

CAPABILITY STATEMENT

PRIMARY CONTACT INFORMATION

Charlia Pence - President charlia@diamondbusiness.net
Kyle Randel - CTO/Vice President - kyle@diamondbusiness.net
Brenda Saxon - Controller - brenda@diamondbusiness.net
Kent Melinsky - Sales Manager - kent@diamondbusiness.net
Michael McKinney - Technical Support - michael@diamondbusiness.net

COMPANY INFORMATION

Registered Company Name: Diamond Business Services, Inc. DBA: N/A

Year Established: 1982 State

State Incorporated:

Texas | 10/13/1983

Texas TIN - 1-75-1915482-1

Federal TIN 75-1915482

Cage Code: 1HW57

Texas Security License # B08923**

**In partnership with First Alarm - documentation available upon request

UEI # FRPTK6SN7KE9



Texas HUB - # 78922 W/O

Duns# 06-892-3580

NAICS Primary 423400

C-Corp

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS)

PRIMARY : 423400 Professional & Commercial Equipment & Supplies

541690 Safety Consulting Services - Threat Detection Systems
323111 Credit & identification card personalization
326199 Credit and identification card stock, plastics
323 Printing and Related Support Activities
3231 Printing and Related Support Activities
32311 Printing
323111 Commercial Printing (except Screen and Books)
323113 Commercial Screen Printing
4234 Professional and Commercial Equipment and ...
42341 Photographic Equipment and Supplies Merchant ...
42342 Office Equipment Merchant Wholesalers
42343 Computer and Computer Peripheral Equipment ...
423440 Other Commercial Equipment Merchant Wholesalers
42412 Stationery and Office Supplies Merchant Wholesalers
42461 Plastics Materials and Basic Forms and Shapes...
54143 Graphic Design Services
56121 Facilities Support Services
5614 Business Support Services
561621 Security Systems Services (except Locksmiths)
61 Educational Services
92216 Fire Protection
92219 Other Justice, Public Order, and Safety Activities

CONTRACT VEHICLES

• **SAM** (System for Award Management) Registered Vendor

• **Public Purchase Registered Vendor**

• **SAP Ariba** #AN01026240331

• **TVORS Vendor** - Tarrant County Purchasing Cooperative

• **TIPS** (The Inter-local Purchasing System)

o Technology Solutions and Supplies - Contract # 230105

o Photo ID Systems and Supplies - Contract # 241102

o Security Systems and Supplies - Contract # 230202

o Safety Equipment, Supply & Service - Contract # 250101

• **TexBuy** - Hosted through Region 16 ESC

RFP #022-001 State-Wide Office & Classroom Supplies & Equipment

• **WOSB** - Woman Owned Small Business

self - certified



• **EDWOSB** -

Certified Economically Disadvantaged



NIGP CODES

Class	Item	Description
015	06	Addressing Machine Supplies, Metal and Plastic Plate Type
015	10	Addressing Machine Supplies, Paper Plate Type
035	95	X-Ray Scanner, Passenger Baggage
075	02	Alarm Systems, Visual and Audio, Electrically and...
080	00	BADGES, AWARDS, EMBLEMS, NAME TAGS AND...
080	10	Badges, and ID Cards, Celluloid and Plastic: Student...
080	25	Card Holders, All Types (See Class 578 for Metal)
080	35	Convention Badges and Name Tags, Adhesive Back
080	38	Convention Badges and Name Tags, Nonadhesive type
080	40	Holders, Metal: Card, Door Name Card, Label, etc.
080	44	Fasteners, For Badges, etc.: Metal, Plastic, etc.
080	45	Folders, Presentation
080	69	Tags: Luggage, Security, Identification
160	78	Tags and Fasteners
203	72	Printer Accessories and Supplies: Chemicals, Forms...
204	68	Peripherals, Miscellaneous; Secure I.D. Access Cards, ...
204	79	Printers, Digital
204	80	Printers, Thermal
204	82	Printers, Microcomputer (Not Otherwise Classified)
204	89	Scanners and Readers, Magnetic Strip
204	90	Scanners and Readers, Magnetic Type: Bar Code...
205	68	Peripherals, Miscellaneous: Joy Sticks, Secure I.D. Access Cards,...
206	78	Printers, Mainframe Computer (Not Otherwise Classified)
207	72	Printer Accessories and Supplies: Chemicals, Inks and Cartridges...
208	62	Photo Identification Software, Microcomputer
250	00	DATA PROCESSING CARDS AND PAPER
255	05	Bar Code Decals
255	70	Windshield Decals, Numbered
257	00	DEFENSE SYSTEM AND HOMELAND SECURITY EQUIPMENT...
257	23	Bomb Detection Equipment and Supplies
257	78	Security Enhancement Equipment, Cyber
257	79	Security Enhancement Equipment, Physical
257	80	Security Equipment, Defense and Homeland Security
257	81	Terrorism Incident Prevention Equipment
395	25	Continuous Form Labels, Pressure Sensitive, Custom
395	27	Continuous Form Labels, Pressure Sensitive, Stock
475	47	Identification Supplies, Patient
530	45	Cases, Catalog, ID Card, Salesman's and Special
605	30	Embossing Machines and Labeling Machines ...
655	78	Photo Identification Systems, Complete
680	02	Access Control Systems and Security Systems
680	44	Detectors, Gun and Metal
905	68	Security Screening Services, Personnel
906	78	Security Systems; Intruder and Smoke Detection...
918	93	Security and Safety Consulting
966	52	Licenses and Back Tags Printing (Hunting, Fishing, etc.)
990	00	SECURITY, FIRE, SAFETY, AND EMERGENCY SERVICES, ...

