

# PRACTICAL HANDBOOK

## 2020



### ESTABLISHING DISTRIBUTED SECURITY NETWORKS



DISTRIBUTED SECURITY, INC.

[WWW.DISTRIBUTEDSECURITY.COM](http://WWW.DISTRIBUTEDSECURITY.COM)

**PANDEMIC**

**RIOTS**

**CRIME**

**TERRORISM**

**CIVIL UNREST**

**BREAK DOWN**

# PRACTICAL HANDBOOK

## ESTABLISHING DISTRIBUTED SECURITY NETWORKS

DISTRIBUTED SECURITY, INC. (DSI) is the author of "Practical Handbook - Establishing Distributed Security Networks".

Founded in 2009, the enterprise operates as a private security company.

DSI has been at the forefront of creating and implementing distributed security solutions.

More information can found at:

[WWW.DISTRIBUTEDSECURITY.COM](http://WWW.DISTRIBUTEDSECURITY.COM)

2020



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# COVID-19 HAS CREATED A NEW NORMAL

ror

American enterprises have enjoyed 200 years of relative safety and security. 2020 has opened a new era of never before contemplated uncertainty and instability, including a high probability of physical threats and violence directed against enterprise employees and assets.

Security

DEMOCRACY  
VS  
COMMUNISM

WHITE  
VS  
NON-WHITE

CAPITALISM  
VS  
SOCIALISM

MUSLIM  
VS  
CHRISTIAN

CONFLICT

TRADITIONAL  
VS  
PROGRESSIVE

PRIVATE  
VS  
PUBLIC

CITIZEN  
VS  
ILLEGAL

# DISTRIBUTED SECURITY NETWORKS

# THREAT

# MANIFESTATION

## SIMPLE CRIME

### THEFT, ASSAULT, RAPE, MURDER

Expect increasing threats to employee property and life as criminals are emboldened by the breakdown of local judicial process combined with the inability of local law enforcement to respond in a timely or effective manner.

## ORGANIZED CRIME

### EXTORTION, ASSAULTS, ROBBERY

As the power of the state continues to erode, organized criminal elements like Mafia, MS13, Unions, will fill the vacuum threatening enterprise operations via protection rackets, financial extortion, and violent assault.

## CAUSE VIOLENCE

### INTIMIDATION, DISRUPTIONS, ASSAULTS

Enterprise employees emboldened by special interest groups like ANTIFA, LGBT, BLM, KKK ARE adopting increasingly aggressive tactics to intimidate individual employees and disrupt or shut down operations. Trump supporters and traditional American employees

## MOB VIOLENCE

### PROPERTY DESTRUCTION

Random or spontaneous violent reaction to an event that energizes a specific group to commit violent acts against enterprise life and property. Enterprise employees, assets and property will be targeted. Trump supporters and traditional American employees

## TERRORIST ATTACK

### COORDINATED ATTACKS

Organized cause-driven violence designed to eliminate, disrupt or disable enemies of the cause. Islamic terrorists targeting economic targets of opportunity and now, potential socialist attacks against capitalist holdings. Potential for large scale loss of life.

## EXTREMIST ATTACK

### ACTIVE SHOOTER

Extremists are lone individuals holding extreme or fanatical political or religious views who resort to violence in order to eliminate offending groups or threats.

PRACTICAL HANDBOOK

THE BIGGEST  
ENTERPRISES P  
IS FROM THOS  
ATTEMPT TO ABC  
PROPERTY



DISTRIBUTED SECURITY NETWORKS

THREAT TO  
POST COVID-19  
THE WHO WILL  
ERADICATE PRIVATE  
PROPERTY RIGHTS



# THE NEW NORMAL 2020 AND BEYOND

## A NEW NORMAL

American enterprises have enjoyed 200 years of relative safety and security. 2020 has opened a new era of never before contemplated uncertainty and instability, including a high probability of physical threats and violence directed against enterprise employees and assets. Pandemics, as demonstrated by the COVID-19 attack, are one of several potential threats enterprises should prepare for.

“Traditional” threats like violent crime, gang warfare, terrorism, and riots have now been joined by a growing credible threat of civil war, cyber attacks, “deep state” tyranny, political coup, and violent illegal immigration. The COVID-19 pandemic has created a level of uncertainty never before faced by Americans leading to escalating tensions exacerbated by sensationalist media and hyper-partisan adversaries.

