



## **FFLAssure Regulatory Compliance Capabilities**

NorthPoint Response Group offers comprehensive compliance program services that will complement and enhance your existing initiatives. Our deliverables provide tangible, substantive results that are reflected in your business processes and bottom line. NorthPoint can directly impact your operations on a variety of issues:

1. Assist with the development and deployment of specific processes and procedures that define requirements of a successful Federal and State compliance program. Policies and procedures can be deployed according to ISO standards or aligned with existing corporate practices.
2. Audit and oversee the inputs and outputs in electronic or manual Acquisition and Disposition ("bound book") programs to insure that all data is completed in a timely manner. Insure that the program is thoroughly and appropriately backed up and maintained in excellence.
3. Develop and the deploy a quarterly internal inventory and audit program to insure a 100% inventory check is completed that identifies issues before they become ATF action items. Develop appropriate summary reports and create recommendations based upon results of each quarterly audit.
4. Provide oversight of all subcontractors and team mates that provide lower receivers or other controlled parts and insure that marking variances are handled properly. Provide oversight that is administered in all facets of related paperwork process. Audit all subcontractors' processes and paperwork to insure that all practices by subcontractors are in line with expectations in your product delivery.
5. Should you desire ISO compliance, NorthPoint can create and oversee ISO 9001 procedures that define how to handle inventory and work with an electronic or manual bound book program. We will define the entire process of controlling inventory from the time a weapon is built until the time the weapon is actually delivered to an end user. This critical life cycle process is a

must for inventories that have extremely high churn (500-2500+ per month) or more demanding environments that requires additional time and attention to better manage churn in inventory.

6. In any firearms manufacturing facility it is critical that stringent processes and procedures are put in place to shore up safety and security in the facility. NorthPoint has developed the **Firearms Handlers Certification Program** for all personnel that are handling "Completed Firearms" throughout a facility. This program works to make certain that Firearms Handlers are annually certified "safe" in handling firearms around other employees, whether on or off the range. Our programs graduate students and allow them to wear appropriate identifiers that show other employees that they have satisfactorily completed this type of training. This type of program can ***significantly lower liability insurance rates*** and provide a much higher level of safety at your manufacturing facility. NorthPoint will work closely with your company in developing a Range Safety Officer program to complement the Firearm Handlers Certification Program so that all employees reap the benefit of certified best practices.
7. Monitor implemented safety programs and deploy any corrective actions necessary to insure ISO compliance.
8. NorthPoint can also assist with the design and implementation of a Mil Spec bar coding program to facilitate tracking process and inventory control programs. As many manufacturers have seen, developing a successful bar code program can make life easier at all stages of regulatory compliance. Time required to complete ATF inspections can easily be **reduced by 60-70%**.
9. Your shipping process/department serves as the "final gauntlet" to insure that firearms shipped adhere to regulatory mandates. The expert team at NorthPoint can easily assist in the development of proper domestic shipping procedures as well as the establishment of a qualified ITAR program. Our experts can help you maintain up to date shipping procedures to insure that all State and Federal compliance regulations are handled within the confines of the law. With the never-ending changes at the State statutory level, this exercise can tax even the smartest of programs.
10. NorthPoint will keep daily track of all regulatory affairs that affect sales and shipments to individual states. We will keep sales, production, vault, and shipping personnel apprised of all regulatory changes. We will post changes in each respective work area.
11. We can provide direct response on your behalf to customers that have issues that may impede a sale, due to regulatory issues. We can serve as the customer liaison to Federal and State regulatory issues.

12. NorthPoint will train your sales team on procedures and paperwork that is directly related to the sale of any NFA weapon that is transferred to a licensed dealer. Our programs will insure that paperwork is filed accurately and on a timely basis. NorthPoint will continuously monitor all programs to insure compliance. This aspect of our service is critical given increased scrutiny of ATF's NFA Branch.
13. Assist the sales staff personnel with Post Sample sales efforts at the dealer level. Manage the paperwork process and assist dealers with any efforts on sales, through the use of Post Samples. NorthPoint has developed a proprietary program for handling all types of Post Sample sales.
14. Serve as a direct liaison with high level ATF personnel and Branch personnel on issues related to manufacturing, production, design, and ATF regulation interpretation. NorthPoint currently maintains a working relationship with the ATF Director, B. Todd Jones, Chiefs at Exports, NFA Branch, the Firearms Technology Branch, and Industry Operations Executives, Managers and Inspectors for many Field Divisions.
15. Serve as the ATF liaison on all issues related to Federal regulations and operations within your facility. Work directly with ATF personnel on specific issues that may affect your operations. The primary objective is to always keep your company in step with all existing and proposed Federal regulations.
16. Maintain responsibility for the correct interpretation of and adherence to all ATF and State regulatory initiatives. Notify all departments of any changes to the regulations that may effect operations and change ISO procedures accordingly
17. Represent, at your direction, your interests at appropriate ATF and industry conferences, including, but not limited to: NFATCA, NSSF, NRA, F.A.I.R. Trade Group.
18. Serve as the liaison between some of the larger DOD contract support customers on rifle acceptance and distribution. Perform test firing, if required, at the NorthPoint Response Special Operations Center in Virginia.
19. Work directly with Law Enforcement sales on Federal Law Enforcement programs utilizing the NorthPoint SOC range facility. This process involves demonstration for all "Alpha" agencies from the Washington DC area.