MISSION STATEMENT

Diamond Business ensures only the highest quality of identification, financial card issuance, safety and security solutions are offered. Backed by the highest level of technical support and service in our region. We will measure our success in the eyes of our customers & know that it is only because of their faith in us that we are here today. We take pride in:

- Our People and Their Years of Experience
- Partnerships with innovative and reliable vendors
- Strong client relationship management
- Integrated solutions teams
- Nationwide service through our technology partners
- Common sense and the belief of the Golden Rule

MOTTO

We **Identify** with you®

INDUSTRY AFFILIATION

Diamond Business Services is a founding partner of this organization. Charlia Pence currently serves on the Board of Directors.

The ISG is a partnership of local experts in all areas of IDENTIFICATION, SECURITY, SAFETY, AND CARD PERSONLIZATION SOLUTIONS. Certified members are identification industry veterans that cater to projects large and small, local and nationwide, providing consistent cohesive services and technical support. We are proud to be a founding member since 1982. www.identificationsystemsgroup.com



SAMPLE – MAJOR CLIENTS

❖ CORPORATE

Amarillo National Bank
FirstBank Southwest
First United Bank
Pilgrim Bank
Valero Corporation
Phillips 66/Conoco Phillips
Plains Capital Bank
Toot'n Totum Convenience Stores
Maxor Corporation
AQHA - American Quarter Horse Assn
Beckett Grading

❖ HEALTHCARE

Baylor Scott and White Healthcare
Ascension Healthcare
Dell Childrens Hospital
BSA Hospital
United Regional Healthcare
Texas Tech Health Science Center
Baptist Community Services
University Medical Center
Covenant Medical Center

❖ K-12 EDUCATION

Amarillo ISD
Ector County ISD
San Antonio ISD
Beaumont ISD
Pharr-San Juan - Alamo ISD
Pecos ISD
Lubbock ISD
Midland ISD
Abilene ISD
Canyon ISD
Shallowater ISD
Abilene ISD
Irving ISD
Graham ISD
Monahans ISD
Wichita Falls ISD
Childress ISD
Borger ISD

❖ GOVERNMENT ENTITIES

Pantex Plant - DOD/DOE Various Dept
City of New Orleans
Potter County
Randall County
Lubbock County
TDCJ - Texas Jails
Northwest Texas Hospital
Amarillo Police Department
Potter County Sheriff
Randall County Sheriff
Fort Bend Elections
Midland County
Dallas County
Potter County Jail
Dumas County EOC/Moore County
City of Amarillo
City of Lubbock

❖ HIGHER EDUCATION

Texas Tech University
Texas Tech Health Science Center
Amarillo College
Odessa College
Abilene Christian University
West Texas A&M University
Lubbock Christian University
Clarendon Community College

❖ NON-PROFIT

Kidds Kids - The Kraddick Foundation
Sister-Bear Foundation
FOUND Mission - Lubbock, TX
Heal the City Healthcare
CrimeStoppers
Student Crime Stoppers
South Plains Fair

CORE CAPABILITIES

Our technology sales and service professionals analyze your needs, design and implement solutions to aid in :

