

Meet Mateo(s)



This Mateo lives in a world where security contracts are often awarded on price-only criteria. In other words, “Earth”



This Mateo lives in an **alternate universe where quality criteria take precedence in tenders for security services**

Gets a second job to make ends meet

Contract-awarding based on low bids devalues security work and catalyzes a race to bottom, low pay, and non-compliance with wage laws, even in regulated markets.

Saving to provide a better future for his kids

With a focus on quality, firms invest more in their people, allowing front-line workers to earn a wage commensurate with the importance of security work.

Suffers a serious work-related injury

Contracts awarded on price alone disregard critical issues like training and safety, causing harm to individuals and creating costs that societies must bear.

Provides lifesaving aid to a customer in crisis

Because training programs are examined in contract awards, line workers receive robust training that help protect both them and the public from harm.

Misses work several times per month

A “low-bid” world contributes to stress, absenteeism, and degrades work performance, putting public safety at risk and creating costs for client organizations.

Benefits his client with a process improvement

A quality-focus helps boosts officer engagement and motivation, which increases productivity, boosts performance, and lowers cost for end-users in the long run.

Quits security work for a job as a debt collector

De-valuing security work contributes to turnover, experience drain, unnecessary training expenses, and disruptions in team dynamics that create security risk.

Prevents a significant public safety incident

Fair wages improve retention, which save businesses money on recruitment and training, and increases safety by ensuring a stable and experienced security workforce.

Awarding Security Contracts on Price-Only Does Us All a Disservice

- Undermines industry professionalism
- Puts public safety at risk
- Ignores regulatory standards
- Penalizes compliant companies
- Creates a “race to the bottom” and an unlevel playing field



Let's Give Mateo the World He Deserves. We All Benefit.

- Closes pay gaps, supports gender and racial equity
- Draws skilled workers and improves the quality of the global security workforce
- Improve retention and public safety
- Contributes to a more stable and inclusive society

Professional security starts with responsible procurement