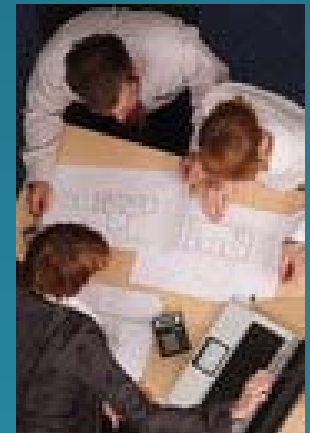
“The MA Advantage”

- **INDEPENDENT** – No ties to vendors of products or services !
- **PROFESSIONAL** – Our Clients’ INTERESTS are our INTERESTS !
- **EXPERTS** – We KNOW the available products, services, features and benefits !
- **EXPERIENCE** – Our staff has backgrounds in GUARD and SYSTEMS industry !



“WHAT MA CAN DO FOR YOU”

- Work with you to first determine **EXACTLY** WHAT YOU NEED !
- Prepare **complete DRAWINGS & SPECIFICATIONS** !
- Assemble a **complete RFP / RFQ TENDER** package !
- Identify potential vendors meeting **predetermined QUALIFICATIONS** !
- Distribute the **SOLICITATIONS**, conduct pre-bid meeting and walk-through !
- Answer pre-bid **questions** !
- Collect, Review, Analyze, Evaluate and **Compare Submittals** !
- Prepare a report and **make RECOMMENDATIONS** for the client !



“MA: Beyond the Contract”

DURING CONSTRUCTION / INSTALLATION, CONDUCT PERIODIC SITE INSPECTIONS;

- Assurance of timely work progress **on schedule**
- Assurance of **Quality** of Workmanship and Materials
- Assurance of **COMPLIANCE** with contract specifications
- **Respond** to RFIs (Requests for Information)
- **Coordinate** interconnection / interfacing with other systems and trades.



UPON COMPLETION OF CONSTRUCTION / INSTALLATION;

- Conduct **final inspection** of all works
- Witness **100% performance test** of all works.
- Conduct system **commissioning**
- Recommend **Client Acceptance**



“Why MA is Cost-Effective”

- No wasted investment on products or services you DON'T NEED !
- No OMISSIONS of products or services you DO NEED !
- Vendors are more “competitive” since a consultant *might* mean future business.
- Vendors KNOW they are in a highly competitive tender.
- Less “padding” of bid since MA reduces the “unknown” contingencies.

MA's cost MAY be partially or completely offset through total savings resulting from our engagement compared to a “direct tender” from the client!



“MA Proposal & Quotation”

Upon request, we will prepare and submit a formal written proposal and quotation at NO COST and with NO OBLIGATION to you !



“THANK YOU ”



Learn more about MA and ALL OF OUR MANY SERVICES

www.MinieriAssociates.com

