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WV PURCHASING
DIVISION



Security Services Proposal
for:

**The West Virginia Division of
Highways, Materials Control,
Soil and Testing**

Request For Quotation:

CRFQ 0803 DOT2500000026

Security Guard Services

Prepared By:

Barb Alekna & Greg Pencosky
Owners – Signal of West Virginia

Phone: (304) 703-2228

Email: westvirginia@teamsignal.com

TeamSignal.com



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Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
Public Safety

Proc Folder: 1540451			Reason for Modification: Addendum No_1 Vendor Questions and Responses
Doc Description: Open-End contract for Security Guard Services for MCS&T			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2024-11-01	2024-11-13 13:30	CRFQ 0803 DOT2500000026	2

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
JS

VENDOR

Vendor Customer Code: VS0000046576

Vendor Name : Signal of West Virginia

Address : 2600

Street : Middletown Commons 1st Floor

City : White Hall

State : West Virginia Country : United States Zip : 26554

Principal Contact : Gregory Pencosky, Owner

Vendor Contact Phone: 724-747-8601 Extension: N/A

FOR INFORMATION CONTACT THE BUYER
John W Estep
304-558-2566
ohn.w.estep@wv.gov

ADDITIONAL INFORMATION

ADDENDUM NO_1

Addendum No_1 issued to publish and distribute the attached information to the Vendor Community.

REQUEST FOR QUOTATION:

PURPOSE AND SCOPE: The West Virginia Purchasing Division is soliciting bids, on behalf of the West Virginia Division of Highways, Materials Control, Soil and Testing. To establish an open-end master agreement contract to obtain the services of an experienced and qualified security services contractor to recruit, train, and maintain a staff of security guards to provide security service of unarmed guards for the WVDOH Materials Control, Soil and Testing Division located at 190 Dry Branch Drive, Charleston, WV 25306.

INVOICE TO			SHIP TO		
DIVISION OF HIGHWAYS MATERIALS, CONTROL, SOILS, & TESTING 190 DRY BRANCH DR CHARLESTON WV US			DIVISION OF HIGHWAYS MATERIALS, CONTROL, SOILS, & TESTING 190 DRY BRANCH DR CHARLESTON WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Security Guard II	11664.00000	HOUR	\$18.88	\$220,216.32

Comm Code	Manufacturer	Specification	Model #
92121504			

Extended Description:
Security Guard Services for MCS&T
7725011

INVOICE TO			SHIP TO		
DIVISION OF HIGHWAYS MATERIALS, CONTROL, SOILS, & TESTING 190 DRY BRANCH DR CHARLESTON WV US			DIVISION OF HIGHWAYS MATERIALS, CONTROL, SOILS, & TESTING 190 DRY BRANCH DR CHARLESTON WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Security Guard III / Shift Supervisor	2496.00000	HOUR	\$20.88	\$52,116.48

Comm Code	Manufacturer	Specification	Model #
92121504			

Extended Description:
Security Guard Services for MCS&T
7725011

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) Gregory M. Pencosky, Owner

(Address) 2600 Middletown Commons 1st Floor, White Hall, WV 16554

(Phone Number) / (Fax Number) (724) 747-8601

(email address) gpencosky@teamsignal.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Belief in Justice LLC DBA Signal of West Virginia

(Company) Gregory M. Pencosky

(Signature of Authorized Representative)
Gregory M. Pencosky, Owner

(Printed Name and Title of Authorized Representative) (Date)
(724) 747-8601

(Phone Number) (Fax Number)
gpencosky@teamsignal.com

(Email Address)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFO DOT2500000026

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Signal of West Virginia
Company

Doremy M. Pinn - owner
Authorized Signature

11/13/2024

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
08/07/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Aon Risk Services Central, Inc. Omaha NE Office 17807 Burke Street Suite 401 Omaha NE 68118 USA	CONTACT NAME: PHONE (A/C. No. Ext): (402) 697-1400 FAX (A/C. No.): (402) 697-0017 E-MAIL ADDRESS:														
INSURED Belief in Justice Allies, LLC dba Signal of West Virginia 2600 Middletown Commons 1st Floor White Hall WV 26554 USA	<table><tr><th>INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr><tr><td>INSURER A: Starr Indemnity & Liability Company</td><td>38318</td></tr><tr><td>INSURER B: Lexington Insurance Company</td><td>19437</td></tr><tr><td>INSURER C: Indian Harbor Insurance Company</td><td>36940</td></tr><tr><td>INSURER D: Commercial Alliance Insurance Company</td><td>10906</td></tr><tr><td>INSURER E:</td><td></td></tr><tr><td>INSURER F:</td><td></td></tr></table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: Starr Indemnity & Liability Company	38318	INSURER B: Lexington Insurance Company	19437	INSURER C: Indian Harbor Insurance Company	36940	INSURER D: Commercial Alliance Insurance Company	10906	INSURER E:		INSURER F:	
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INSURER F:															

COVERAGES**CERTIFICATE NUMBER:** 570107558861**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

Limits shown are as requested

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			023627715 SIR applies per policy terms & conditions	04/29/2024	03/01/2025	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$300,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$5,000,000 PRODUCTS - COMP/OP AGG \$3,000,000 Per Location Aggregate \$3,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			100 0692497241	03/01/2024	03/01/2025	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
C	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION			SXS005653804 \$3mm Excess - Primary	04/29/2024	03/01/2025	EACH OCCURRENCE AGGREGATE \$3,000,000
A	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y <input checked="" type="checkbox"/> N	N/A	1001242661	03/01/2024	03/01/2025	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE-EA EMPLOYEE \$1,000,000 E.L. DISEASE-POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Evidence of Insurance.

