



CAPABILITY STATEMENT

SECURITY ASSURANCE MANAGEMENT, INC.

SAM, Inc. is a Certified Business Enterprise (CBE) with more than 30 years' experience providing security services to public, private, commercial, residential and government facilities.

SAM has a experienced workforce of more than 1,200 security personnel locally and 10,000 globally. Our teams are made up of men and women with domestic and international experience and backgrounds in the US military, and federal and local law enforcement.

SERVICES

SAM's security services are arranged domestically and globally, and range from executive VIP protection to district-wide school campuses. All services are fully customizable.

- Armed and unarmed special police officers
- Commercial building security
- Concierge services
- Dignitary, executive, and VIP protection
- Employment and background checks
- Foreign embassy security
- Government security
- Magnetometer security services
- Patrolling services and supervision
- Security training
- School and campus security
- Special event security
- VIP family protection
- VIP transportation

LICENSES & CERTIFICATIONS

- DCRA License: DC Metropolitan Police Department
- Security Officer Management Branch (SOMB)
 - License No. SAB444
- DC Department of Consumer & Regulatory Affairs
 - Certified as in Good Standing by the
- Virginia Private Security Business License

DIFFERENTIATING FACTORS

SAM's decades-long success in the security business has led to an unparalleled reputation that starts and ends with our forward-thinking approach and our commitment to hiring and retaining highly skilled security professionals.

LONG-TERM PLANNING

SAM approaches security planning and staffing from a future-forward perspective. We hire staff based upon a long-term plan instead of just optimizing staffing during the start-up phase of a new contract.

- Full coverage by skilled, trained personnel
- Large ratio of pool/back up officers
- Vacation/leave/absence contingencies

COMPREHENSIVE, CUSTOMIZED TRAINING

SAM has developed its own proprietary, industry-leading training program that emphasizes interactive, real-world scenarios and hands-on training. This 40-hour, certified-instructor-led training is unique to the security industry.

- Participatory training
- Real-life scenarios
- Certified instructors
- Train review
- Led by Thomas J. Perroni

STAFF RECRUITMENT

The cornerstone of successful security operations is a well-prepared and trusted group of officers. We continuously recruit candidates who plan to make a career out of security services.

- Extensive marketing to attract security professionals
- Strict screening criteria
- Rigorous vetting
- Equal Employment Opportunities
- Bilingual initiative

CLIENTS

In our 30-year history, we have provided security services to for hundreds of clients. We've been working many of our current clients with for more than two decades. Some of our clients are listed below.

Zuckerman & Gravelly Management Company

November 1997 - ongoing

Arnold & Porter Law Firm

August 2002 - ongoing

Royal Embassy of Saudi Arabia

2002 - ongoing

DC Metropolitan Police Department (on behalf of DC Public Schools)

- ongoing

Events DC/Walter E. Washington Convention Center

June 2018 - ongoing

DC Department of General Services, Protective Services Division

April 2018 - ongoing

Foreign Minister of the Royal Embassy of Saudi Arabia

May 2021 - ongoing

SAM LEADERSHIP

Russell A. Stephens, President/CEO

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SAM Executive Team

- Russell A. Stephens, President & CEO
- Carlos Martinez, Director of Operations
- Willie C. Cromartie, Jr., Director of Government Relations
- Jannease J. Johnson, Human Resource Manager
- Phyllis Love, Human Resource Outreach Coordinator
- Lamont Hale & Latrice Jenkins, Quality Control Chiefs
- Capital City Protective Solutions, CBE Subcontractor
- Thomas J. Perroni, Commonwealth Criminal Justice Academy, LLC, Training Coordinator



“ IN OUR ENTIRE HISTORY, SAM HAS NEVER LOST A CLIENT DUE TO CLIENT DISSATISFACTION ”

OUR MISSION & CORE VALUES

Our mission is to become and maintain a business status as a profitable national and international provider of security services with a foundation grounded in following core values and principles:

- Respect the rights of our clients and keep open lines of communication
- Minimize or eliminate customer complaints and dissatisfaction
- Focus on long-term strategies that produce long-term benefits
- Demand and deliver the highest degree of quality service
- Adhere to a standard of ethics consistent with security profession guidelines
- Respect the property and privacy of our clients
- Recognize and address the needs of our employees
- Adhere to principles of social corporate responsibility by respecting the local community and environment
- Adopt and apply business practices that recognize the importance of Occupational Health and Safety Administration (OSHA) procedures and safeguards