

## SUPPORT PROVIDED TO SMALL AND MEDIUM-SIZED CONTRACT SECURITY COMPANIES

Competing in the highly competitive market of Contract Security Services today has grown difficult to many of the small to medium sized companies due to consolidation from the mega-large companies and the abundance of new and upstart companies looking to grow at any cost.

Intelligence Security International is uniquely positioned to provide support to your company by leveraging our combined 100 years of experience working for some of nation's largest security providers.

ISI will provide your company with the tools that will allow your organization to not only compete, but consistently grow profitable new business.



*Small to medium companies can compete in this market with the right guidance and support.*

### ISI Services Provided:

- Development of a Growth Plan for Short-Term and Long-Term Success
- Strategic Review and Implementation of the Five Pillars of Business Development:
  - Operations Performance
  - Marketing Initiatives
  - Target Advertising
  - Public Relations Management
  - Sales Activities and Performance
- Sales Team Training
  - SALES PROCESS:
    - ✓ Database Management
    - ✓ Prospect Contact
    - ✓ Cold Calling, Prospect Meetings/Presentations
    - ✓ RFP Response/Proposal Development
- Development of Auto-Pricing Model for Estimating New Business Profitability
- Conducting Account Financial Reviews and Analysis
- Request for Proposal Support-Proposal Development for Commercial and Government Accounts
- Operations Review
  - Staffing
  - Supervision
  - Management
  - Scheduling
  - Payroll
  - Audits and Inspections
  - Business Reviews

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