CERTIFICATE HOLDER**CANCELLATION**

Belief in Justice Allies, LLC dba Signal of West Virginia 2600 Middletown Commons 1st Floor White Hall WV 26554 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Central, Inc.</i>
---	---

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ACORD 25 (2016/03)

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Holder Identifier : 455 EOC

Certificate No : 570107558861



Page _ of _

AGENCY Aon Risk Services Central, Inc.		NAMED INSURED Belief in Justice Allies, LLC
POLICY NUMBER See Certificate Number: 570107558861		
CARRIER See Certificate Number: 570107558861	NAIC CODE	EFFECTIVE DATE:

**THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: ACORD 25 FORM TITLE: Certificate of Liability Insurance**

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER	
INSURER	
INSURER	
INSURER	

If a policy below does not include limit information, refer to the corresponding policy on the ACORD certificate form for policy limits.

[illegible]



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Introduction

11/08/2024

John Estep
2019 Washington Street, East
Charleston, WV 25305

Mr. Estep and other Purchasing Division Staff,

Thank you for the opportunity to provide you with this proposal for security services for the West Virginia Division of Highways, Materials Control, Soil and Testing.

The vision of Signal, since its founding in 2003, is to provide a full suite of world-class and industry-leading security services for our customers.

We believe we solve the increasing complexity of security needs today through the simplicity, professionalism, value and quality of what we promise, deliver and measure every day. Our motto, "*We're Here*," speaks to our recognition of the trust, responsibility and accountability placed in us by our clients. We know that our reputation is built and measured not on what we say about ourselves but by the peace of mind we bring to our clients.

By submitting this proposal, Signal will, upon being awarded the contract, commit to providing uniformed security officer services as described in this proposal.

Finally, Signal agrees to the terms and conditions of the contract should it be awarded to us.

Thank you for your time and consideration.

Sincerely,

Greg Pencosky
Owner – Signal of West Virginia
(724) 747-8601
gpencosky@teamsignal.com
www.teamSignal.com

I. About Signal

Our Vision

The vision of Signal: We believe safety is a basic human right and need. Since 2003, this belief has driven us to provide a full suite of world-class and industry-leading security services for residential, commercial, retail, government, and industrial customers.

The promise of Signal: Our promise is to provide customized security services so that people, businesses, and communities can pursue their passions in life openly, freely, and joyfully.

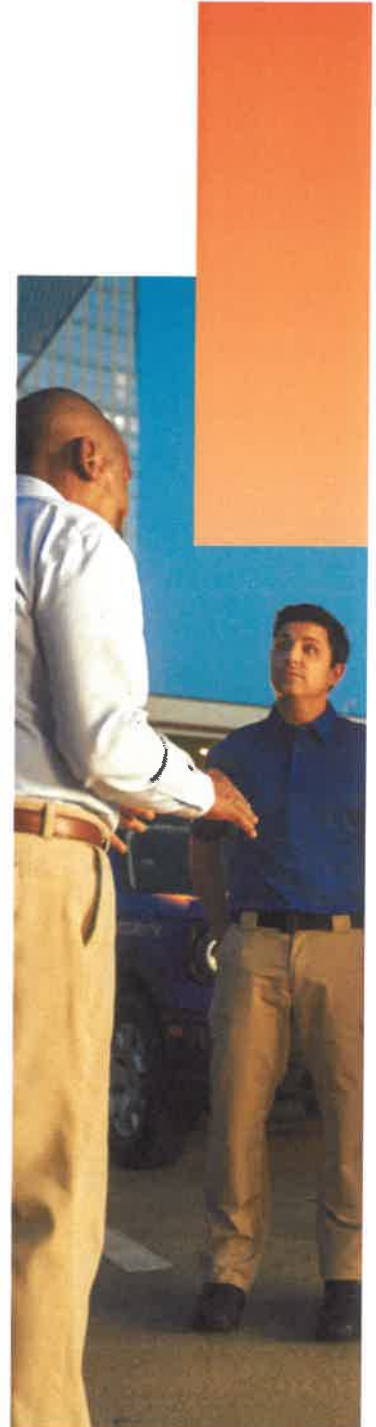
We solve the increasing complexity of security needs today through the value, quality, simplicity, and professionalism of what we promise, deliver, and measure every day. At Signal, our tagline *"We're Here"*, speaks to the consciousness we have developed around the trust, responsibility and accountability placed on us by our clients. We know that our reputation is built and measured not on what we say about ourselves, but by the peace of mind we bring to our clients.

Moreover, the motto *"We're here"* is a reference to the local ownership of each Signal franchise. Operators are invested in the local community and devoted to superior service in the name of Peace of Mind.

This devotion is at the very core of the people who wear our uniform. For every single one of us at Signal, serving is the active ingredient in service. It is both what we do and who we are.

What We Do

Signal disrupted the security industry with mobile patrol security, our core competency. This model, in which a professional officer pilots a high-visibility patrol vehicle between many properties, delivers more coverage at a lower cost than traditional, dedicated security. We offer world-class service in more traditional security roles, like dedicated officers and concierge service, to meet the unique needs of every client.



Our services and brand experience are built around speed-to-action and transparency. We make it easy for our clients — and in turn, their own — to enjoy an environment where peace of mind is a reality; not just a goal, but a true result, where security makes life easier.

No matter the assignment, Signal brings the same spirit of innovation and transparency. In every case, our mobile technology suite, Edge, enhances the client experience with real-time verification of service, with searchable digital reporting.

At Signal, we call it *"The Courage of Conscious Leadership."* Our goal is clear and straightforward. We understand that we acquire, retain, and manage our customers' trust in us because of the character of our people. We have the competence and skill to do what we say we can do, to communicate seamlessly and continually and to be totally aligned at the level of values that matter to you.

