



*INTRODUCING THE WORLD'S LARGEST*  
**CARGO SCREENING K9™ ALLIANCE**





CARGO SCREENING K9™ ALLIANCE

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# MESSAGE FROM OUR PRESIDENT



*"Our Alliance is vibrant and strong not because of any one partner but rather due to our collective group of experienced canine industry professionals."*

It is an honor to be President of an organization created with the purpose of uniting the world's most prominent canine security providers in order to deliver holistic air cargo industry screening solutions.

Our Alliance is vibrant and strong not, because of any one partner, but rather due to our collective group of experienced canine industry professionals. This collective strength shines through in all that we do. From the initial concept over one year ago, it was very important that the Alliance be formed with dedicated K9 companies focused only on K9 and not distracted by other Security commitments.

The Alliance brings together partners strategically located across 4 Regional Hubs: North East, South East, South Central and West. Our Alliance hubs provide national coverage, regional mobilization, expedited deployment timelines, operational sustainment, continuity, command, and control.

There is no doubt that the K9 team services can speed up the search, be mobile, be a force multiplier, and of course provide the very best in explosive detection. However, the Cargo Screening Industry represents a unique set of challenges for the K9 industry, and we must listen to our customers, observe the cargo work force tempo, understand the operational processes in place, and, more importantly, operate in partnership with a goal to effectively screen cargo in a proficient timely manner.

We look forward to the opportunity.

PAUL HAMMOND, PRESIDENT





## ALLIANCE PARTNERS

It was important to select Alliance Partners that were canine centric and strategically located to best support Cargo Screening K9™ services nationwide.

**SOUTHERN COAST K9**  
INCORPORATED

### SOUTH EAST REGION

Southern Coast K9's world class training center - located near Daytona Beach in Central Florida - is a focal point for canine training excellence, offering a wide variety of onsite training elements from a formal classroom environment to multiple building, vehicle, and open area training spaces. Southern Coast stands ready to provide preparatory and education services ranging from basic handler skills instruction to seasoned handler pre-deployment training and certifications.

Southern Coast's training and operations staff are some of the most dedicated and conscientious professionals working in the industry today, with a diversity of backgrounds including US Military, Civilian Police and Foreign Military and Police backgrounds. This diversity combines into a pool of canine training knowledge unsurpassed by our competitors. Southern Coast strives to stay on the leading edge of industry standards in order to respond to the needs of our clients and the demands of an ever changing physical environment that working canine teams face here in the United States and around the world. With a reputation for procuring only the best in high drive working canines from our vendors in Europe, Southern Coast K9's foundation of excellence is built with every canine entered into the training process.

Southern Coast K9 is one of the only facilities in the area licensed by the ATF to possess and use actual explosives to train our canines as well as a DEA license to use actual drugs. We firmly believe that only dogs trained to recognize and respond to actual odors are ready to perform in real world working environments.

# VOHNE LICHE KENNELS

## NORTH EAST REGION

Vohne Liche Kennels, Inc., (Pronounced Von Lick, VLK), is a Service Disabled Veteran owned company headquartered in Denver, Indiana, centrally located in the Midwestern United States within a short drive to several major International air cargo hubs. VLK owns and operates facilities located in Banning California, (VLK West) and the Netherlands, EU, (VLK Euro).

VLK is a full service canine company and is widely known as the premier private canine training facility and detection service provider in the World, providing superior service to numerous Government agencies. The list of clients that we have contracted with in the past twenty-four (24) years, includes the TSA and numerous other Government agencies, Military branches and units.

VLK is uniquely qualified to meet the demanding requirements of the Department of Homeland Security's Transportation Security Administration's third party cargo screening requirements. VLK is the largest private canine training facility in North America and produces more detection canines than any other canine service provider in operation today. Our alliance with Vapor Wake K9 Technology and Southern Coast K9 makes our team experienced, agile and diversified. VLK not only brings an expansive past performance and extensive clientele list but it also provides world class facilities and life support infrastructure to a project of this magnitude. We also bring more than twenty-four (24) years of experience in canine detection operations, training, security contract support, testing, certification and client relationships.

