

**SIGNATURE PAGE**

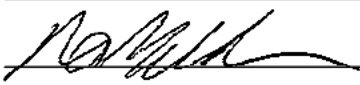
**CC-12-2022**

To the Monmouth County Board of County Commissioners:

**THE UNDERSIGNED HEREBY DECLARES THAT  
I (WE) HAVE CAREFULLY EXAMINED THE SPECIFICATIONS.  
I (WE) HEREBY CERTIFY PRICES QUOTED ARE IN ACCORDANCE  
WITH YOUR REQUIREMENTS.**

Company Name: Hart Halsey, LLC d/b/a Extra Duty Solutions

Preparer's Name: Rich Milliman (PRINT)

Signature:  (PRINT) October 7, 2022  
(DATE)


Address: 1 Waterview Drive, Suite 101  
Shelton, CT 06484

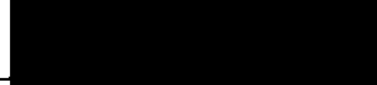
Telephone No.: 203-216-9742

Fax No.: 203-306-3140

E-Mail Address: RMilliman@extradutysolutions.com  
**\*\*\* (This should be the email where Contracts would be sent) \*\*\***

Contact Person: Rich Milliman

FEIN:   
(Federal Employee ID)

BRC:   
(Business Registration Certificate)

(Revised 2/2017)



the customer's information to our collections firm for action. We have served more than 12,000 agency customers and have had to send only nine demand letters and initiate legal action once.

We often preclude delinquencies by having non-recurring customers pre-pay or place a credit card on file with us, so that we can charge the card if they do not pay their invoice.

### **Streamlining the Extra-Duty Process**

Case Study: Middlesex County, MA

Middlesex County is comprised of 40 municipalities, including West Boston and Cambridge. When a police department within the county needed assistance filling an off-duty assignment, staff would contact Middlesex County Sheriff's Office dispatch.

Dispatch would then notify designated deputies within the sheriff's office about the available detail. Those deputies would in turn reach out to eligible deputies and attempt to find someone to take the job.

The deputy assigned to the job would respond to the work site, perform the job, record the customer information and transfer all the information (location, customer, hours, etc.) to administration after completing the job. Administration would then invoice the customer, and wait for payment from the customer. After the county received payment, the deputy was paid.

With EDS as the administrator of the County's off-duty program, the process became much more efficient. When municipal police departments needed the Middlesex County Sheriff's Office to fill a job, they called a centralized local EDS number. Using Middlesex County rules as a guide, EDS coordinators then worked to find a deputy to fill the job. The deputy then worked the job, and received his pay in that pay period. EDS floated the pay, paid the County all administrative fees, and invoiced the customer.

## **7. FEE**

EDS is very well-funded and will have no difficulty paying the officers, admin fees, and cruiser fees before we collect from our detail vendors. In our first full year of operations, 2016, our invoices totaled \$2M. Our current annual invoice total, on a run-rate basis, is \$100 million, and we have 140 active agencies (nearly 80 are in New Jersey) with another three in the onboarding process. We have never been late on a payroll. We encourage you to speak with our client references to verify that our payroll payments come on the exact day they are due 100% of the time.

EDS levies a 7% administration fee added to all off-duty invoice totals. Invoice total is comprised of officer fee, patrol car fee and any admin or equipment fee charged to the vendors. This fee is charged to the customer (whoever is paying for the detail). Customers wishing to remit payment via a credit card will be charged a 3% fee.

EDS does not charge for program configuration, implementation, training, travel, or insurance. This fee structure is valid for five years.



EDS does not levy extra fees to vendors for up front/escrow payments or payments by check. Nor do we charge the full scheduled fees on detail modifications or cancelations beyond any fees required by County rules.

EDS has no delay in payments to the County for payroll. EDS will pay the County amounts due for payroll, including County admin fees and cruiser fees, on the dates specified by the County, not 10 days later. If your payroll ends on Sunday, payroll reports and ACH funds are sent and deposited on Monday.

EDS also offers fully-integrated on-duty scheduling software with full integration between on- and off-duty schedules. Our on-duty scheduling software has been used for more than 20 years by agencies as large as Charlotte Mecklenburg, NC and the United Nations.

If MCSO would like to use our on-duty scheduling software, we can include full set-up, use and hosting of that software for an additional 2% increase to our administration fee. If there is interest, we can install that software immediately or anytime in the future.

