



OTTAWA CONSUMERS MEET WITH... PAUL GUINDON *from* COMMISSIONAIRES OTTAWA

Paul Guindon is Chief Executive Officer at Commissionaires Ottawa (a 5-year Consumer Choice Award winner in the category of *Security Guard Services* in the region of Ottawa). The company has been in business since 1939 and is Ottawa's leader in Security Solutions and Digital Fingerprinting



COMMISSIONAIRES OTTAWA
TRUSTED · EVERYDAY · EVERYWHERE



WHAT DOES IT MEAN FOR YOUR COMPANY TO BE VOTED BY CONSUMERS AS YOUR CITY'S BEST?

We are honoured that consumers recognize our dedication to expanding, diversifying and innovating security solutions that not only meet the needs of today's business and government sectors, but also keep stride with new and growing demands.

WHAT SETS YOU APART FROM YOUR COMPETITORS?

We are the best at what we do. Our social mandate is to hire veterans and other

citizens who share a passion to protect Canada's freedom and peaceful way of life. We give back to those who have served our country.

HOW WILL WINNING THIS AWARD AFFECT THE WORK YOU DO MOVING FORWARD?

This is our fifth win in a row and we consider this a milestone worth celebrating. The Consumer Choice Award brand is trusted. It helps consumers make better choices, and we're grateful that they keep choosing Commissionaires Ottawa.

WHAT IS THE BIGGEST RISK YOU HAVE EVER TAKEN IN BUSINESS?

In 2006, we expanded our core security guard services to include digital fingerprinting and other business lines. A decade later, we have successfully built the most extensive digital fingerprinting infrastructure in Canada.

BUSINESS WISE, WHAT IS YOUR NEXT BIG STEP?

Our digital fingerprinting business—along with related services such as criminal background checks, pre-employment screening, US entry waivers and pardons—is growing so rapidly that we are hiring more technicians to keep up with demand.

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BUSINESS MOTTO

Be the best, remain the best

WHAT I LOVE ABOUT MY JOB

Every time we win contracts and grow our services, we are creating more jobs—

particularly for military, RMCP and police veterans who have served our country with such courage, loyalty and devotion

BIGGEST SUCCESS

Hiring the best people to do the job

ONE WORD I WANT TO OWN IN MY CUSTOMERS' MIND

Value

DAILY, I TRY TO

Focus on family. Whether it's our families at home, in our communities or at work, we are dealing with people who deserve to live in a safe,