



BLACK SECURITY PRODUCTS

Black Security Products, LLC
Capabilities Statement

Security and Vehicle Barrier Provider
Worldwide Capabilities (CONUS & OCONUS)





Capabilities and Task Description

Black Security Products, LLC. (BSP) is perimeter security manufacturer, system integration and installation company focusing within a work scope that typically involves access and entry control, physical and perimeter security, and force protection. BSP is a uniquely qualified small business focused in the construction of Access Control Point Control Systems (ACPCS), physical security and access control (PS/AC) systems and related projects. BSP has successfully completed numerous Department of Defense (DOD) and other U.S. Federal agency managed enclave security projects incorporating Anti-Terrorism/Force Protection (AT/FP) program requirements at facilities across the nation. From the Kennedy Space Center to the new NSA Data Center in Utah, Los Alamos National Labs in New Mexico, and Ft. Belvoir in Virginia, BSP’ end-client list includes most federal agencies.

BSP’ capabilities include erecting an ACP fully compliant with DOD AT/FP standards, to include a gatehouse, guardbooth, vehicle inspection canopy, and other items active vehicle barriers, passive vehicle barriers, signage, signals and other items commonly associated with Access Control Points. Additionally, BSP can provide longitudinal barriers meeting AT/FP standards up to K-12 Rated/ASTM-certified M50 anti-ram vehicle barriers or barriers meeting Manual on Uniform Traffic Control Devices (MUTCD). BSP also has experience furnishing and installing intrusion detection systems (IDS); building information systems; traffic control devices; fully tested anti-ram vehicle barriers, both active and passive; closed circuit television (CCTV); power generation; and lighting at ACPs for DOD and other federally managed facilities.

Our knowledge and experience related to ACP design and construction standards includes those identified in Unified Facility Criteria (UFC) 4-022-01 *Security Engineering: Entry Control Facilities/Access Control Points* and Military Surface Deployment and Distribution Command Transportation Engineering Agency (SDDCTEA) Pamphlet 55-15 *Traffic and Safety Engineering for Better Entry Control Facilities*. BSP has constructed ACPs classified as primary, secondary, limited use, and pedestrian, while coordinating with the customer and other related parties to keep the facility open during normal operating hours through all phases of construction. BSP work has included non-routine and unique environments requiring top secret security clearances and consideration for environmental challenges such as the protection of endangered species, historically important sites, and the presence of hazardous materials and/or unexploded ordnance (UXO).

BSP has the resources, experience and core competencies necessary to provide the Government a high level of confidence in our ability to deliver the anticipated Fort Belvoir Access Control Point Project safely, on time, and within the budget.

Company Name	Black Security Products, LLC.	Phone Number	512-469-9980
Company Address	4400 Silent Trail Austin, TX 78746	Point of Contact	Stephen Neusch President
CCR Cage Code	7MT82	DUNS number	080087442



Past Performance Projects

Highlighted Projects Completed within the last 3 years.			
CONTRACT AMOUNT	TYPE OF PROJECT	DATE COMPLETED	NAME, ADDRESS AND TELEPHONE NO. OF OWNER/PERSON TO CONTACT FOR PROJECT INFORMATION
\$400,000.00	AVBs/ACPCS and Control Systems, Signage and Signals	5/17/2017	Alamo1/ Air Force 502nd, Paul Curran 12400 San Pedro Ste 300, San Antonio, TX 78216 Phone: 210-404-1220
\$146,304.00	Replace Existing Guard Booths with New Guard Booths and re-wire AVB Controls	6/2017	North Wind Group / USACE Huntsville Craig Waller, PE, PMP, CEM 1425 Higham Street Idaho Falls, ID Phone: 208-528-8718
\$311,702.45	Crash Rated Barriers and Operators and Control Systems	4/2016	GEMS Environmental / SSA Danny Smith 1120 Willow Pass Court Concord, CA. 94520 dsmith@gemsenvironmental.com 530-554-7707
\$128,852.06	K4 Rated Swing Gates and cable barrier fence	8/16/2016	NSA Kunia, USACE, Performance Systems, Inc. Adam R Fry Operations Manager Hawaii 94-155 Leo'ole St Ste 302 Waipahu, HI 96797 808-664-4785 Ext 4006
\$201,602.00	M50 Rated AVBs and Operators with Controls and Power	5/22/2017	Luke AFB, Kautaq D. Jordan Paulk 2120 East Sixth Street, Suite 2 Tempe, Arizona 85281-3081 (480) 829-3593
\$55,325.35	Automated Slide Gate and Operator	12/31/2016	Columbia Gas Transmission LLC Lyndsay Miller 1700 Maccorkle Avenue SE Charleston, WV 25314 304-357-2127
\$7,134,853.00	AVBs, Automated Sliding Gates, Automated Sliding Gates, Perimeter Fencing, Vehicle Barriers, Bollards, Temporary Barrier, Controls	8/20/2014	St. Elizabeth's Campus, DHS HQ, Balfour Beatty Karen London Balfour Beatty Construction 2701 Martin Luther King Jr. AVE. SE Washington, DC 20032 703-656-5344

Relevant Project Experience and Capabilities

BSP bring significant security-related construction experience with DOD clients and a host of civilian agencies. Our company consistently outstanding past performance is the best indicator of the high quality work we will perform. Based on this proven track record of performance, our unique technical experience, and substantial personnel resources, BSP is a high confidence, low risk small business contractor to perform the work.

