

# ENTERPRISE OFFERINGS

2021



THE  
EMERGENCE  
OF THE  
DEFENDED  
ENTERPRISE

DISTRIBUTED SECURITY, INC

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# POST-2020

*In the recent past, enterprises could count on a low probability of violent attack combined with a high probability of law enforcement response. Post-2020, this expectation is reversed.*

## 2021 Enterprise Offerings

**ENTERPRISE MEMBERSHIPS.** For small enterprises and organizations that want to take the first steps towards developing their own security team.

**INDIVIDUAL DEFENDERS:** For any size organization, this option trains employees to safely and effectively carry concealed weapons on site.

**INDIVIDUAL OPERATORS.** For any size enterprise that wants to train a small cadre of employees to defend against a violent attack.

**TEAM OPERATORS.** For medium to large enterprises that want competent teams capable of a coordinated response to violent threats.

**OPERATOR- COMMANDER.** For larger enterprises that want to train both commanders and SWAT competent teams capable of a coordinated response to enterprise and community threat.

**DISTRIBUTED SECURITY BASE.** For larger enterprises that want to develop and operate their own private security force including infrastructure, training, provisioning, and outsourcing.

**THE ONLY THING THAT STOPS A VIOLENT ATTACK ARE ARMED, HIGHLY-TRAINED DEFENDERS WHO ARE ON-SITE AT POINT OF CONTACT.**

*Active shooter training will not stop an **active shooter.***

*AI driven security cameras will not stop a **terrorist attack.***

*Unarmed security guards will not stop a **mass shooting.***

*Undefended barriers will not prevent **riot and mayhem.***

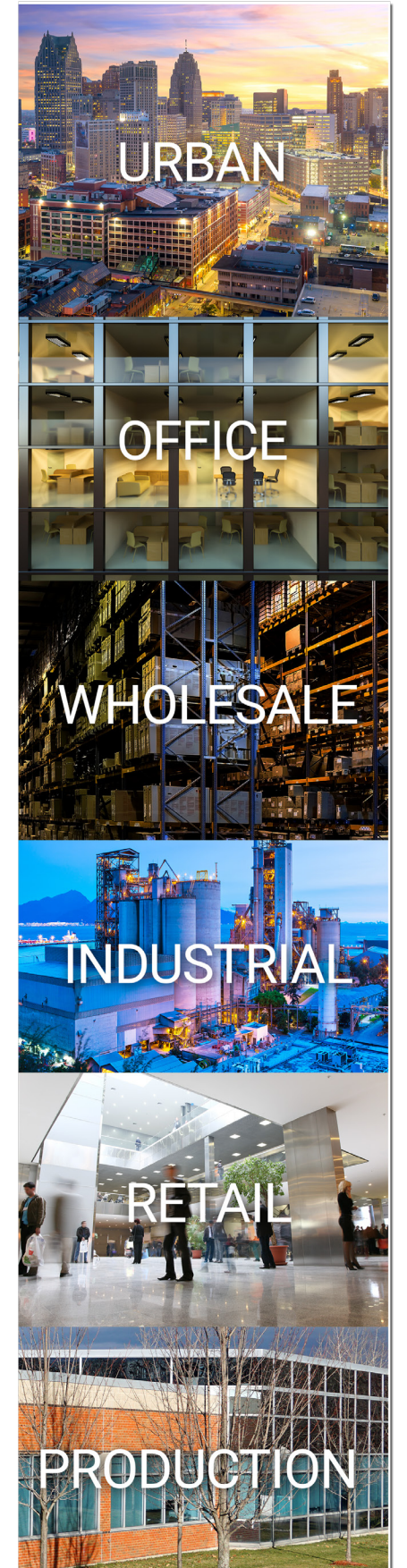
For over 10 years, Distributed Security has been pioneering the development of services, programs, and courses that allow individuals and enterprises to safely and effectively defend against violent threat

DSI is at the forefront of creating solutions for enterprises anxious to move from **defenseless to defended.**

# THE EMERGENCE OF THE DEFENDED ENTERPRISE

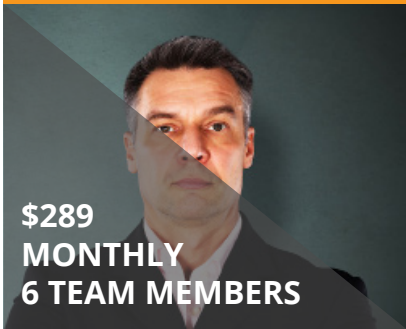
**Whether you're a Brooklyn bodega, a Detroit manufacturer, a Chicago professional services firm or a suburban mixed-use development** we have the resources you need to become the defended enterprise. Decentralized threats from terrorists, gangs, factions, and militias driven by accelerating polarization between religions, lifestyles, races, and economic systems have set the stage for unprecedented upheaval. Government institutions that provided security in the past will not contain these threats in the future. Nor were they ever intended to provide security from decentralized threats.

