

May 30, 2023

Mr. Charles Randolph, CPP  
President  
International Protective Security Board (IPSB)

Dear Mr. Randolph and Members of the IPSB,

BEPP is committed to inclusion as one of its guiding principles. In that spirit of partnership, we invite the IPSB to join our significant efforts in developing the proposed ANSI "Standard for the Provision of Executive Protection."

The BEPP is an organization with a clear and focused mission to enhance the executive protection industry by developing a universal, nationally recognized Standard for protective operations. With additional industry collaborations and partnerships, we can increase the review and analysis of our Standard beyond the 180 industry leaders currently involved. We strongly feel that only through comprehensive review can the standard withstand scrutiny and acceptance.

The BEPP will offer the IPSB "coauthor" title to the future Standard in recognition of this proposed partnership. The IPSB's name will also appear alongside the BEPP's name in the ANSI standard.

As a gesture of commitment to the completion of this Standard and our collaborative effort, we respectfully request the following conditions:

1. In a press release and public statements shared on various print and electrotonic media platforms, the IPSB announces its commitment to the proposed ANSI standard being developed by the BEPP.
2. IPSB will have the right to nominate up to 40% of their Board members to become contributing members of the "Working Group." Those nominated must follow the BEPP application process.
3. Members of the IPSB Board are required to sign a non-disclosure agreement and non-compete agreement that pertains to all aspects of the working products, processes, and tasks related to the development of this Standard. In accordance with the current BEPP process, all individuals involved in developing this Standard have signed non-disclosure agreements.
4. The IPSB agrees to co-finance 40% of the expenses associated with developing and processing the proposed ANSI Standard. The BEPP will provide an itemized expenditure outline for the IPSB upon acceptance.
  - a. Initial buy in by the IPSB of \$21,600 which is 40% of costs that the BEPP has already incurred and paid.
  - b. The current ANSI annual membership fee is \$6,600.00, of which the IPSB would be responsible for \$2,666.00 annually.

- c. Current estimated monthly administration fees (website, emails, BaseCamp web costs, etc.) total approximately \$550.00, with a proposed IPSB responsibility of \$220.00.
5. Upon completion of the Standard, ANSI will charge an approx. processing fee of \$70,000, of which the IPSB will be responsible for 40% of this final fee.
6. Once the Standard has been jointly developed, the IPSB will continue to provide 40% of ongoing financial support for monthly standard administration costs, standard updates, annual ANSI membership fees, and any other ancillary costs associated with the Standard.
7. IPSB will be required to enter into a contractual agreement with the BEPP.

An effective partnership between the BEPP and IPSB cannot be overstated. As a result of a partnership, the executive protection industry is poised for greater alignment and a more unified voice for standardization.

As the proposed Standard is already in development, the BEPP respectfully requests that a response be provided by the end of Quarter 2 (June 30, 2022).

On behalf of the BEPP, I would like to thank you for taking the time to consider this proposition. Our organization looks forward to collaborating with individuals who share the same commitment to advancing this industry.



James Cameron, CPP  
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Board of Executive Protection Professionals  
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