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Security / FM Pricing Strategy

Security & Facility Management

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Get a pricing strategy for a security/FM business — transparent statutory-plus-management-fee pricing, value differentiation, handling low-ball competitors and wage revisions, and margin protection — to price competitively yet profitably. Describe your situation below.

Purpose of this tool & output

Win work without pricing below cost

How the output is used

Use it to win work without pricing below cost — a pricing strategy that balances competitiveness with a real margin over statutory cost.

Who should vet it

A CA or finance-savvy owner, to confirm the pricing stays above the full statutory cost with a margin.

Important cautions

AI-generated strategy; never price below the statutory cost floor - it is illegal and unsustainable.

Companion documents

- Security Manpower Cost Sheet
- Security / FM Business P&L
- Bill Rate Build-up
- Contract Costing & Margin
- Statutory Cost Analysis
- Capex Plan (Systems / Equipment)

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.