- Trusted name in the K9 industry
- World-Class Facilities located in Indiana, California, and Europe
- European Procurement facilitated by VLK's Netherlands-based kennel
- Largest kenneling, training, and life support facilities in the industry
- Past performance within the Government, Military, and countries outside of the U. S.
- Largest owned on-site canine training facility in North America
- Accommodations for 150 personnel at the VLK hotel
- 24+ years of detection training experience
- 29 dedicated, training buildings on over 600 acres of training area

## VLK WEST

### WEST REGION

VLK West is a premier detection dog training facility located in Banning, California. VLK West is an extension of Vohne Liche Kennels, Indiana to meet the growing demands of federal state and local law enforcement agencies as well as private corporations for world-class canine training, handler education and canine team services. VLK West is strategically located to support 35 Major Airports to include Los Angeles and 9 Water Ports two of which are the busiest container ports in the nation.





## SOUTH CENTRAL REGION

VWVK9, LLC recognizes the significance of the global supply chain and its role in national security, protection of rights and freedoms, and influence on continued prosperity worldwide.

VWVK9, LLC is the founder and managing partner of the Cargo Screening K9™ Alliance. As the world's most recognized innovative and forward-thinking canine service provider in the private sector, we bring advanced patented training protocols, experienced management team, information tracking systems and a full understanding of the complex requirements of each Regulated Entity and the challenges they face under the Third-Party Canine Cargo Screening Initiative. VWVK9 is the only private sector canine company with a comprehensive counter terrorism canine program that leverages real world experience, advanced training protocols, and canine scenting ability to provide adaptive solution to address the most viable global and domestic terrorist threats we face today.

VWVK9's 320 Acre Canine Training Academy is in Anniston, Alabama and regionally located to support:

- 43 Airports
- 24 Water Ports
- 13,850 Miles of Freight Railroad
- 47 MPO's (Metropolitan Planning Organizations)

Our comprehensive training program provides world renowned Handler and Supervisor Education

that is tailorable to organizational needs. Our team is comprised of some of the most knowledgeable individuals in the industry, providing the most desirable and principled Canine Program Consultancy available today. We manage a Professional Canine Academy, more than 10 operating sites, multiple regional/project management offices and mobile training centers.

- We are the innovator of the body worn canine explosive detection capability Vapor Wake®
- The only lab tested, and approved body worn explosive detection canine capability
- Exclusive rights to Auburn University's College of Veterinary Science program, that provides us the unique capability of cutting edge innovations in canine behavior, odor recognition, and canine care.
- VWVK9 is a provider of Explosive Detection Canine Capabilities to various Government & Commercial entities to include, Major League Football, Major League Baseball, Collegiate Sporting Venues and Universities, Entertainment Arenas, Airport Authorities, Local, State and Federal Law Enforcement Agencies, and Security Managers and their organizations worldwide.
- Exclusive rights to Auburn's scientifically developed and tested breeding program which allows for state of the art advancements in performance and proficiency our canines.





## NATIONWIDE RECRUITMENT

K9 Employment, LLC is the industry-leading provider of K9 recruitment services, K9 advertisement, K9 classifieds and K9 jobs. We offer a total turnkey recruitment solution to supplement government agencies and multinational corporations across the globe.

K9 Employment, LLC has experience in various K9 and recruitment industries, which allows for a solution to each challenge presented—delivering long-term, cost-effective solutions that are specifically tailored to meet customer needs, regardless of industry or location.

Built on a foundation of honesty, integrity and commitment, K9 Employment, LLC is run by K9 professionals for K9 professionals, who are committed to the highest standards of accountability, compliance, and service.

Since 2007, K9 Employment has set the standard throughout the industry with our rigorous handler recruitment, job placement, and an inflexible code of ethics. We are fully compliant with government regulations, industry protocols and international law. K9 Employment firmly believes that combining integrity and quality into all we do best serves our clients and the communities in which we partner.

- 7000+ Record Database of K9 Handlers
- 17 Countries Handlers represented
- 10+ year history in the K9 Recruitment business



## NATIONWIDE CORPORATE SUPPORT

ITC Capital Partners, LLC was formed based upon the successful investment history of the ITC Holding Company, LLC which was founded in 1896. ITC Capital Partners, LLC invests in entrepreneurs whose ideas and values are consistent with those of our founders. We partner with innovative leaders with unique ideas, strong management teams, and demonstrate ability to assist us in achieving our strategic goal of a minimum long term return to our shareholders of 20% annually.