*DSI offers a turnkey package of solutions encompassing infrastructure, training, provisioning, and outsourcing for enterprises located in vulnerable communities.*



## DEFENDED ENTERPRISE OFFERINGS\*

**ENTERPRISE MEMBER**



**\$289**  
**MONTHLY**  
**6 TEAM MEMBERS**

**Defense Academy Member**

*For small enterprises that want to take the first steps towards developing a their own security team.*

**TIER 4: DEFENDER**



**\$8,568**  
**16 HOURS**  
**30 DAYS**

**Concealed Carriers**

*For any size enterprise that wants to ensure safe and competent on-premise CCW carriers.*

**TIER 3: OPERATOR**



**\$30,570**  
**56 HOURS**  
**3 MONTHS**

**Individual Operators**

*For any size enterprise that wants to train a small cadre of employees to defend against a violent attack.*

**TIER 2: OPERATOR**



**\$72,625**  
**112 HOURS**  
**6 MONTHS**

**Team Operators**

*For medium to large enterprises that want competent teams capable of coordinated response to violent threats.*

**TIER 1: OPERATOR**



**\$124,105**  
**224 HOURS**  
**12 MONTHS**

**Operator - Commander**

*For larger enterprises that want to train both commanders and competent teams capable of coordinated response to enterprise and community threat.*

**PRIVATE SECURITY FORCE**




**\$500,000**  
**INFRASTRUCTURE**  
**24 MONTHS**

**Distributed Security Base**

*For larger enterprises that want to develop and operate their own private security force including infrastructure, training, provisioning, and outsourcing.*

**COMMAND SCHOOL**



**\$23,970**  
**30 HOURS**  
**3 DAY - SEMINAR**

*Command School is included in our Tier 1 and Private Security Force offerings. We also offer Command School as a standalone offering for private enterprise CEO's and security managers interested in developing the "Defended Enterprise".*

*Command School will teach you how to assess your enterprise vulnerability and plan for its defense, how to stand-up your private security force, and how to build-out a distributed security network capable of defending your immediate community.*



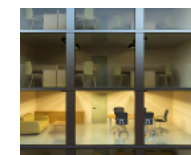
### DEFENSE ACADEMY MEMBERSHIP - Enterprise Membership\*

**ENTERPRISE MEMBERSHIPS.** FOR SMALL ENTERPRISES AND ORGANIZATIONS THAT WANT TO TAKE THE FIRST STEPS TOWARDS DEVELOPING A THEIR OWN SECURITY TEAM. The enterprise TEAM membership for the on-line Defense Academy provides the content, courses, instruction, plans, and resources for small teams to learn how to defend life and property.

This membership is designed for CEO's, managers and employees who face a common security challenge - in the event of a violent confrontation, how do you defend your employees, assets, and property until the arrival of law enforcement? This is a monthly membership subscription for up to 6 employees and provides a guided step-by-step plan for defending the enterprise.

Of critical importance, this membership includes instructions on how to; conduct a security analysis, form a security cadre, and provision the team and full access to more than 60 on-line courses covering weapon fundamentals, individual and team tactics.

<b>Details</b>	✓ \$289 per month.	✓ Full access to all content
	✓ Up to 6 members for \$289.	✓ Interactive training plans.
	✓ Cancel at anytime.	✓ On-line security assessment



### TIER 4 - CCW Carriers\*

**CCW CARRIERS.** TRAINS EMPLOYEES TO SAFELY AND EFFECTIVELY CARRY CONCEALED WEAPONS ON SITE. For any size enterprise that wants to ensure safe and competent on-premise CCW carriers. Program includes 16 hours of dedicated range training plus access to on-line resources including a dedicated enterprise Private Training Group, an interactive training plan and on-line courses and content. Introductory tactical medicine skills are integrated into the on-range and on-line training.

This program requires a minimum of 6 employees per class, is delivered over a 30 day period, and costs \$1,406 per student. Qualifying students receive the DSI "Tier 4 Defender" certification. Range training can be configured as two 8 hour sessions or four 4 hour sessions. Range facility surcharge may apply based upon location of client.

<b>Details</b>	✓ \$8,568 for 6 employees.	✓ Combative handgun.
	✓ 16 hours range training.	✓ Tactical medical.
	✓ 30 day duration.	✓ On-line Private Training Group.
	✓ 1 Year DA enterprise membership included.	✓ No prerequisite.