Why "We're Here"

We are called to serve and provide security because our brand is built on an ethic of humility; on our being the servants of decency; and on our living the essential humanity of the Golden Rule. These aspects mirror within us the ultimate truth that people will never forget how we made them feel.

At Signal, we are relentless in the singular pursuit of peace of mind through security. We navigate every day and every action by that pursuit. It defines our behavior as pioneers and is the brand footprint we are creating as a company of meaning.



Franchise Responsibility

At Signal, diversity isn't just a buzzword; it's the heart of who we are. Our franchise model is designed to welcome individuals from all walks of life, fostering a rich tapestry of experiences and perspectives. From military veterans to law enforcement professionals and beyond, our diverse network of owners reflects the vibrant communities we serve. At Signal, everyone is valued, respected, and empowered to thrive. Join us in building a future where Peace of Mind knows no boundaries.



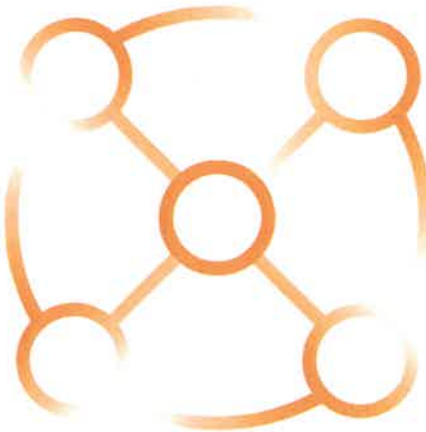
Our Philanthropy

The mission and values of Signal do not end with our partners and clients. We are moved to give back to those in need through partnerships with local non-profits and with causes that mean something to us and to our communities. We strive to instill this generosity in both our teams and our clients because it is the right thing to do.

II. Elevating the Security Industry with our Franchise Model

Local Ownership, National Impact

At Signal, franchising isn't just about business; it's about empowerment. Our franchise model empowers local owners to make a difference in their communities while enjoying the benefits of a national brand.



Home Office Support

Signal stands by our franchise owners every step of the way, offering comprehensive support in key areas so they can focus on their client's Peace of Mind.

- Hiring & Recruiting
- Risk & Compliance
- Marketing
- Operations
- Training & Human Resources
- Finance & Strategic Investment
- Accounting
- And many more

II. Our Officers

Signal takes pride in providing our clients with first-class security officers. Our vetting processes lead the industry with mandatory drug tests, criminal background screenings, and online competency tests.

Standards

- All Signal officers are easily identifiable and highly visible. The standard uniform shirt is a tactical-style polo with 3M reflective lettering in at least five locations on the shirt itself. Officers are outfitted with khaki tactical trousers and black shoes or boots. Signal personnel have the option to wear a Signal ballcap and/or climate-appropriate outerwear.

Accountability

- Signal will outline a specific schedule, including break rotations, that managers and security officers will follow to cover all areas of patrol completely and adequately.
- Signal will have schedules outlined and communicated to all security officers. Management will have secondary options to ensure that all sites and posts are covered by qualified security staff.
- Officers stationed at designated locations will have communication devices that track their movements. This ensures accountability for each security officer, reviewable on any computer.



Duties

- Officers will report all interactions, including criminal activity, to the necessary management personnel, and appropriate law enforcement agencies.
- Signal officers will enforce all standards for access by following the protocol as assigned by management. Additionally, all traffic of note will be documented in our proprietary reporting software that is searchable and archived indefinitely. This provides easy access to any law enforcement or management personnel in the event of criminal misconduct on property.
- Depending on the contract, officers will perform regular patrols, documenting any criminal activity, as well as any maintenance concerns noted on property.
- Signal officers agree to appear in court, as necessary, to be a witness or informant on any criminal matter related to their duties.
- Signal officers will report any incidents (whether emergency or simply unusual in nature), in compliance with the Standard Operating Procedures - outlined by Signal with recommendations by Management.

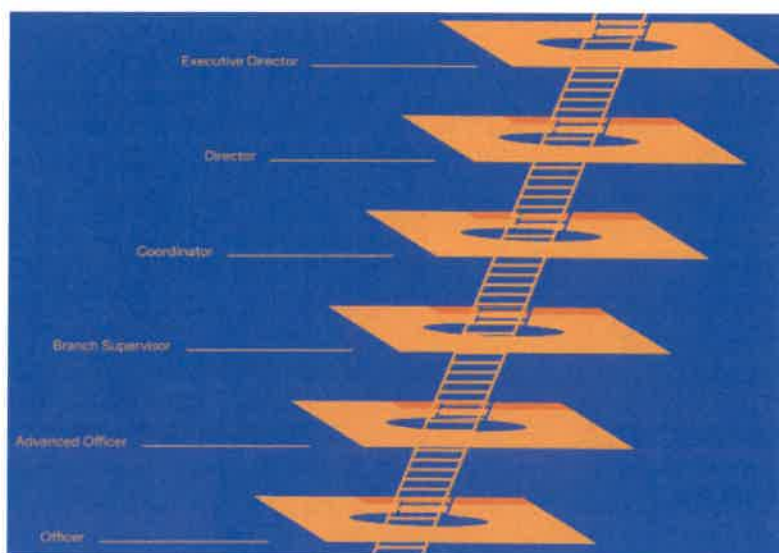


Supervision

- Signal officers are supervised by a management team who remains on duty during all office hours. Managers are responsible for maintaining uniform and work standards. To accomplish this goal, managers will perform periodic and randomized site inspections, documenting their findings for internal and external use.

Career Minded

- We invest in our officers. At Signal, we believe in providing our officers with opportunities to build a long-lasting career. They can climb the career ladder in Signal, and for those with entrepreneurial aspirations, we offer the Officer to Owner program. This program allows officers to take their career to the next level by becoming a Franchise Owner themselves.



