

DISTRIBUTED SECURITY, INC.

ENTERPRISE OFFERING MATRIX			Defense Academy Membership	Tier 4 DSI Enterprise Certified	Tier 3 DSI Enterprise Certified	Tier 2 DSI Enterprise Certified	Tier 1 DSI Enterprise Certified	Distributed Security Base
Title			Enterprise Member	Tier 4 Defender	Tier 3 Operator	Tier 2 Operator	Tier 1 Operator	Base
Duration			Monthly Recurring	1 month	3 months	6 months	12 months	24 months
Total Price (6 students)			\$289	\$7,736	\$22,890	\$72,625	\$51,480	\$1,000,000
Total Hours			Unlimited	16	56	112	224	336
Course Components	Hours	Cost						
DA Team Membership		\$289.00	YES	YES	YES	YES	YES	YES
DA Private Training Group		\$189.00	YES	YES	YES	YES	YES	YES
Interactive Training Plan		\$289.00	YES	YES	YES	YES	YES	YES
On-line Security Assessment		\$1,500.00	NO	YES	YES	YES	YES	YES
Combative Handgun	16	\$600.00	NO	YES	YES	YES	YES	YES
Combative Rifle	16	\$600.00	NO	NO	NO	YES	YES	YES
Combative Shotgun	16	\$600.00	NO	NO	NO	NO	NO	NO
Tactical Medical	16	\$600.00	NO	NO	NO	YES	YES	YES
Tactical Communications	16	\$600.00	NO	NO	NO	YES	YES	YES
Individual Tactics	24	\$2,695.00	NO	NO	YES	YES	YES	YES
Team Tactics	24	\$2,695.00	NO	NO	NO	YES	YES	YES
Open Country Tactics	16	\$1,695.00	NO	NO	NO	NO	YES	YES
Tactical Leadership & Planning	40	\$2,695.00	NO	NO	NO	NO	YES	YES
Service Components								
IP License/month		\$600.00	NO	NO	YES	YES	YES	YES
On-site Security Assessment		\$10,000.00	NO	NO	NO	YES	YES	YES
Organizational Level Exercises	16	\$2,495.00	NO	NO	NO	NO	YES	YES
CFI Certification - Tier 2	40	\$5,085.00	NO	NO	NO	NO	YES	YES
Annual Cadre Recertification	8	\$400.00	NO	NO	NO	YES	YES	YES
Annual Instructor Recertification	8	\$400.00	NO	NO	NO	YES	YES	YES
Distributed Security Base								
Franchise/License			NO	NO	NO	NO	NO	YES
Business Model			NO	NO	NO	NO	NO	YES
Infrastructure			NO	NO	NO	NO	NO	YES
Provisioning			NO	NO	NO	NO	NO	YES
Training			NO	NO	NO	NO	NO	YES
Business Model								
Instructor			NO	NO	NO	NO	NO	YES
Security Guard			NO	NO	NO	NO	NO	YES
Range			NO	NO	NO	NO	NO	YES
Training			NO	NO	NO	NO	NO	YES
Technology								
CRM			NO	NO	NO	NO	NO	YES
Web Portals			NO	NO	NO	NO	NO	YES

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Scheduling			NO	NO	NO	NO	NO	YES
Payment Processing			NO	NO	NO	NO	NO	YES
Email Campaigning			NO	NO	NO	NO	NO	YES
Mobile			NO	NO	NO	NO	NO	YES
Time Sheets			NO	NO	NO	NO	NO	YES
Payroll			NO	NO	NO	NO	NO	YES
Intellectual Property								
Training Manuals			NO	NO	NO	NO	NO	YES
Training Scripts			NO	NO	NO	NO	NO	YES
Training Plans			NO	NO	NO	NO	NO	YES
Range Courses			NO	NO	NO	NO	NO	YES
Online Courses			NO	NO	NO	NO	NO	YES
Business Process			NO	NO	NO	NO	NO	YES
Marketing								
Branding			NO	NO	NO	NO	NO	YES
Content			NO	NO	NO	NO	NO	YES
Web Site			NO	NO	NO	NO	NO	YES
Print Media			NO	NO	NO	NO	NO	YES
Broadcast Media			NO	NO	NO	NO	NO	YES
Digital Media			NO	NO	NO	NO	NO	YES
Out-Of-Home			NO	NO	NO	NO	NO	YES
Brochures			NO	NO	NO	NO	NO	YES
PR Templates			NO	NO	NO	NO	NO	YES
Financing								
Reg CF			NO	NO	NO	NO	NO	YES
Reg A+			NO	NO	NO	NO	NO	YES
Loan			NO	NO	NO	NO	NO	NO
Provisioning								
Weapons			NO	NO	NO	NO	NO	YES
Ammunition			NO	NO	NO	NO	NO	YES
Accessories			NO	NO	NO	NO	NO	YES
Surveillance Technology			NO	NO	NO	NO	NO	YES
Security Guard Hybrid			NO	NO	NO	NO	NO	YES
On-line Content								
Should You Buy a Gun			YES	YES	YES	YES	YES	YES
Gun Primer			YES	YES	YES	YES	YES	YES
Purchase Specifications			YES	YES	YES	YES	YES	YES
Schmitt Case Study			YES	YES	YES	YES	YES	YES
Webinar Replays			YES	YES	YES	YES	YES	YES
Dry Practice Guide			YES	YES	YES	YES	YES	YES
Strategy For Defense Manual			YES	YES	YES	YES	YES	YES
Library Archive			YES	YES	YES	YES	YES	YES

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Individual Tactics Manual			YES	YES	YES	YES	YES	YES
Team Tactics Manual			YES	YES	YES	YES	YES	YES
Intent to Defend Protocols			YES	YES	YES	YES	YES	YES
Tactical Scenarios			YES	YES	YES	YES	YES	YES
Conceal Carry (CCW)			YES	YES	YES	YES	YES	YES
Handgun Drills			YES	YES	YES	YES	YES	YES
Shotgun Drills			YES	YES	YES	YES	YES	YES
Rifle Drills			YES	YES	YES	YES	YES	YES
On-line Course								
5-Day Kick-Start + Test			YES	YES	YES	YES	YES	YES
15 Handgun Modules + Final Exam			YES	YES	YES	YES	YES	YES
CCW Basics + Test			YES	YES	YES	YES	YES	YES
20 Team Tactics Modules + Final Exam			YES	YES	YES	YES	YES	YES
17 Individual Tactics Modules + Final Exam			YES	YES	YES	YES	YES	YES
3 Tactical Medicine Courses + Final Exam			YES	YES	YES	YES	YES	YES
3 Tactical Communication Courses + Final Exam			YES	YES	YES	YES	YES	YES
On-line Training Plans								
30 Day Basic Plan			YES	YES	YES	YES	YES	YES
12 Month Advanced Plan			YES	YES	YES	YES	YES	YES
24 Month DSB Stand-Up Plan			NO	NO	NO	NO	NO	YES
On-line Functionality								
Profile			YES	YES	YES	YES	YES	YES
Forum			YES	YES	YES	YES	YES	YES
Threat Center			YES	YES	YES	YES	YES	YES
Weekly Tac Chats			YES	YES	YES	YES	YES	YES
Chat Support			YES	YES	YES	YES	YES	YES
Smartsheets			YES	YES	YES	YES	YES	YES
Individual Training Group			YES	YES	YES	YES	YES	YES
Team Training Group			YES	YES	YES	YES	YES	YES