*\* Indicated program pricing, terms, and conditions are for illustration purposes only. Actual pricing, terms, and conditions may differ and are offered via proposal only.*



### TIER 3 - Operator\*

**INDIVIDUAL OPERATORS.** FOR ANY SIZE ENTERPRISE THAT WANTS TO TRAIN A SMALL CADRE OF EMPLOYEES TO DEFEND AGAINST A VIOLENT ATTACK. This program integrates 16 hours of dedicated range training with 24 hours of reality based training and includes tactical medical training. Training focuses on the use of concealment and cover, working hallways, stairs and doorways, crossing thresholds and clearing rooms.

There is a minimum of 6 employees per class, this program is delivered over a 3 month period and costs \$5,029 per student. Qualifying students receive the DSI "Tier 3 Operator" certification. Range facility surcharge may apply based upon location of client.

Enterprises have two options to achieve Tier 3 certification. They may purchase the Tier 3 integrated program which includes all Tier 4 training, or start with Tier 4, then take the additional Tier 3 courses at a later date. The cost for this second option will be higher and determined by elapsed time between completing the Tier 4 course and starting the Tier 3 program, plus, any turnover on the training team (new team members would go through the Tier 4 courses first).

<b>Details</b>	✓ \$30,570 for 6 employees.	✓ Combative handgun.
	✓ 56 hours of training.	✓ Tactical medical.
	✓ 3 month duration.	✓ On-line Private Training Group.



### TIER 2 - Operator\*

**TEAM OPERATORS.** FOR MEDIUM TO LARGE ENTERPRISES THAT WANT COMPETENT TEAMS CAPABLE OF COORDINATED RESPONSE TO VIOLENT THREATS. Program integrates 112 hours of on-range, on-site and on-line training. Delivers integrated team/squad capabilities, and trains combative handgun and rifle plus team and individual enterprise sited reality based training scenarios along with tactical medical and tactical communications skills. Comprehensive security assessment and vulnerability analysis included plus customized Mission Essential Task List (METL's). Participants all learn to lead a 2-4 person team in tactical operations.

Minimum of 6 employees per class, this program delivers a total of 112 hours of training over 6 months at a cost of \$12,038 per student. Qualifying students receive the DSI "Tier 2 Operator" certification. Range facility surcharge may apply based upon location of client.

Enterprises have two options to achieve Tier 2 certification. They may purchase the Tier 2 integrated program which includes all Tier 3 and Tier 4 training, or start with Tier 3, then take the additional Tier 2 courses at a later date. The cost for this second option will be higher and determined by elapsed time between completing the Tier 3 course and starting the Tier 2 program, plus, any turnover on the training team.

<b>Details</b>	✓ \$72,625 for 6 employees.	✓ Combative handgun & rifle.
	✓ 112 hours of training.	✓ Tactical medical & Comms
	✓ 6 month duration.	✓ On-line Private Training Group.



### TIER 1 - Operators - Commanders\*

**OPERATOR - COMMANDER.** FOR LARGER ENTERPRISES THAT WANT TO TRAIN BOTH COMMANDERS AND SWAT COMPETENT TEAMS CAPABLE OF COORDINATED RESPONSE TO ENTERPRISE AND COMMUNITY THREAT. Program integrates enterprise operators with senior leadership into a cohesive enterprise defense force. This option is open only to Tier 2 certified operators and senior level enterprise executives. Enterprise executives and Tier 2 operators receive on-site and on-line training to develop the skills necessary to analyze and assess threats, make and execute plans, organize personnel and material, and lead the defense of enterprises and local community.

The program includes a 40-hour seminar-format Tactical Leadership and Planning Course and a 16-hour Organization Level Exercises (OLE) Course which both operators and executives take. Additionally, the enterprise's Tier 2 operators take the 16-hour Open Country/Urban Terrain Tactics Course, and complete the Tier 2 CFI "train the trainer certification".

Minimum of 3 enterprise senior leaders and 3 previously certified Tier 2 Team Operators per class. This program adds a total of 112 hours of training (to their Tier 2 hours of 112 making a total of 224 hours) over 6 months for enterprise operators, and 56 hours of training for enterprise executives. Qualifying senior leaders receive the DSI "Force Commander" certification. Qualifying Tier 2 Operators receive the Tier 1 Operator certification. Range facility surcharge may apply based upon location of client.