III. Our Training

Signal Performance Institute

Signal provides online training and development courses for all officers, supervisors, and staff. Known as Signal Performance Institute, our customized learning platform delivers appropriate training content for each team member's role and responsibility.

- Customizable for site-specific courses
 - Customizable to pull in FEMA or other third-party courses
 - Specific to the branch location and can be made specific to site employees
- Web-based with an additional smartphone application
 - Tracks logins, engagement, and course completions
 - Supported and administered by corporate training department
 - Franchise locations have full ability of reporting and assignment of courses to their employees

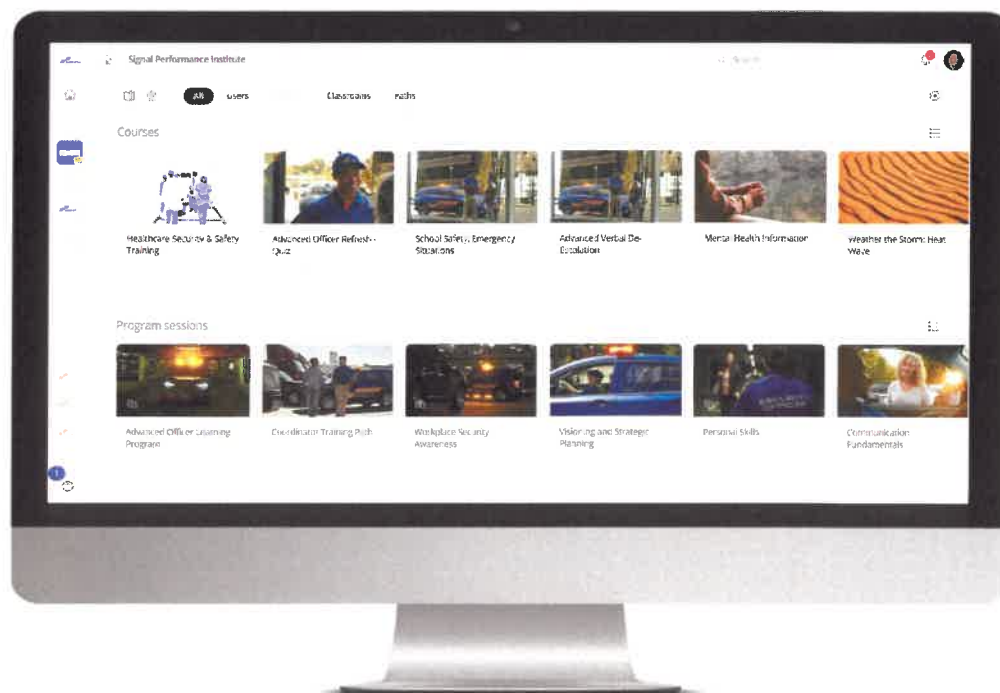


Figure 1: Our curriculum offers interactive, engaging training modules for all Signal staff.

Selected Courses: First 90 Days

The following courses are highlights from our curriculum assigned to officers in their first three months with Signal. Progressive learning plans continue through the officer's employment.



- Signal Core Values and Officer Behaviors
- Report Writing
- Patrol Basics
- Patrol Runsheets
- Scanning Checkpoints and Tokens
- Noise Complaints
- Crowd Control
- Verbal De-escalation I: Overview
- Verbal De-escalation II: Empathy
- Verbal De-escalation III: The Art of Communication
- Vehicle Maintenance
- Interacting with Persons with Special Needs

As each course is completed, the Officer can engage in role play situations to ensure they've learned the techniques and can perform the teachings developed during the courses. Each Officer is provided a certificate of completion with a duplicate copy kept on file for reference. Signal can verify an Officer's progress at any time through our program. These additional qualifications are also updated in the Officer's profile in our Edge Software, enabling us to constantly track, assess and target progress.

Advanced Training

Advanced Officer Courses | 8HR

This course is the first step required to getting an officer card. It consists of 4-hours of required Power-to-Arrest training and 4-hours of required Weapons of Mass Destruction training.

32 HR Basic Security Officer Training

- Crowd Control (4HR)
- Arrest, Search and Seizure (4HR)
- Liability and Legal Aspects (4HR)
- Handling Difficult People (4HR)
- Communication and Its Significance (4HR)
- Public Relations Community & Customer (4HR)
- Reserving the Incident Scene (4HR)
- Observation and Documentation (4HR)

Pre-Assignment Training

- CPR
- AED
- First Aid
- Active Shooter
- Conflict Resolution Training

Emergency Response Training

- General Response Procedures
- Safety and Fire Prevention
- Terrorism, Anti-Terrorism and Weapons of Mass Destruction
- Bomb Threats and Incident
- Civil Disturbances
- Workplace Violence and Active Shooter
- Emergency Communication

**Specific hours/qualifications may vary by state*

IV. Our Technology

Edge

Signal continues to transform the security industry by delivering superior service through technological innovations. "Edge" is Signal's all-in-one security operations platform.