Our success results from a well-defined strategic vision combined with informed analysis and experienced management.

Providing equity investments and professional management from within our own family of investors, ITC Capital Partners has a solid, proven track record and a bright future. The long and successful track-record for providing either initial funding or growth capital is outlined in our company portfolio.

The Cargo Screening K9™ Alliance is backed and funded by ITC Capital Partners with access to corporate Financial, Human Resource, Marketing, and Operations support from a centralized location in West Point, Georgia.



# ALLIANCE MANAGEMENT TEAM



**PAUL  
HAMMOND**

*PRESIDENT*

Paul Hammond is President at Cargo Screening K9™, LLC (CSK9™) with responsibility for Alliance partner oversight, corporate liaison, brand management, strategic development, quality assurance & quality control. Prior to joining CSK9, Paul successfully managed many of the world's largest canine programs throughout his 28 years in the working dog industry.

Paul is widely recognized as an industry leader in the use and deployment of explosive k9 detection teams. He has vast

experience in domestic & international terrorism, spanning 20 years of continuous K9 deployments throughout Iraq, Afghanistan & Northern Ireland in support of U.S. Dept. of Defense, U.S. Dept. of State, the British Military & Private Security Sector.

Paul has served as the senior working dog advisor for multiple Military Defense, Research & Evaluation Agencies. He has also worked alongside Auburn University's Canine Performance Science Program on key government research initiatives. He is the current President of VWK9, LLC which has exclusivity on the patented K9 technology Vapor Wake®. He is also the Principle behind K9Employment.com; the world's largest handler recruitment database.

Paul's greatest strengths are his attention to detail, creativity, vision, drive and leadership. He thrives on challenges, particularly those that expand the company's reach and actively helps make the world a safer place.



**JOHN  
JOHNSON**

*VP OF STRATEGIC  
DEVELOPMENT &  
OPERATIONS*

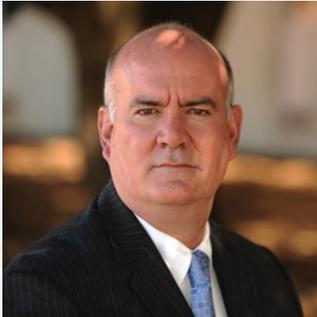
John Johnson's primary roles are to identify, qualify, and close on new business opportunities; expand business with current customers; and align business pursuits with the Alliance's strategic goals and core values.

With 20 years of military experience and over 18 years in USG and private sector contracting, John is a talented security and internationally attuned professional with a strong skill set in leadership, operations, management, and training. Almost all

of his private sector work experience has been in the canine services sector, where he served in various roles, including Vice President of Operations and Strategic Development for one of the largest canine detection service providers in the world.

During his 20-year military career, John served with the U.S. Army 3rd and 5th Special Forces Groups, culminating with a three-year assignment at the U.S. Special Operations Command Central (SOCCENT) headquarters at MacDill, Air Force Base, FL. John is a Gulf War veteran. In recognition of his service and valor, his awards include the Legion of Merit, Bronze Star, Meritorious Service Medal, and Department of State Superior Honor Award.

While serving in the military, John earned a bachelor's degree in business administration from Saint Leo University and holds a Master Certificate in Applied Project Management from Villanova University.



**JOHN  
PEARCE**

**VP OF QUALITY  
ASSURANCE**

John Pearce is responsible for quality assurance & quality control. Prior to joining CSK9™, John successfully led two major canine training centers, Auburn University Canine Detection Training Center ('02-'13) and the Transportation Security Administration's Explosives Detection Canine Team Program Handler Course at Lackland AFB ('99-'02). John has over 36 years in the working dog industry but first served 23 years in the United States Air Force as a Military Working Dog Handler, Trainer, Instructor and FAA/TSA Evaluator.

He developed, authored and executed canine detection evaluations and quality control standards for DoD, TSA and Auburn University. He has assisted other federal programs with initial program development to include explosive detection standards and quality control for the US Coast Guard and Federal Protective Service. He was also instrumental in the development of evaluation guidelines for Amtrak.