<b>Details</b>	✓ \$124,105 for 6 employees.	✓ Combative handgun & rifle.
	✓ 224 hours of training.	✓ Tactical medical & Comms
	✓ 12 month duration.	✓ On-line Private Training Group.
	✓ Senior leadership course.	✓ Field exercises.
	✓ Train the trainer.	✓ Urban/country terrain tactics.

*..."In fact, there are some carriers that offer businesses discounted rates on their Active Assailant coverage if a security company is hired, whether it be traditional contracted security or companies who train employees on site."*

**Sean Connors - VP Marsh McClennan - 10.27.21**



## BASE - Private Security Force\*

**DISTRIBUTED SECURITY BASE.** FOR LARGER ENTERPRISES THAT WANT TO DEVELOP AND OPERATE THEIR OWN PRIVATE SECURITY FORCE INCLUDING INFRASTRUCTURE, TRAINING, PROVISIONING, AND OUTSOURCING. The Distributed Security Base (DSB) option adds, infrastructure provisioning and business outsourcing to the Tier 1 offering. Priced by quote only.

A business purchases a turnkey franchise or license allowing him to build a training base, develop and operate a security cadre, and offer; range time, Tier 4 training courses, and guard services in an exclusive territory. Business pays a franchise fee, plus monthly royalty and service fee.

### Details

#### INFRASTRUCTURE

Design, construction and financing of a distributed security base consisting of an on-site range, armory and tactical training facilities:

1. Initial site survey for placement of range.
2. Interface with local law enforcement officials.
3. Modification of standard DSB base plan to fit site.
4. Specification of range equipment- stalls, baffling, HVAC.
5. Interface with local contractors and vendors.

#### PROVISIONING

Specification of a completely outfitted armory including weaponry, ammunition, accessories, medical supplies and communication gear. We specify:

1. Detailed handgun, shotgun, rifle and any specialty weapons specification.
2. Non-lethal UTM/Sims weapons, conversion kits and ammo.
3. Base and mobile tactical medical kits.
4. Base and mobile communication gear.
5. Weapon accessories; holsters, slings, optics, packs, rails, etc.
6. Training kits and uniforms.
7. Physical armory for secure storage of weapons and ammunition.

#### OUTSOURCING

A business model capable of converting the DSB into a profit center via the training of local citizens and the defense of other businesses, churches and schools including:

1. Business plan.
2. Marketing materials.
3. DSI can also provide a contract employee to run the range and all training operations.



## COMMAND SCHOOL\*

COMMAND SCHOOL IS A THREE-DAY SEMINAR DESIGNED FOR CEOS AND SENIOR SECURITY MANAGERS at private enterprises intent on building a private security force for the defense of lives and property against violent threats. Command School will teach you:

1. How to assess your enterprise vulnerability and plan for its defense.
2. How to stand-up your private security force.
3. How to build-out a distributed security network capable of defending your immediate community.

Command School is training conducted in a seminar setting through discussion and participatory exercises including tabletop decision-making exercises that present and rehearse time-honored concepts of collective training, planning, and leadership adapted to the emerging threats confronting American communities.

### Details

*Command School is included in our Tier 1 and Private Security Force offerings. This is our standalone offering for private enterprise CEO's and security managers interested in developing the "Defended Enterprise".*

#### COMMMAND SCHOOL - Creating The Defended Enterprise

##### SEMINAR SUMMARY:

- **Cost:** \$3,995
- **Duration:** 3-Days
- **Format:** Seminar
- **Location:** Nationwide
- **Date:** Monthly

##### INCLUDED IN THE SEMINAR COST:

- **30 Hours.** Thirty hours over three days of small group lecture and discussion.
- **Presentation Binder.** 500+ pages printed take-aways in presentation binder.
- **Courseware.** 17 LMS (Learning Management Software) online modules.
- **Smartsheets.** Smartsheet interactive stand-up plan.
- **Lifetime Membership.** Lifetime membership to the DSI on-line Defense Academy.
- **Private Training Group.** Custom online Private Training Group for your enterprise.
- **Certificate Of Completion.** Lucite block completion certificate.
- **Team Dinner.** Thursday evening. Real restaurant. Great food. Unwind.

## ABOUT DISTRIBUTED SECURITY

DISTRIBUTED SECURITY, INC. is a private security company. We train, advise, and operate proprietary teams to actively defend enterprise life and property. Our offerings are delivered via online, on-range, and on-site options. We train individuals and teams to SWAT level competencies. Our curriculum includes combative firearms, individual and team tactics, and tactical medicine and communications skills. We advise enterprises and organizations on the development and deployment of proprietary security teams via our Command School and Distributed Security Networks. We operate our own quick reaction teams that can provide immediate response to covered clients in the event of imminent threat.