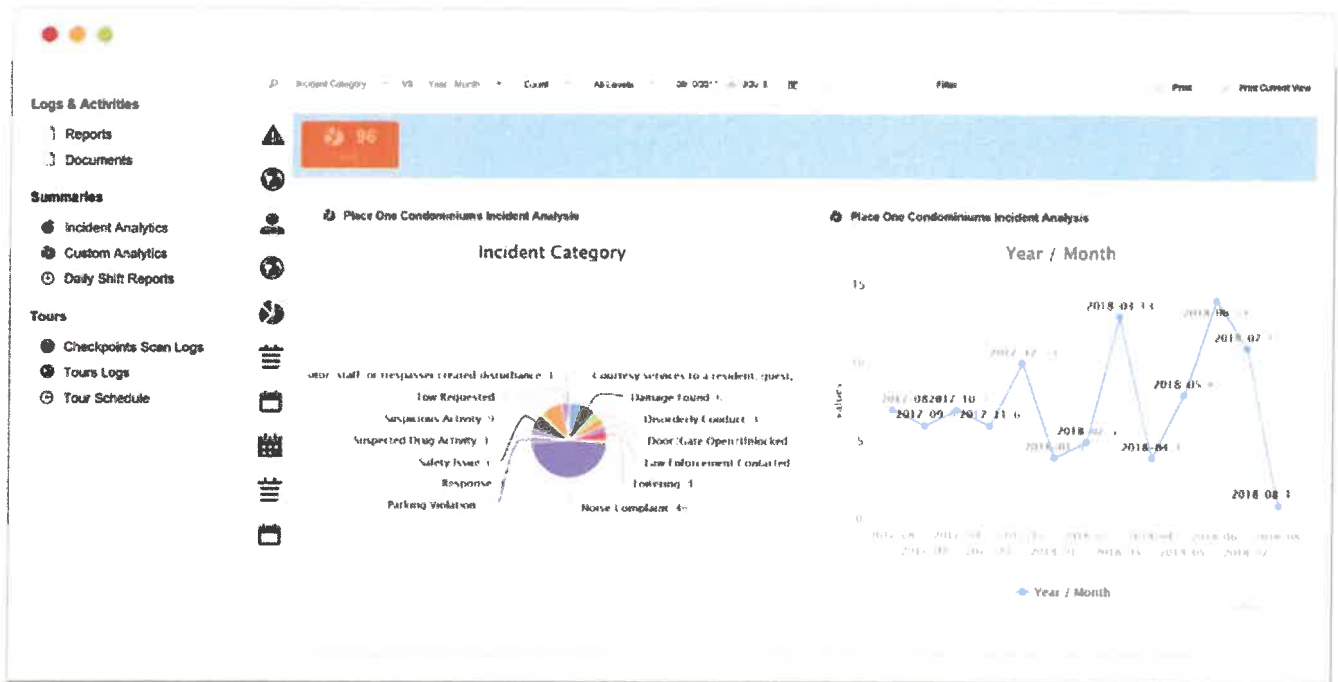
Officers locate patrol routes and post orders using a smartphone, tablet, or laptop. They file reports, which are reviewed by a manager and accessed by clients on-demand — all within a single, integrated tool.



- Supports barcodes, QR codes, NFC, GPS checkpoints – Android, iOS, smartphone, tablet compatible
- Site dedicated emergency contacts, post, and escalation order
- Ensure officer tour compliance with protocols and client requests

- Compliance with mandatory Lone Worker Safety checks.
- Capture comprehensive footage of every intervention and easily accessible GPS data for audit, legal, or investigation purposes.
- Management can access devices remotely to confirm officer status. This helps protect against lawsuits and untrue claims while ensuring total transparency from Signal.
- Real-time notifications facilitate communication between officers and clients. Officers in distress can send real-time alerts and have direct access to emergency contacts.
- Total flexibility: create several geo-zones per site for easy coverage.





Real-time GPS Tracking in Edge

- Geotagged officer location when a critical report is logged, alerts you to problem areas and ensures accurate field staff supervision.
- Limit liability, exposure, and risk by setting configurable areas for authorized and restricted zones. Real-time mapping and out-of-zone SMS or email notifications increase officer accountability.
- Gain insight into officer behavior with breadcrumb GPS history, including detailed field activities.
- All active accounts, zones, and users are easily accessible.
- Increase officer accountability and client visibility.



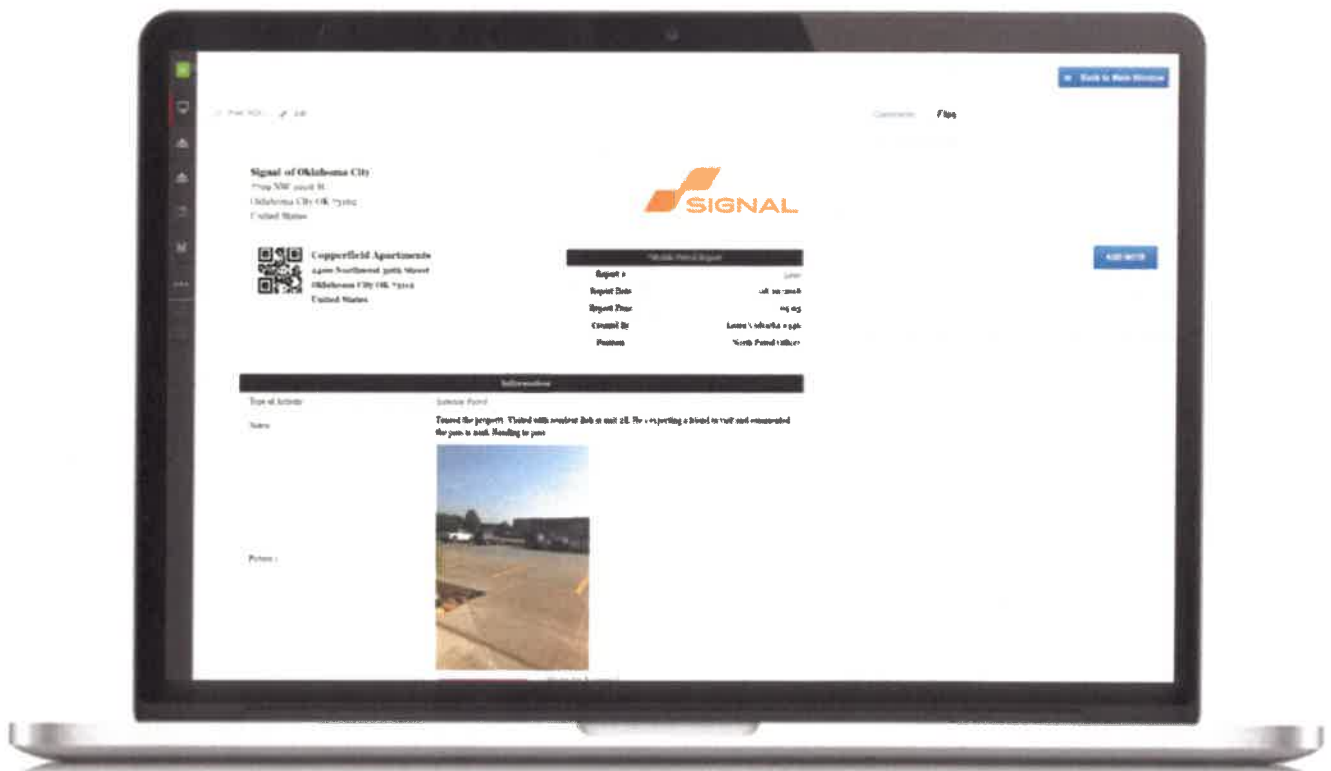
Figure 3: GPS tracks can be overlaid onto a map and reviewed for maximum transparency