John is recognized as an industry expert as he was selected to serve as a member of the Scientific Working Group on Dog and Orthogonal detector Guidelines (SWGDOG). As an Executive Board Member he led the development of Best Practices on the Selection of Handlers, Handler Training, Instructor Training and Canine Career Field Progression System. John is also a current member of the National Institute of Standards and Technology Organization of Scientific Area Committee for Canines. John's greatest strength is his ability to design large program quality control and assurance standards that compliment law enforcement and security operations.



**KRISTIE  
DOBER**

**DIRECTOR OF BUSINESS  
DEVELOPMENT**

Kristie Dober is the Director of Business Development at Cargo Screening KP, LLC (CSK9). She is responsible for building long term value with CSK9's clients, marketings, and relationships. She also conducts research and analysis of industry trends; identifies strategic, expansion, and organizational opportunities, and manages sales, data, and proposals.

Kristie has served in various roles throughout her 25 years in the working dog industry. As an industry recognized subject matter expert, she served as a combat developer for the United States Army and played an intricate role in development of the U.S. Army's Military Working Dog program. She also served in multiple Department of Defense working groups, studies and analysis, that provided key elements to capability development and deployment of over 2000 military working dogs.

Her technical, analytical, and acquisition program knowledge in areas of documentation, organization, training, and procurement, have been utilized to advise, develop and implement Law Enforcement and Private Sector Working Dog Programs. She has also served in key advisory roles for national/international physical security and non-lethal weapons programs. Kristie's greatest strengths are relationship building, organization, innovation, and problem solving.

# ALLIANCE PARTNERS - KEY PERSONNEL



**KENNETH D.  
LICKLIDER**

**FOUNDER & OWNER OF  
VOHNE LICHE KENNELS**

Ken Licklider, SMSGT, USAF (Ret) is the owner and Chief Trainer of Vohne Liche Kennels, Inc. Mr. Licklider has over 35 years of canine experience, including 17 years serving in the United States Air Force in the canine field. Upon retirement in 1993, Mr. Licklider formed Vohne Liche Kennels, Inc. Mr. Licklider is world renowned for his scent work, which has been copied by trainers worldwide to include Dutch Customs, and he has traveled around the world teaching his methodologies. He has been instrumental in the development of the passive response detector dog and has aided agencies

around the world in not only training their dogs, but also developing their programs. Selected as a charter member of Scientific Working Group on Dog & Orthogonal Detector Guidelines (SWGDOG), Ken is 1 of only 2 private trainers allowed on the panel of 50 plus top trainers in the United States.

Ken designed and developed the current K-9 program for U.S. Special Forces for all 4 branches of the military. He conducts seminars worldwide and has been cadre for several years at the 2 largest K-9 seminars in the U.S. Ken has developed kennels and kennel support in Holland and Turkey with branches in South Africa. He has trained/worked with over 2,500 dogs in his career. VLK trains more than 500 dogs per year for local, state, federal and private organizations. He currently has dogs in over 800 law enforcement agencies to include the National Security Agency (NSA), Pentagon Police, U.S. Secret Service, over 48 states and more than 20 countries, including hundreds of teams in Afghanistan and Iraq with dogs recently sold to Libya and teams deployed to Brazil.



**BILL  
HEISER**

**FOUNDER OF  
SOUTHERN COAST K9**

Founder and Vice President of Southern Coast K9, Bill Heiser established what Southern Coast K9 is today in 1988 with a vision to train and provide the highest quality detection canines and the best working canine teams available. Since that time, Southern Coast has grown into a multi-faceted canine training and services facility. Their reputation of exceeding the industry standard for canine quality and client

service expectations has allowed Southern Coast to become an industry leader with a long list of domestic and international clients.

Bill Heiser has received certification through several canine detection training schools including the U.S. Customs Training Facility and the Florida Department of Law Enforcement K9 Instructors' Course. He is a National Detector dog trainer for the United States Police Canine Association. He has trained and certified his police canines through the United States Police Canine Association, of which he is a member. Bill has also been a member of the National Narcotic Detector Dog Association.