- **Identification of People, Products and Processes**
 - Photo ID Badging Systems
 - Cloud Based ID Card Printing
 - Visitor Management
 - Tracking Solutions
 - Physical Safety and Security
 - Access Control **(TX License # B08923**)**
- **Smart Card Technology and Personalization**
- **Threat Detection Systems - Evolv™ Technologies**
 - Walk-Thru Threat Detection Systems
 - Targeted, visual alert notification
 - No IT or Network needed - all self contained
 - Department of Homeland Security - Safety Act Awarded
 - Systems can work indoors or outdoors, portable
 - Evolv Expedite - x-ray screening of bags
- **Financial Instant Issuance Solutions**
 - Including EMV Cards Integration
 - Preprinted MC/Visa Card Stock
- **Plastic Card Personalization Systems**
 - Barcoding, Magstripe or Proximity Encoding
 - Smart Card Encoding
- **Central Card Issuance Systems**
- **Centralized Badge Printing & Artwork Design Services**
 - We offer a full in-house service bureau to personalize plastic cards and ID's - for any size job
 - Per-printed plastic card vendor

SAMPLE OF PARTNERS/AUTHORIZED RESELLER



REVIEWS AND PAST PERFORMANCE

Brian Thomas - Potter County Sheriff - The staff at Diamond Business are wonderful to work with and very helpful in ALL they do and very knowledgeable in ALL the products they offer.

Patti Robinson - Ascension Healthcare - Charlia and team did a fantastic job with the implementation and training of our staff on the Evolv Team. I recommend anyone concerned with entrance security work with DBS.

Rodney Robertson/ConocoPhillips - I have used Diamond Business Services for the last 28 years and have always had a positive and professional experience. They are competitively priced and offer a full service guarantee on all their products. **(Photo ID, Visitor Management, Safety Solutions)**

Keith Owens - First United Bank - Charlia and her team work extremely hard to ensure everything works for us as it should. She looks out for us and works to improve our pricing on cards and the supplies we need. Diamond has been a really good partner for First United. **(Repeat vendor for Financial Card Issuance Solutions - Visa Certified Solution)**

BADGEPASS - Fantastic partner! Their top priority is always putting the customer first and helping to find the best solutions possible for every situation. **(Chosen vendor for our modular identity solution)**

Geoff Riordan - AAMSCO - DBS is one of the most knowledgeable, responsive, and reliable ID technology integrators within the industry. **(ISG partner and fellow board member)**

Sally Watts - Permian High School - Diamond is the type of partner I wish everyone of our vendors would be like. Responsive, fair and cares what is in our best interest. I've worked with them for over 18 years and they have never let me down. **(Photo Identification System - worked with Sandia Labs to design a comprehensive solution)**

Valero Energy- Credit Card Center : Central Issuance Solution \$ 2,900,000+

Baylor Scott an White Healthcare Weapons Detection \$ 1,300,000

Pecos Barstow Toya ISD - Weapons Detection \$420,000

Pharr- San Juan- Alamo ISD - Weapons Detection \$475,000

Baptist Community Services - Identity and Access Management \$ 500,00+

Maxor Corporation - Central Card Issuance \$ 250,000+

Pantex (DOD/DOE) - Multiple Departments - Badging Solutions \$ 190,000

+ Temperature Measurement Kiosk \$ 50,000+

PlainsCapital Bank - Central and Instant Card Issuance \$ 300,000+

Texas Tech University - Badging and Access Control Products \$ 300,000+

Amarillo National Bank - Instant Issuance and Plastic Cards \$ 500,000+

Lubbock ISD - Custom Designed ID Solution and Access Control \$200,000+

Irving ISD - Temperature Scanners \$75,000+

Dallas County - Temperature Scanners \$50,000+

NON-PROFIT INVOLVEMENT



KIDDS KIDS: the Kraddick Foundation-(Dallas) our mission is to provide hope and happiness by creating beautiful memories for families of children with life-altering or life-threatening conditions. We have been partners for over 25 years.



SISTER-BEAR FOUNDATION (Amarillo) mission is to provide hope and independence through neuro rehab and wellness resources for adults living with a neurological injury or illness.



FOUND MISSION we believe everyone is WORTHY. Worthy of being seen, of being loved, of being FOUND. We do the work of expressing this belief through our Fuel in the School program. Working with over 100 school campuses in the Lubbock area and beyond, we rally the community to gather resources to meet the basic needs of children.