Reports

- Customizable report forms and fields: photos, signatures, diagrams, dropdown menus, and more.
- Detailed incident reporting by site-specific locations.
- Ensure vital information is tracked with mandatory fields.

- Reporting based on incident category and incident level to ensure relevance and efficiency.
- Officers can build and complete reports using any connected device.
- Historical reporting data is always accessible.
- Clients stay up to date with automatic report notifications via email/SMS.
- Extract and analyze report data with customized metric reports available for download.
- Increased transparency and verification of services through the client portal.
- Backed-up and searchable data, no more archiving paper reports.

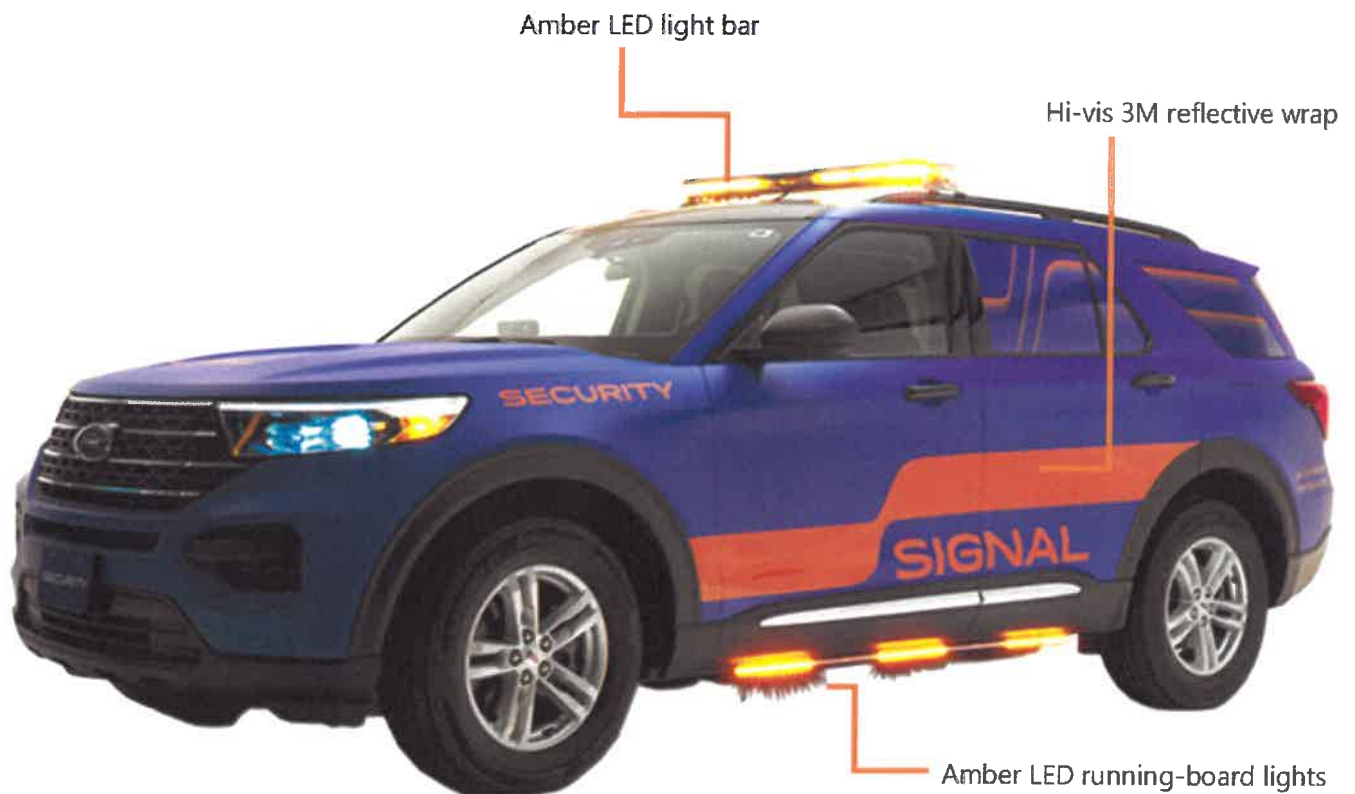
Figure 4: Digital, searchable reports are accessible from any computer



Vehicles

Signal's vehicles are central to what we do. As a means of transportation, they must be sturdy, fast, and well-maintained. As a symbol of Peace of Mind, they must be highly visible to project a strong and proactive presence. They are beacons of our mission anytime, anywhere.