Prior to his retirement, Bill served for 16 years as a K9 drug detection handler for the Volusia County Sheriff's Department. Bill was selected by National Guard Multi-Jurisdictional Counterdrug Task Force Training to be an instructor for their K9 Interdiction Course.



**TODD  
HOLT**

**CEO OF ITC CAPITAL  
PARTNERS, LLC**

Todd currently serves as the CEO for ITC Capital Partners (2014 – present) and Point Broadband (2016 – present), an ITC portfolio company.

Todd has extensive experience with start-up organizations as well as mature businesses in the areas of finance, operations, strategy, business development, and investor relations. He has also successfully managed human resources, legal, risk management, marketing and sales organizations within small and larger organizations, and has experienced success with capital structure management and mergers and acquisitions.

Todd spent the majority of his career with Knology, where the company grew from zero customers and zero revenue to approximately 800,000 customer connections and \$550 million in revenue. He helped manage this company through a significant network build out and heavy customer acquisition activity, IPO, disciplined organic and acquisition growth, and successful exit for the stakeholders of the business. Todd's prior employment includes:

- AMK9, CEO, 2014 – 2017 – Largest commercial anti-terrorism canine security company in the world
- Synapse, President, 2013 – 2014 – Privately held wireless communications software company
- Knology, President, 2007–2012 – NASDAQ traded fiber-based broadband company. Also served as Corporate Controller (1998–2004) and CFO (2005–2006) of Knology prior to serving as Knology's President
- Ernst & Young, Audit Manager – International professional services firm



