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Orleans Parish Sheriff's Office (OPSO)  
OD Security North America – Executive Summary



OD Security North America, 707 Texas Avenue, College Station, Texas  
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## Executive Summary

OD Security North America, a **Woman-Owned Small Business**, offers Orleans Parish Sheriff's Office (OPSO) the most **modern, innovative, and safest** Full Body Security Scanning System, the **SOTER RS**, available in the market globally.

OD Security Group, headquartered in Europe, is the world's leading manufacturer of Full Body Security Scanning Systems, with **150 Systems** installed in over **32 Countries** internationally.

OD Security North America was established in late 2012 (see Appendix I), operating out of College Station, Texas, to offer the SOTER RS to the US market. As part of the establishment of the new US Operations, the supply chain supporting the manufacturing process was re-designed to promote a BUY US procurement strategy (for example, Spellman Inc. (NY) supply the US business with our bespoke X-Ray Generator). The Company spent 2013 investing in Product Development to add new functionality specifically for the US Market, and mapping and migrating the manufacturing processes from Europe to the US to deliver a US manufactured System specifically for the US Market.

Our first two US Systems were installed into Georgia Department of Corrections facilities in December 2013 and January 2014, and to date we have been awarded contracts by Tennessee Department of Corrections; Santa Fe County Sheriff's Office, New Mexico; Knox County Sheriff's Office, Tennessee; Webb County Sheriff's Office, Texas; Adam's County Sheriff's Office, Colorado; Frederick County Sheriff's Office, Maryland; the City of Hoover Police Department, Alabama; the City of Newport News Sheriff's Office, Virginia; and most recently the Utah Department of Corrections.

We are the only prospective bidder offering OPSO with a solution **manufactured in the USA, using US labor**.

As the **only Original Equipment Manufacturer** submitting a proposal (as opposed to, for example, CCX, the Sub-Distributor for Virtual Imaging, the US Sales Distributor for Belorussian manufacturer of the SecurPass, Adani) we offer OPSO direct access to the Product Design, Manufacturing and Quality Control Team responsible for the delivery of the System, as well as a commercial proposition **that does not have the requirement to support a Distributor's profit margin and that has been offered openly, fairly and consistently to all US clients**. At a consistent unit price of \$118,750 to all US Law Enforcement Agencies, we aim to provide value for money and to provide OPSO with a benchmark against pricing previously provided to other Louisiana Sheriff's Offices (such as Caddo Parish, who purchased 2 RadPRO SecurPass Systems for \$384,000 in May 2013).

We have endeavored to design a Client Support Services Solution that provides OPSO with a uniquely integrated International, North American and New Orleans technical and service support structure. We have strategically partnered with **New Orleans owned and based, Tri-State Medical** to provide a unique support structure with **technical support within 7 miles of the Orleans Parish Detention Center** (see Appendix II). Tri-State Medical have been providing Radiation Technical Support services to clients in Orleans Parish for over 20 years, and have a proven reputation for excellence. Tri-State Medical's Technicians will be trained to OD Security North America's OEM Accredited Technician status.

OD Security North America would be delighted to have the opportunity to work with Sheriff Gusman and Warden Winfield as part of OPSO's continual improvement in public safety and service to the Parish of Orleans.