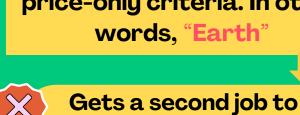


This Mateo lives in a world where security contracts are often awarded on price-only criteria. In other words, "Earth"



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.

make ends meet

# 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.

#### 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.

### Quits security work for a job as a debt collector

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

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

#### 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.

#### 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.

### 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.

# 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