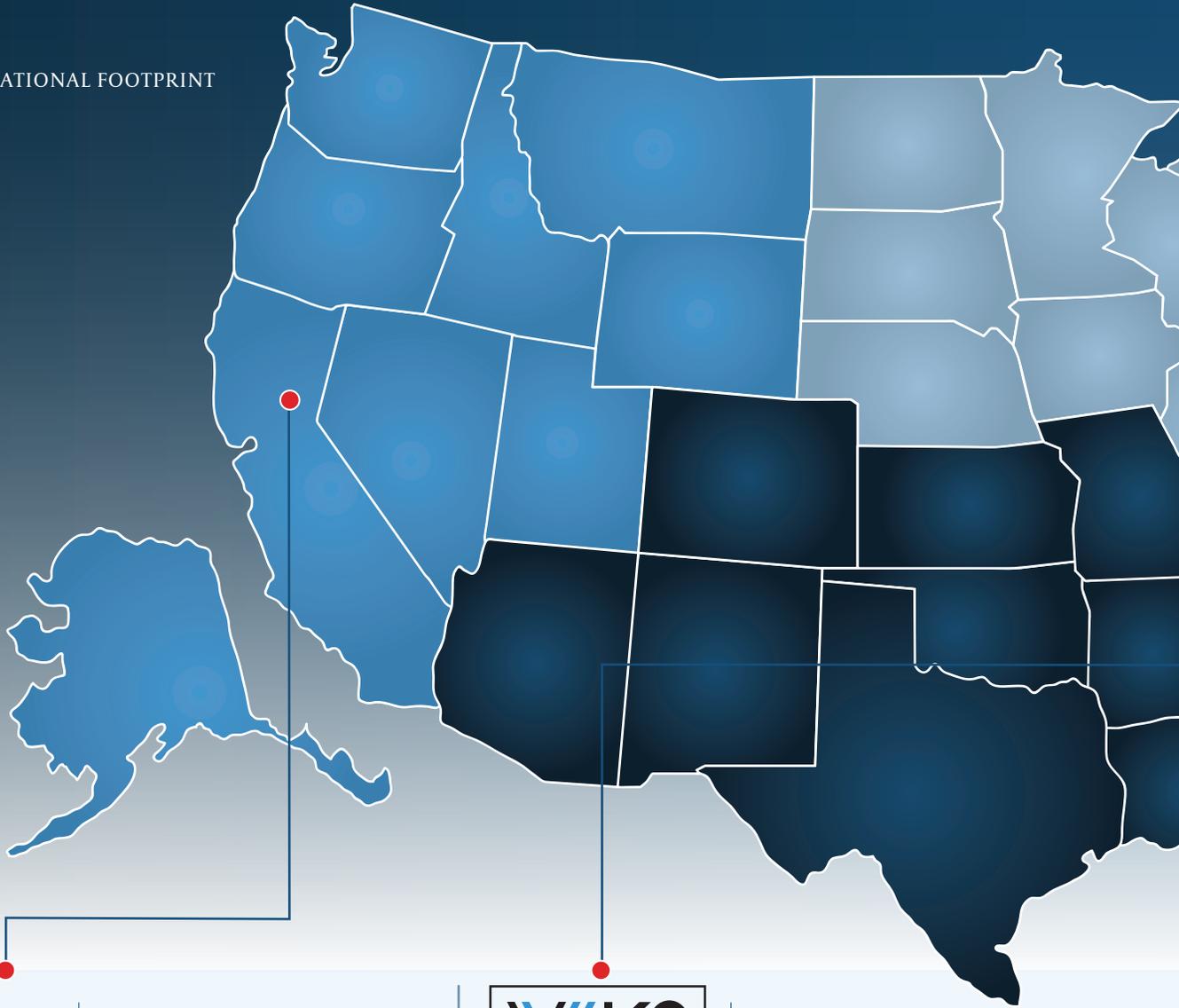
**TIM  
TONSOR**

**REGIONAL DIRECTOR  
OF BUSINESS  
DEVELOPMENT**

Tim Tonsor is a security and detection canine professional that has been associated with the field for more than 30 years. Tim's career started in the United States Marine Corp as a Military Police Officer and subsequently a Police Officer in North Carolina for seventeen years. Since 2002 Tim has worked with numerous government Agencies executing and managing explosives detection canine programs. Tim

has served as an Executive Manager, Program Manager and Project Manager for some of the largest explosives detection canine programs in the industry. Tim has served as both the Project and Program Manager for canine operations at the United States Embassy in Kabul Afghanistan. Tim has been involved in the private and government detection canine industry for the last 15 years and has been an integral part of many of the largest detection canine projects in Iraq, Afghanistan and the United States. Tim brings to this alliance the knowledge, relationships and experience to provide an exceptional service to our future clients and the ability to ensure compliance with the TSA's Government requirements.





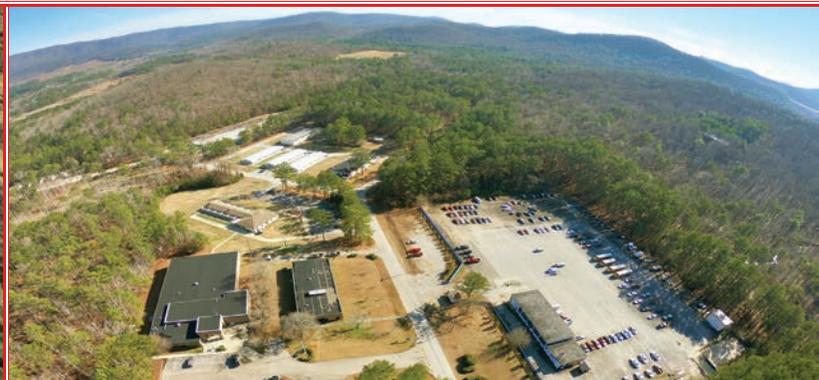
**VLK WEST** | WEST REGION

- Banning, California
- 20 Acres
- 50+ Kennels
- 9 Classroom/Training Buildings
- 3 Personnel
- ATF & DEA Licensed



**SOUTH CENTRAL REGION**

- Anniston, Alabama
- 300+ Acres
- 150 Kennels
- 16 Classroom/Training Buildings
- 30 Personnel
- Cargo Training Complex





# OPERATIONAL FOOTPRINT

- 4 Nationwide K9 Training Hubs (1000+ acres)
- K9 Services Performed Across 50+ Countries
- World's Largest Handler Recruitment Database
- 1000+ Worldwide Canines Sold Per Year

## SOUTHERN COAST K9 INCORPORATED

### SOUTH EAST REGION

- New Smyrna Beach, Florida
- 10 Acres
- 80 Kennels
- 8 Classroom/Training Buildings
- 16 Personnel
- ATF & DEA Licensed

