



Contact: Don McGray, CPP
 3181 Portofino Cir
 Huntington Beach, CA 92649
www.nextstepsolutionsconsulting.com
Don.mcgray@nextstepsolutionsconsulting.com
 713-825-8622 Mobile
 Incorporated in 2014

Capabilities Statement

Unique Entity ID: W3AZVV2CAC75

CAGE Code: 9QZN7

NAICS:

- 541611 Administrative Management and General Management Consulting Services
- 541690 Other Scientific and Technical Consulting Services
- 541990 All Other Scientific & Technical Consulting

- | | | |
|------------------|---------------------------------|-------------------------------|
| PSC: R-430/B546 | - Support Professional: | Physical Security and Badging |
| PSC: R-499 | - Support Professional: | Other |
| SIC: 8748 | - Business Consulting Services: | Physical Security Consulting |
| NIGP: 91893 | - Security/Safety Consulting | |
| UNSPSC: 92120000 | - Security & Personal Safety | |

Executive Summary

Next Step Solutions, Inc.'s was incorporated in 2014, and its principal has over 30 years security management experience including 15 years in military security and 15 years in corporate security, . Our mission is to act as third-party objective auditors ensuring physical security measures match the company expectations utilizing metrics to prove company security team efficiency. Our goal is to streamline and improve processes, enhance productivity, implement technology solutions, and develop performance measures and metrics to increase ROI.

Core Competencies

- Conduct Security Risk Assessments to highlight weaknesses in the Security program
- Conduct security personnel audits utilizing metrics as a proof source
- Review entire physical security program
- Update policies and procedures and streamline processes when needed
- Provide written executive reports

Corporate Experience & Differentiators

- Certified Protection Professional- CPP (9 Years)
- Veteran Owned- 32 years of military Experience (enlisted and officer) including 6 years as commander of a Security Forces Squadron.

Certifications

- Veteran Owned Small Business Certification-VOSB

Clients & Customers- Past Performance

- Los Angeles County of Education (LACOE) 2020-Present
 - Performing security risk assessments
 - Performing audits of security team
 - Writing security policies and procedures
 - Developing RFPs for security contracts
 - Serving as the "On Call" Security Consultant
- Portofino Cove Homeowner Association 2015- Present
 - Performing Security Risk Assessments for HOA's
 - Writing HOA security guard contracts
 - Developing HOA security policy and procedures
 - Developing RFPs for HOA security related processes (security cameras and lighting)