**Responding Company Name:**

***TECHNOLOGY - please provide as much detail as possible***

Does your company provide any of the following? If so, please state the approximate % of total revenue provided by each service and ***whether the service is provided in house or contracted out***. Also, please feel free to elaborate as much as possible on how your company’s offering may differ from the general application of this technology:

* Advanced Surveillance Systems – Camera technology with AI powered analytics. [% of Total Revenue %]

Describe Below:

* Robotic Autonomous Devices – mobile and/or stationary [% of Total Revenue \_\_\_\_%]

Describe Below:

* Intrusion Detection – Sensors and alarms to detect unauthorized access and potential

security breaches. [% of Total Revenue \_\_\_\_%]

Describe Below:

* Access Control – security cameras, access permission devices, and all other control systems

[% of Total Revenue \_\_\_\_%]

Describe Below:

* Remote video monitoring – if you provide this service, please note, in addition to whether It’s provided in house or contracted out, whether your company: provides the response, calls Law enforcement, or notifies a security officer posted to the site. Please be as detailed as possible for this question since most companies provide this service, but in different formats and offer different services within this technology. [% of Total Revenue \_\_\_\_%]

Describe Below:

* Security Towers – the cameras at the top of a tower normally found in parking lots for large

retail chains. If you provide this service is the signal live streamed or provided on a security

tape? If it’s live streamed, does your company respond to the incident or is it passed off to law enforcement? [% of Total Revenue %]

Describe Below:

* Artificial Intelligence – the large companies state an AI offering that can predict incidents before it happens. Do you provide any AI platform that offers this service? [% of Total Revenue %]

Describe Below:

* Web + GPS based patrol route management with a customer portal that receives real time data.

[% of Total Revenue %]

Describe Below:

* Visitor management systems - eliminates the need to manually screen and record each visitor.

[% of Total Revenue %]

Describe Below

* Your technology ***not*** mentioned above – please be as detailed as possible.

[ % of Total Revenue % ]

Describe Below:

***Financial – Please provide as much detail as possible***

1. How much of your company’s ***revenue*** is made up of the following (should equal 100%):

***Security Services Provided:***

• Stationary post guarding \_\_\_\_\_\_\_%

• Roving patrol                     \_\_\_\_\_\_\_%

• Video monitoring               \_\_\_\_\_\_\_%

• Other technology \_\_\_\_\_\_\_%

* K-9 \_\_\_\_\_\_\_%
* \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_%
* \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_%

***Other Services:***

* Janitorial \_\_\_\_\_\_\_%
* Temporary staffing \_\_\_\_\_\_\_%
* Landscaping \_\_\_\_\_\_\_%

\_\_\_\_\_\_\_\_\_\_\_\_\_\_    \_\_\_\_\_\_\_%

\_\_\_\_\_\_\_\_\_\_\_\_\_\_    \_\_\_\_\_\_\_%

100 %

2. Vertical markets serviced (should equal 100%):

* Off Duty Police \_\_\_\_\_\_\_%
* Federal Government \_\_\_\_\_\_\_%
* Aviation Security \_\_\_\_\_\_\_%
* Executive Protection \_\_\_\_\_\_\_%
* Remainder \_\_\_\_\_\_\_%

100 %

3. What % of your security officers are armed \_\_\_\_\_\_\_%

4. What is your company’s present run rate? [Optional] If you elect not to reveal your run rate, please indicate your company’s revenue according to the following: A. Less than $10 Million, B. $11 - $50 Million, C. $51 - $100 Million, D. $101 - $500 Million, E. Over $500 Million $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. How much has the ***revenue*** in #4 increased or decreased over the revenue for the past year?

    Increased   \_\_\_\_\_\_\_\_\_\_\_%

    Decreased  \_\_\_\_\_\_\_\_\_\_\_%

1. If #5 is showing growing **revenues**, where is the growth coming from (should equal 100%):

    Competitors            \_\_\_\_\_\_\_%

    Price increases to existing customers                              \_\_\_\_\_\_\_%

Existing customers increasing their security needs       \_\_\_\_\_\_\_%          
Customers requiring first time security                           \_\_\_\_\_\_\_%  
In-house converting to contract security                        \_\_\_\_\_\_\_%  
Expanding the menu of services (i.e., offering janitorial)   \_\_\_\_\_\_\_%

     Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  ­­­                          \_\_\_\_\_\_\_%

100 %

7. How successful was your company in getting billing rate increases to offset, or partially offset, labor cost increases?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

8. Is your company having to turn down new business because of the shortage of labor \_\_\_\_ \_\_\_?

(yes or no)

9. What is your company’s gross profit % . This is the profit at the “site level” to include all cost at the

site (direct labor, payroll taxes, workers comp and liability insurance, uniforms, site equipment, etc.) most companies show somewhere between 15 – 22% gross profit. \_\_\_\_\_\_ %

10. Is the gross profit % in number 9 improving or getting worse?

11. What is your non-billable overtime – non-billable OT hours as a % of total hours? . \_\_\_\_\_\_ %

12. Has your state unemployment tax increased (yes or no) \_\_\_\_\_\_\_ if “yes”, by how much? \_\_\_\_\_\_\_ %

13. What other cost items do you expect will increase in the coming months? Describe Below:

14. Is your company having any open posts brought about by the shortage of labor? \_\_\_\_\_\_\_\_\_\_ If the answer is “no” – how have you managed to fill all the post assignments in this challenging labor environment? Describe Below:

15. ADT Commercial – Now Everon – and Johnson Controls recently announced autonomous guarding solutions in response to high turnover rates and ongoing labor shortages in the guarding market . . . and the ability to provide just as good, or better security, at cheaper rates. Has your company lost any business to these providers or the ones offering these services? If so, approximately how much (expressed as a % of the total revenue) \_\_\_\_\_%. Do you expect these types of alternative providers to be a threat to your business in the future?

16. Anything else you can provide that will help us understand what’s going on in the market now and your expectations for the future? Describe Below:

***I repeat and rest assured – we are not going to mention your company in any way and feel free to skip questions you don’t feel comfortable answering.***

Also, feel free to answer by e-mail or give me a short call at your convenience – office 336.272.2345 or mobile 336.339.4849.

We appreciate any help you could give us in making the 16th edition white paper a source of valuable information for those in the industry and those looking to make investments in the industry. Please return your questionnaire to me at bperry@roberthperry.com.

Best Regards,