## VOHNE LICHE KENNELS

### NORTH REGION

- Denver, Indiana
- 600+ Acres
- 500+ Kennels
- 33 Classroom/Training Buildings
- 30 Personnel
- 150 Hotel Rooms





## EXCLUSIVE K9 PROCUREMENT & BREEDING

Setting the Alliance apart with an Exclusive U.S. Breeding Program & European K9 Procurement Kennel

### EUROPEAN K9 PROCUREMENT KENNEL

VLK Euro is our premier European buying facility. This facility is located in Grashoek, Limburg, Netherlands and houses as many as 100 canines at any given time. VLK Euro is a transitional facility where dogs are purchased throughout Europe and the world, then transported to their final destination at one of the Cargo Screening K9™ Alliance Partner Hubs.



VLK Euro also provides worldwide sales of canines imported into their facility. Having the ability to purchase dogs from Europe directly from the breeders and trainers allows us the unprecedented ability to sell quality European bred and trained dogs at a far more competitive rate than our counterparts.

Many of our competitors have to rely on singular buy trips back and forth to Europe a week at a time, which



are time consuming, costly and limit canine availability. Having a dedicated European Procurement Kennel, we are guaranteed the best in canine procurement from across Europe 365 days a year.

## UNITED STATES K9 BREEDING PROGRAM



Our partner VWK9 has an exclusive partnership with Auburn University's K9 Breeding Program, ensuring all suitable detection working dogs produced are available to our program.

The mission of the Auburn University Canine Performance Science (CPS) program is to scientifically breed and develop superior quality canines that can be utilized for a variety of purposes. Auburn's network of scientists are advancing a dog's olfactory and performance capabilities, making them some of the most advanced detection dogs in the world.

Superior detection dogs are hard to find. CPS breeds and develops canines to possess specific traits. These dogs must have a high reward value, willing to search for long periods of time for multiple rewards. They must have high hunt instincts; their nose is always stimulating them to investigate. They need high trainability characteristics, which give them the ability to learn any new tasks quickly. They must be highly motivated and not easily discouraged. They must be attentive and be able to work in any environment, and, most importantly, CPS dogs must be medically



sound. We are producing scientifically bred and trained canines to become the best detection dogs possible.

CPS follows state-of-the-art theriogenology practices, incorporating genetic and genomic concepts to influence breeding selection and enhance puppy development. These practices ensure CPS is making genetic progress.



CPS puppies attend the program's 11-month 'puppy school', including Auburn supervised prison programs; where they are socialized and learn to investigate for rewards in a very challenging environment. Dogs undergo constant evaluations to tailor their development and training program for their future work placement, giving them the greatest advantage to succeed.

"The industry currently experiences a shortage of working dog supply. The Cargo Screening K9™ Alliance benefits greatly from its Alliance Partners Exclusive CPS Breeding Program Access."



## WHY PARTNER WITH US

We have our bases covered.



### BEST IN CLASS

The Cargo Screening K9™ Alliance is a group of K9 businesses, each renowned for their best-in-class abilities. We are committed to providing each of our clients with adaptable canine team services solutions that enhance existing security plans and meet regulated requirements.



### CERTIFICATION- PAST PERFORMANCE

CSK9 Alliance has the most stringent training and certification processes in the industry today with past performance in support of TSA.



### NATIONWIDE COVERAGE

With offices in GA, FL, AL, CA, IN, and the National Capital Region for corporate and association support. Nationally we are positioned to provide regional support to 7 out of the 10-top ranked U.S. Cargo Airports, as well as 234 Major Airports, 93 Water Ports, and 67, 758 Miles of Freight Railway.



## REAL-TIME TRACKING

Our K9 Management Information System (K9-MIS) allows for real-time tracking of our Certified Canine Teams, to provide our clients with a comprehensive look into our Certification and Training Information System. Each Client receives individual User / Login information and can track K9 Teams in real-time.



## INSURANCE

Our CSK9™ Teams are fully insured, specifically when deployed as an Explosive K9 Detection Team. Our individual K9 Teams' specialized insurance provides up to \$20M in coverage and sets a new bar throughout the K9 Industry.