Mike Smock is Co-founder and CEO of Distributed Security. Over a 40-year career, he has managed or advised enterprises operating in at-risk environments worldwide. Prior to co-founding the enterprise, he was managing director for a San Francisco based strategy consultancy, and Chairman and CEO of an international contracting firm. In his early career, he spent 15 years in senior management positions with national and international enterprises. He attended Michigan State University.



Ron Danielowski is Executive Vice President- Chief Instructor. Prior to co-founding the enterprise he spent 25 years as a multi-agency accredited instructor, organizing, developing, implementing, and overseeing training solutions for numerous federal agencies including the Department of Energy, Federal Air Marshals, and the Department of State. He has worked extensively in both Afghanistan and Iraq in support of America's military and federal agencies. Ron started his instructing career in the Marine Corps, both as a coach and a Primary Marksmanship Instructor. Ron is a Distinguished Marksman and member of the "President's Hundred" .



Bill Tallen is Executive Vice President- Tactical Operations. Prior to joining the enterprise he had a 20 year career with the Department of Energy, where he served as a Federal Agent, team leader, unit commander, training instructor, and manager in the agency which provides secure transportation of nuclear weapons and nuclear materials within CONUS. He helped to found DOE's Special Response Force program, developing and teaching urban and close quarter battle techniques to Federal Agents charged with recovery of lost assets. He has designed and conducted a variety of wargaming efforts in support of vulnerability assessments, security system design, and leadership training, and has taught a variety of crisis decision making models. Bill holds the degree of Master of Arts in National Security and Strategic Studies from the U.S. Naval War College.



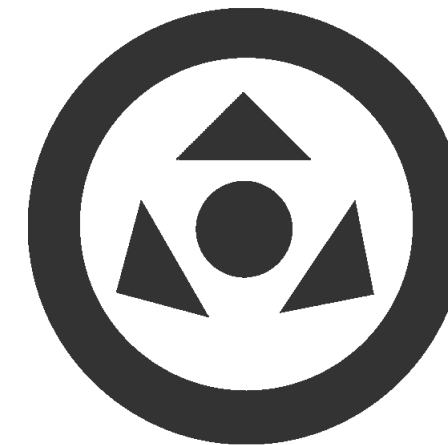
Randy Bartlett is Vice President- Strategic Engagements and leads the development and implementation of corporate level partnerships and joint ventures. He has over 30 years military and paramilitary experience as a commissioned Infantry officer, non-commissioned officer, and contractor. Through various companies, he provided leadership and management for site and convoy security, medical evacuation, personnel recovery, expatriate evacuation, vulnerability analysis and gap assessment, and business continuity in several countries. As part of the withdrawal of conventional forces from Iraq, he was part of a four man team that located, accounted for, and developed protective plans for Americans and foreign nationals in Iraq. He also developed a security program for an infrastructure renewal and development project valued at \$1B USD in Libya.



Chuck Gbur, MD is Vice President- Tactical Medicine and leads the development and instruction of all tactical medicine content. He is a retired Battalion Surgeon and currently a interventional cardiologist in Toledo, Ohio. He is board certified in Internal Medicine, Cardiology, Interventional Cardiology and Undersea & Hyperbaric Medicine. He served as a medical officer in the United States Navy. During most of his 25 year military career he served with the Fleet Marine Force. He held numerous positions including Battalion Surgeon, Marine Rear Area Operation Group Surgeon, Regimental Surgeon, and Advisor to The Medical Officer of the Marine Corps at HQMC. He was a graduate of the Naval War College and Joint Forces Staff College.



Les Leslie is Vice President- Business Development. As a former US Army Light Infantry squad leader, he has a tactical military background covering wartime deployments and training missions in Southwest Asia, Central America, the Caribbean, Southeast Asia, Europe, and Alaska. He is well versed in subjects ranging from mountain and arctic warfare, to tactical mantracking, urban operations, intelligence gathering, joint-operations with local forces, small-unit training, combat zone protective details, and tactical medicine and communications. In support of Operation Sea Signal, Joint Task Force 160, Les and his unit were instrumental in the construction and fortification of, the now infamous, "Camp X-Ray" on Guantanamo Bay, tasked with Riot Control operations, and responsible for coordinating transport of criminal and communist, migrant Cuban and Haitian nationals back across their respective borders for purposes of repatriation.



**DISTRIBUTED SECURITY**  
Trainers Advisors Operators

WWW.DISTRIBUTEDSECURITY.COM  
1.877.452.0951 -- INFO@DISTRIBUTEDSECURITY.COM