



Protect Your Business



Federal Protection Services and Worksite Compliance

Doing business with the federal government can be a lucrative opportunity but also an extremely challenging process. As the former head of Immigration and Customs Enforcement (ICE) and the former director of the Department of Homeland Security's Federal Protective Service (FPS) we are well aware of the predicament that private contractors often find when competing and complying with a federal contract. Accordingly, ICS and Shingler Associates have teamed together to provide prospective guard contractors a wealth of experience to tap when competing for and securing coveted federal contracts in a crowded field.

We believe that opportunities for private guard services will continue to grow as security needs continue to expand. As a result, already we're seeing significant growth in the number of 8(a) businesses looking to get into the market. At the same time competition is increasing, so too are standards and compliance oversight from the federal government and congressional monitors. Small guard contracting services must therefore stand out amongst competitors, to include having the necessary business model and practices in place to mitigate oversight concerns.

Because of this growing oversight and the need for greater assurances from contractors, best pricing is becoming a less important factor that wins contracts. Agencies like ICE and the U.S. Marshals Service are increasingly awarding contracts to companies that can demonstrate the greatest commitment to quality of services and sound business practices.

Process Guidance for Federal Protection Services

ICS Consulting, LLC and Shingler Associates will:

- Review current health of organization, strategic goals and business model
- Audit bid proposal process, and provide strategic counsel on new bid proposals
- Develop quality assurance protocols for guard services and appropriate training program
- Support local law-enforcement outreach initiative for enhanced cooperation
- Assists with development of occupant emergency plans
- Assess business continuity plan for financial shortfalls or security emergencies

Being a federal contractor is a rewarding opportunity. We believe that we can provide the necessary experience and skills to help your business become viewed as a “company of choice” in the federal contracting arena. Please feel free to call us at 1-888-885-6650 to discuss how we can partner with you to build success.

About ICS

ICS Consulting, LLC (ICS) is a full-service consulting and auditing firm headed by experienced professionals. Our firm is uniquely positioned to help clients build and protect business by offering informed and innovative solutions to problems relating to immigration compliance in the workplace. We have extensive senior-level Capitol Hill, Executive Branch and law enforcement experience, as well as an unparalleled network of contacts. Our company can assess vulnerabilities, identify problem areas, create internal protocols and develop customized solutions for businesses seeking to be in full compliance with immigration laws. We understand the bottom line for businesses and also understand the government mindset.



www.iandcsolutions.com

1-888-885-6650