Canine  
Performance  
Sciences

## K9 SCIENCE

Exclusive partnership with Auburn University Canine Performance and Science Program. Dedicated world-renowned breeding program.



## RECRUITMENT

Possess the world's largest database of K9 handlers and look to employ previous law enforcement and military veterans within close proximity of each operational location.



## ALLIANCE MANAGEMENT TEAM

The Alliance Team is comprised of some of the most knowledgeable and respected individuals in the industry. The team has over 150 years of Subject Matter Expertise in support of state, local and federal governments and agencies worldwide. We use real life experience gained from counter-terrorism operations world-wide to leverage canines scenting ability to address the most viable domestic and global threats we face today.



## K9 BREEDING & PROCUREMENT

Exclusive access to Auburn University's scientifically recognized detection dog breeding program and a dedicated European Procurement Kennel based in the epicenter of K9 procurement.

## STEP 1 | *Site Visit*

Our team's first priority is to understand your specific needs and operational work flow at your site locations. This will give us a better understanding of your K9 service requirements. Our executive team would like the chance to give an executive presentation to key members of your organization and conduct a site survey at your operational locations.

### EXECUTIVE PRESENTATION

Our executive team will travel to your headquarters or operational location to present a Cargo Screening K9™ Alliance overview to your key leadership team. In the presentation your team will learn more about: Alliance strengths, capabilities, infrastructure, support systems, differentiators, mobilization timelines, operational deployments, contract sustainment, quality assurance and quality control. The presentation will conclude with a question and answer session.

### SITE SURVEY

It is essential to better understand your work site's optimal canine requirements, in order to expedite your cargo screening process. Our alliance management team have vast experience in conducting K9 site surveys around the world to include Disney World, SpaceX, the US Embassy in Afghanistan, and many more. Our team will look at your operational sites, work flows, current cargo screening methods, and delivery schedules to better understand how our canine teams can be inserted into your current security plan with minimal disruption.

## STEP 2 | *Formal Proposal*

Upon your request for a formal proposal we will produce a technical and pricing solution, based on our executive discussions and site survey. The formal proposal will be provided in document format with relevant pricing attachments. Once we receive notification of award, we will begin the mobilization and deployment step in the process.

### TECHNICAL RESPONSE

We will provide you with a detailed technical response that covers our canine service action plan. This includes canine selection, handler recruitment, team certification, mobilization, operational deployment, sustainment and proficiency testing, annual certification, quality assurance, quality control, and client liaison.

### PRICING PROPOSAL

We will outline the mobilization costs, individual canine team rates on an ad-hoc, part-time, or full-time basis. Our rates will include direct and indirect labor wages, fringe, and fee, along with canine team mobilization costs, certification, team deployment, handler equipment, supplies, insurance, canine welfare, kenneling, life support, and payment terms.



## STEP 3 | *Contract Award*

Upon contract award, your assigned program manager will begin mobilization in accordance with our technical proposal.

### MOBILIZE

The Cargo Screening K9™ Alliance will call upon its partner K9 Employment, LLC to recruit handlers geographically located in close proximity to the operational site. Our Human Resources team will conduct criminal background checks, and health and drug screening during the onboarding process. Selected dog handlers will be teamed and certified with their fully-trained K9s prior to deployment to your operational location.

### DEPLOY

Certified Cargo Screening K9™ Teams will deploy to their operational locations and begin a short K9 acclimation period. K9 Teams will liaise with your security management team to register and gain facility access, design work schedules, understand company guidelines, operational procedures, and cargo delivery timelines.

### SUSTAIN

Proficiency of a canine team is essential. All handlers will conduct on-site, daily training to help maintain their canine's ability to detect explosives. K9 Handlers will record training and medical records daily in our K9 Information Management System (K9-IMS™), and clients will have individual user access to view records on-demand and at their convenience. K9-IMS™ alerts can also be set to notify clients via email of pending training and certification expiration. The Cargo Screening K9™ Alliance maintains a stock of certified K9 teams ready to deploy at a moment's notice should a replacement be necessary.



# NEXT STEPS

It's as easy as **1** **2** **3**!

## CONTACT US TODAY

**John Johnson**

VP of Strategic Development & Operations



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**Kristie Dober**

Director of Business Development



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