- Smartphone or tablet with Edge software
- LED Light Bar
- Dual vision connected dash camera system
- Backup Battery / Surge Protector
- 3M reflective wrap



Each Signal patrol SUV is wrapped with reflective and highly durable 3M graphics for optimal visibility and is equipped with a suite of technology and hardware enhancements to make it an effective tool on the journey to Peace of Mind.

VI. Security Services Proposal



Signal 88, LLC ("Contractor")
3880 S 149th Street, Suite 102
Omaha, NE 68144
Phone: 877.498.8494
Fax: 402.502.2078

Serviced By: Signal of West Virginia ("Service Provider")
2600 Middletown Commons
1st Floor
White Hall, WV 26554
Greg Pencosky
Phone: 724-747-8601
Email: gpencosky@teamsignal.com

Proposal Date: 2024-11-12
Good Through: 2024-12-12
Service Dates: TBD - Ongoing

Security Location
West Virginia Division of Highways, Materials Control, Soil and Testing
John Estep
2019 Washington St E
Charleston, WV 25305
Phone: 304-558-2566
Email: john.w.estep@wv.gov

Bill To
West Virginia Division of Highways, Materials Control, Soil and Testing
John Estep
2019 Washington St E
Charleston, WV 25305
Phone: 304-558-2566
Email: john.w.estep@wv.gov

Management Company: West Virginia Purchasing Division
Payment Terms: Net 15
Minimum Annual Rate Increase: 6%

Standard Services:

Dedicated Officer II

Dedicated Officer III

Annual Hours	Per Service	Total
11664	\$18.88	\$220,216.32
2496	\$20.88	\$52,116.48

Taxes are subject to change based upon jurisdiction.

ALL payments are processed through the corporate office. Payments are to be sent to: PO Box 8246
Omaha, NE 68108

Annual Total \$272,332.80

Holidays: 1.5x Regular Rate

New Year's Day, Martin Luther King Day, President's Day, Memorial Day, Juneteenth, July 4th, Labor Day, Columbus Day, Veteran's Day, Thanksgiving Day, Christmas Day

AGREEMENT

By signing this contract, you are agreeing to the description of services herein and as listed in the "Security-Services Agreement Terms and Conditions" and promise to remit payment based on the above listed terms. "Security-Services Agreement Terms and Conditions" can be found at the following web address, https://teamsignalapps.com/proposal-form/proposals/terms_and_conditions.php?id=proposal-d628bc95c57deb799df49695602d7415-2027934691

Client Signer Block

I, _____, have read and agree to the aforementioned terms and contract details.

Client Signature

Date

Title

Signal Signer Block

I, Gregory M. Pencosky, have read and agree to the aforementioned terms and contract details.

Gregory M. Pencosky
Signal Signature

11/13/2024
Date

Owner
Title

VII. Strategic Partnerships



To whom it may concern,

At Signal, we're here to provide peace of mind so you can pursue your passion in life, and we've been doing that alongside some of our strategic partnerships. We partner with many clients in a variety of industries, but these partners see Signal as their preferred vendor when it comes to Peace of Mind.



Signal Security looks forward to the opportunity of providing you with peace of mind for years to come.

VIII. Peace of Mind Partnerships

Outside of our strategic partnership, we have and had the pleasure of providing Peace of Mind to many clients across the different industries. Of the over 8,700 active clients, these are just some to name a few:

5/3rd Bank	Bascianai Foods	Nascar
Aramark	KLOVE Educational Media Foundation	Schuylkill County Municipal Authority
Auto Nation	Magnolia Hotel	United Regional Health Care System
Avon Grove School District	Marriot	Woodmont Country Club
Bama Cold Storage	Milwaukee Tools	World Equestrian Center Ocala

This information is for internal and prospective client use only and may not be misused or duplicated.

IX. Transition/Onboarding Plan

Upon signing the contract, a comprehensive onboarding or transition plan will commence approximately 30 days prior to the set launch date. This typically involves just some of the following steps:

- ✓ **Standard Operating Procedures Meeting:** A meeting will be held to establish standard operating procedures, conduct a full site walkthrough, and define post orders.
- ✓ **Transition and/or Hiring:** Transitioning existing staff and/or hiring new personnel specific to the site requirements may be organized and facilitated during this period.
- ✓ **Operational Integration:** Integration of operational processes, implementation of necessary equipment, and understanding the unique aspects of the property will be ensured.
- ✓ **Launch and Oversight:** The launch of operations will be conducted with close oversight, followed by additional monitoring and support for at least the next 30 days to address any challenges or concerns.
- ✓ **Follow-Up Meetings:** at the least, quarterly follow-up meetings will be scheduled to review performance and analytical reporting to ensure ongoing success and address any evolving needs.

X. Additional Items

The following will be or may be provide about request.

- **Certificate of Insurance (Exhibit A):** Our Certificate of Insurance is provided to ensure transparency and compliance.
- **W2 Forms: (Exhibit B):** W2 forms are available for your records, ensuring clarity and accountability.
- **Pricing Page (Exhibit C):** The referred pricing page is shown for your records
- **Additional Documents:** Any additional documents required for clarity or compliance may be provided upon request.

XI. Summary

Signal understands the mission and requirements of the West Virginia Purchasing Division. We understand that our approach must be flexible and responsive to change in requirements and funding. Our management processes, team building approach and staffing methodologies facilitate and optimize our ability to effectively respond to the solicitation.

