

# eVA Connections

April 2009

Virginia's Total e-Procurement Solution

www.eva.virginia.gov

## Top Guard Security Keeps Watch On Growing eVA Business

THE DISPOSITION SHOULD BE EQUABLE AND KIND, RESOLUTE AND COURAGEOUS (NOT VICIOUS OR AGGRESSIVE), AND Demeanor SHOULD BE PACIFIC AND DIGNIFIED.

How the American Kennel Club (AKC) defines the ideal temperament of a purebred bull dog:--from AKC website, [www.akc.org](http://www.akc.org)

For Top Guard Security, the bull dog is not just a stalwart symbol of the security profession. The company mascot mirrors the corporate spirit of one of Virginia's largest woman-owned businesses.

"We instill in our employees a family-like atmosphere, where we hold high expectations, we reward good performance, and we value and respect everyone's contributions," said Nicole Stuart, President. "It is this corporate personality that makes up the winning force of security professionals at Top Guard."

### Equable And Kind

**EQUABLE:** Free from many changes or variations; uniform: an equable climate; an equable temperament

--from [www.dictionary.com](http://www.dictionary.com)

**KIND:** Speaks for itself.

Top Guard maintains a passionate, supportive relationship with its employees. Their own job security contributes to their character on the job, in the provision of reliable security services for Top Guard clients.

"Our employees carry their pride in our firm and themselves into their assignments," said Chris Stuart, Vice-President, Client Relations and Business Development.

*"We instill in our employees a family-like atmosphere, where we hold high expectations, we reward good performance, and we value and respect everyone's contributions."*

Nicole Stuart  
President  
Top Guard Security

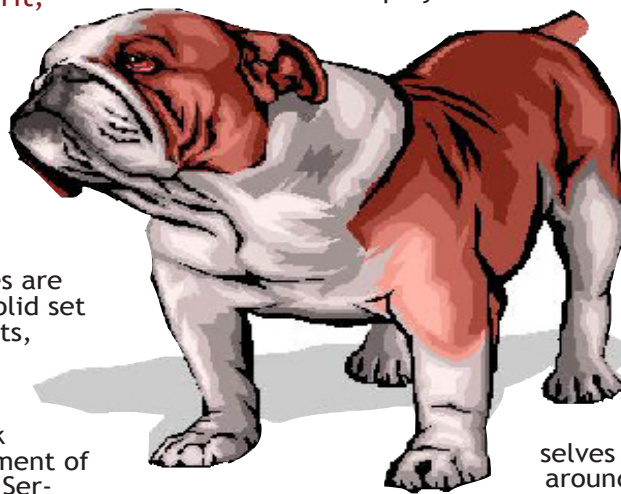
### Resolute And Courageous

**RESOLUTE:** Characterized by firmness and determination, as the temper, spirit, actions, etc.

--from [www.dictionary.com](http://www.dictionary.com)

**COURAGEOUS:** We all know what courageous means.

New employees are screened for a solid set of character traits, through an on-line employee application, and a companion link with the Department of Criminal Justice Services (DCJS). DCJS provides comprehensive planning and state-of-the-art technical and support services for the criminal justice system to improve and promote public safety in the Commonwealth. In addition to getting DCJS certified, Top Guard recruits also undergo specialized training and continuing education.



### Not Vicious Or Aggressive, But Pacific And Dignified

**PACIFIC:** as tending to make or conserve peace; conciliatory

--from [www.dictionary.com](http://www.dictionary.com)

**DIGNIFIED:** Speaks for itself.

Whether armed or unarmed, Top Guard employees station them-

selves around their clients' facilities and institutions, prepared to maintain employee safety in the face of common occurrences such as getting locked out of buildings, broken elevators, or missing car keys. But they also are key in preparing their clients for more uncommon scenarios, such as threats to employee health and safety, or security hazards that might befall the institution itself.

Nicole Stuart talks about Top Guard's core mission. "Our goal is to project the feeling of safety and security for our clients and their employees, while always staying alert to unexpected emergencies. Our staff are trained in a variety of response scenarios from fire alarms to workplace violence threats."



## Securing Business Through eVA

Top Guard has been a leader in e-procurement since inception, joining the eVA marketplace in 2001. In business for 13 years, the company has seen the benefit of doing business with the Commonwealth electronically.

“eVA is the way we hear about business opportunities,” explains Chris Stuart. “By serving as a one-stop for state and local government buyers, eVA gives businesses one source for information on Commonwealth public sector business opportunities,” he added.

## Growth And Expansion

Founded in 1996, Top Guard is a second generation family owned business. The firm has been through several growth phases. “We started with 140 employees,” said Nicole Stuart, “And currently have more than 525,” she added.

“In 2001 we experienced a growth spurt when we opened a Southside branch office. In 2004 the firm grew by 140 security officers in 45 days. In July of 2008 the firm was awarded another major contract, and grew from 450 to 525 security officers in thirty days!”

Top Guard has worked with a number of state and local government agencies, including the cities of Hampton and Norfolk, the Hampton Roads Sanitation Department, Christopher Newport University, Virginia Department of Transportation and Tidewater Community College.

Frank Dunn, Vice President for Administration at Tidewater Community College shares his experience with Top Guard Security.

“It has been a pleasure working with Nicole and Chris Stuart--and the whole Top Guard “family.” Their management team is very responsive to our needs as they change over time. They demonstrate a strong commitment to excellence and customer service.”

Chris Stuart talks about winning contracts through eVA. “The VDOT Suffolk award in 2001 jump started our vibrant Suffolk division, and the City of Norfolk

Award in 2004 comprised a 33% growth with one contract. Tidewater Community College in 2008 has seen a 20% increase in total billing.”

“By tying in the myriad purchasing agencies at the local and state level, eVA has simplified the process of ensuring that a business is aware of all possible solicitations with Virginia state and local government. eVA deserves recognition for simplifying access to Virginia’s public sector contracting opportunities for businesses,”

added Nicole.

“Generally eVA has represented a smooth platform for both solicitations and payment,” said Chris.

The firm has also received recognition with several business and trade awards, and proudly boasts a Seven Seals award from ESGR, the Employers Support for the Guard & Reserve. It is the group’s highest honor, and is bestowed on firms showing the utmost commitment to supporting our nation’s citizen soldiers.



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Chris Stuart  
Vice President  
Client Relations And Business Development  
Top Guard Security

## Spotlight On Nicole Stuart, President

B.S. '92, M.P.A. '95 Old Dominion University

Four children: Shelby 4, Chance 2, Brody and Cooper 10 months

Born and raised in Hampton, Virginia

Founding member of the U. S. Women’s Chamber of Commerce, Board Member for Transitions, Peninsula Chamber of Commerce Women’s Advocate Award 2006

Inside Business’ Women’s Achievement 2005 and 40 Under Forty Award Winner 2008