BSP has an excellent track record of delivering quality physical security products, services, and projects, and are considered a preferred security solutions contractor in the defense industry and a host of other key industries and government agencies. BSP has installed perimeter security fencing, vehicle barriers, access control points and systems, and physical protection systems at 29 locations in 19 states.



BSP Project Locations.

Fairchild AFB, WA
San Francisco, CA
Los Angeles, CA
San Diego, CA
Calexico, CA
Salt Lake City, UT
Lukeville, AZ
El Paso, TX
Holloman AFB, NM
Fort Carson, CO
Denver, CO

Fort Riley, KA
Oklahoma City, OK
Offutt AFB, NE
San Antonio, TX
Houston, TX
Los Ebanos, TX
Dallas, TX
Cleveland, OH
West Point, NY
Westhampton Beach, NY
Philadelphia Airport, PA

Fort Belvoir, VA
Shaw AFB, SC
Atlanta, GA
Kings Bay, GA
Bay Pines, FL
Miramir, FL
Eglin AFB, FL
Birmingham, AL
Columbus AFB, MS



Black Security Products, is committed to the relentless pursuit of quality and excellence as exemplified by the delivery of world-class, best-value products and services that meet or exceed industry and client requirements. Therefore, each project is planned and executed in accordance with a quality program focusing on design criteria processes, procedures, and implementation of Federal and State regulatory requirements and standards, specific to the state in which the project is located. Our team is familiar with Federal and State regulatory requirements as applicable: OSHA, International Building Code, National Electrical Code (NFPA 70), International Mechanical Code, International Fire Code, National Fire Protection Association, and the Federal Americans with Disabilities Act. The NEU Security Services team also has experience with the following requirements:

- Davis-Bacon Act
- ASTM F2656 07
- Buy American Act
- UL Certified per UL827
- Foreign Corrupt Practices Act
- Work and Equipment Warranties

Technical Approach

Black Security Products is a leader in perimeter security products, and the services to provide and install those products. BSP is an OEM manufacturer, a product installer, security integration company, and on larger projects, a general contractor.

BSP's technical approach is first to review and understand the site requirements and security assessment of the specific project. This process is done either by a site walk, telecoms, project estimation take-off, or all of the above. BSP has experience on hundreds of projects and thousands of bids, and has an expert staff that has worked for numerous security product manufacturers, construction contracting companies, and houses a substantial concentration of experience on government security projects. Our industry leading professionals assess the project, the related requirements, and then use our knowledge of general requirements such as the Unified Facilities Criteria or the Overseas Building Operations Standard Embassy Design or the Army Access Control Points requirements to provide the best security products that will first, meet specification, and second provide the most efficient security in both operation and cost. We go through an industry leading three-fold process of estimation on a project bid where other companies will have one person who reviews drawings and specifications and then puts together a bid yielding much higher instance of error. BSP has an initial take off completed by a Project Engineer who is focused on document review, product and scope identification, and project management. Next, a more experience sales manager reviews the project and manages the preparation of the bid. Lastly, all project bids and related spec and drawing information are reviewed by our Vice President of Sales and Marketing and our President. This bid process yields the most economical and accurate bids in the industry.

During the rollout of our projects, BSP operates with the same focus and attention to detail throughout an organization of experienced professionals at the top of their respective fields. BSP is committed to providing the best value solutions, the best products and services in the most efficient package.

Our staff is focused on providing the products and services that provide the highest value in the most efficient package.

Typical Questions & Answers

- **Can you provide 3-5 references from past security system installation work performed by your company?**
 - 3 or more references are provided on request.
- **Is your company capable of performing work throughout all U.S. states and territories?**
 - Yes, please see attached map with current project locations for some of our experience.
- **What cities do you have installers based in?**
 - The attached map and corresponding table lists all active projects. Our crews are ready and available to travel to any city to complete this work.
- **Can your company provide a fixed pricing structure based on a predefined quantity of card readers and security controller boxes to be installed?**
 - Yes.
- **Are your technicians certified to install Hirsch equipment (Hirsch Digi*TRAC Controllers, & Hirsch/HID card readers and cabling)?**
 - Yes, we provide certified technicians directly employed by either BSP or by our trusted subcontractors, Tyco Integrated Security and Rapiscan Systems.
- **Does your company use subcontractors to perform work? If so, what percentage of work is performed by subcontractors?**
 - Yes, we use subcontractors that are vetted, certified, and qualified to perform specific scopes of work. We typically subcontract up to 50% of the work, but can self perform 100% as required.