Signal has the proven experience and existing capability to ensure success. We have substantially high confidence of success after the initial risk analysis was completed by our proposal team. As a team we can offer:

- 1) A wealth of directly relevant experience within all mission capability areas
- 2) Extensive resources located throughout the US
- 3) Long-term strategic partnership with Signal
- 4) The breadth of resources necessary to field a quality security force

Your Signal team will mitigate the risk inherent in teams constructed with companies offering only niche or single capabilities or limited security officer experience. The Signal team offers a complete solution focused on the ever-changing needs of your business.

We look forward to this partnership and becoming part of your team!

State of West Virginia



CERTIFICATE OF SECURITY GUARD FIRM

I, Mac Warner, Secretary of State of the
State of West Virginia, hereby certify that

Barbara J. Alekna

of

Belief in Justice Allies LLC dba
Signal of West Virginia
1337 Koons Rd.
North Canton OH 44720

is hereby licensed to conduct the business and engage in the business of Security Guard Firm in the State of West Virginia, under the provisions of and in compliance with Chapter 30, Article 18 of the West Virginia Code. This Certificate shall be in effect and valid from 08/08/2024 to 08/08/2026 unless suspended or revoked thereto, in accordance with the provisions of the West Virginia Code.

This license cannot be transferred



Given under my hand and the Great
Seal of the State of West Virginia
on Thursday, August 8, 2024

Mac Warner

Mac Warner

West Virginia Secretary Of State

F240808025154

Secretary of State
Bldg.1, Suite 157-K
1900 Kanawha Blvd. East
Charleston, WV 25305-0770

F240808025154

Phone: 304-558-6000
866-767-8683
Visit us online:
www.wvsos.com



Secretary of State
Bldg. 1, Suite 157-K
1900 Kanawha Blvd. East
Charleston, WV 25305-0770

Mac Warner
Secretary Of State
State Of West Virginia

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Thursday, August 8, 2024

Barbara J. Alekna
Belief in Justice Allies LLC dba Signal of West Virginia
1337 Koons Rd.
North Canton OH 44720

Congratulations on receiving your license. We have enclosed your certificate. Please note the effective and expiration dates. For your convenience, our office will send you a renewal notice with instructions two months before your expiration date. At that time you may decide whether or not you wish to maintain your license.

Should you have any questions concerning your license, please contact our office and ask to speak with a member of our licensing staff.

Sincerely,

A handwritten signature in cursive script that reads "Mac Warner".

Mac Warner
Secretary Of State



STATE OF WEST VIRGINIA
State Tax Department, Taxpayer Services Division
P.O. Box 3784
Charleston, WV 25337-3784



Matthew R. Irby, State Tax Commissioner

SIGNAL OF WEST VIRGINIA
1337 KOONS RD
NORTH CANTON OH 44720-1313

Letter Id: L1553140896
Issued: 06/04/2024
Account #: 2465-6680

00010302010000



RE: Business Registration Certificate

The West Virginia State Tax Department would like to thank you for registering your business. Enclosed is your Business Registration Certificate. This certificate shall be permanent until cessation of business or until suspended, revoked or cancelled. Changes in name, ownership or location are considered a cessation of business; a new Business Registration Certificate and applicable fees are required. Please review the certificate for accuracy.

This certificate must be prominently displayed at the location for which issued. Engaging in business without conspicuously posting a West Virginia Business Registration Certificate in the place of business is a crime and may subject you to fines per W.Va. Code § 11-9.

When contacting the State Tax Department, refer to the appropriate account number listed on the back of this page. The taxes listed may not be all the taxes for which you are responsible. Account numbers for taxes are printed on the tax returns mailed by the State Tax Department. Failure to timely file tax returns may result in penalties for late filing.

Should the nature of your business activity or business ownership change, your liability for these and other taxes will change accordingly.

To learn more about these taxes and the services offered by the West Virginia State Tax Department, visit our web site at www.tax.wv.gov.

Enclosure

atL006 v.19

Save a stamp and your time. You can now view, file and pay taxes at <https://mytaxes.wvtax.gov>

More taxes will be available for online access in the future.

TAX	FILING FREQUENCY	ACCOUNT NUMBER
Business Registration Tax		2465-6680
Combined Sales & Use Tax	Combined Sales & Use Monthly	2465-8801
Pass Through Entity Tax	Partnership Annual	2465-6681
Withholding Tax	Withholding Quarterly	2465-8802

**WEST VIRGINIA
STATE TAX DEPARTMENT
BUSINESS REGISTRATION
CERTIFICATE**

ISSUED TO:
**BELIEF IN JUSTICE ALLIES, LLC
DBA SIGNAL OF WEST VIRGINIA
1337 KOONS RD
NORTH CANTON, OH 44720-0000**

BUSINESS REGISTRATION ACCOUNT NUMBER: 2465-6680

This certificate is issued on: **06/04/2024**

*This certificate is issued by
the West Virginia State Tax Commissioner
in accordance with Chapter 11, Article 12, of the West Virginia Code.*

*The person or organization identified on this certificate is registered
to conduct business in the State of West Virginia at the location above.*

This certificate is not transferrable and must be displayed at the location for which issued.

This certificate shall be permanent until cessation of the business for which the certificate of registration was granted or until it is suspended, revoked or cancelled by the Tax Commissioner.

Change in name or change of location shall be considered a cessation of the business and a new certificate shall be required.

TRAVELING/STREET VENDORS: Must carry a copy of this certificate in every vehicle operated by them.
CONTRACTORS, DRILLING OPERATORS, TIMBER/LOGGING OPERATIONS: Must have a copy of this certificate displayed at every job site within West Virginia.

Ready to learn more about being
Peace of Mind partners?

Let's talk.



■ **Signal of West Virginia**

2600 Middletown Commons 1st Floor
White Hall, West Virginia 26554

Email: westvirginia@teamsignal.com
Direct: (304) 703-2228