In the recent past it was fairly straight forward to predict potential threats. One could count on historical trends and familiar variables to help predict and deter violent threat. However that is no longer the case as violent threats to local communities throughout the world are evolving rapidly and unpredictably. Decentralized threats driven by accelerating polarization between religions, lifestyles, races, and economic systems have set the stage for unprecedented upheaval.

Law enforcement was never intended to provide personal protection. In fact the Supreme court in 2005 ruled that police do not have a constitutional duty to protect someone. There are approximately 1 million sworn federal, state and local officers who can carry a firearm. There are approximately 320 million citizens living in the US. Understanding cops work 1 of 3 shifts/watches per day, that equals about 1 cop for every 1,000 citizens. Most Americans have been conditioned to feel safe because of the presence of local police. The reality is that police will not be there to protect a victim when a crime is committed.

The operating budgets of law enforcement agencies nationwide are under attack and will remain so as legislators refuse to make the politically unpopular decisions to cut the fat from their local, state and federal programs. Salaries and pensions for law enforcement will continue to take hits, resulting in fewer officers on duty, and lower morale of those who are.

## KINETIC THREAT M

		TIME

### DEFINITIONS

IMPACTS	Legal
	Legislative
	Cohesion
	Financial
	Security
	Immigration
	Healthcare

### THREAT SCALE

	TEMPO	Frequency + rate of change
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# DISTRIBUTED SECURITY NETWORKS

<b>MATRIX</b>	Version 2.0. For internal use only. Not for distribution, publication or commercialization. Recipients are granted a single use license for their personal use only. Copyright 2020 Distributed Security, inc. All rights reserved.					<b>STAGE 5=&gt;6</b>		
	<b>HORIZON</b>	Next 5 Years			<b>LOCATION</b>	Greater Detroit		
<i>How will kinetic threats manifest for enterprises in the Greater Detroit area over the next 5 years?</i>								
<b>LOW INTENSITY</b>			<b>MEDIUM INTENSITY</b>			<b>HIGH INTENSITY</b>		
COMPLIANT, SECURE, ALIGNED.			NON-COMPLIANT, VIOLENT, POLARIZED			BREAKDOWN, WAR, ENEMIES		
Laws are obeyed. Judicial branch is functional, but increasingly distorted by activist jurists.			Judicial branch of government is dysfunctional, activist driven, and constitutionally non-compliant			Judicial branch of government is non-functioning with redress sought via violence or other means		
Government is functioning. Legislative branch is partisan, stalled and constitutionally adrift.			Legislative branch of government is hyper-partisan, dysfunctional and constitutionally adverse			Legislative branch of government is non-functioning with partisan adversaries fighting for control		
Traditional cultural, religious, and civic values are increasingly attacked by progressive forces.			Cultural, religious, and civic values are polarized driven by mob rule			Cultural, religious, and civic values are weaponized and represent battlelines for kinetic engagement		
Banking, investment, and monetary institutions are trusted, functional, and accessible			Banking, investment, and monetary institutions are not secure, dysfunctional, and weaponized			Banking, investment, and monetary institutions are nonfunctioning		
Citizens feel threatened, law enforcement is suspect, violent threats episodic.			Citizens feel threatened, law enforcement is ineffective, major violent threats are probable			Citizens under attack, law enforcement non-existent, warring adversaries		
Immigration increasingly partisan. Decreasing assimilation. Increasing animosity.			Recent immigrants organized to attack and disrupt traditional culture and process.			Anti-immigrants violently engage with recent immigrants and immigrant rights groups		
Robust, functioning private healthcare system funded by individual insurance.			Uninsured, immigrants, epidemics, strain private healthcare leading to socialized medicine.			Breakdown in financial markets and rule of law destroys private healthcare system.		
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>
EPISODIC STATIC			<<==>>			CONTINUOUS ACCELERATING		

The budget crisis is colliding head-on with a crisis of confidence as community activists have successfully tarnished the reputation of all law enforcement. Officers are suffering their own crisis of confidence in their leadership, who have not supported officers and departments under attack by activists and community organizers and the politicians that they enable.

In addition to expecting law enforcement to provide for their security, Americans have relied on a system of laws and regulations to arbitrate disputes and punish offenders. In the best of times this system is a fragile construct of words and actions that men voluntarily obey.

Americans are quickly coming to grips with the stark reality that cops can't defend them and their government can't be trusted.

If you can't defend it, you won't own it.

*(Note: if you'd like a copy of our interactive Kinetic Threat Matrix see the end of the handbook for contact information.)*





**IF YOU CAN'T  
DEFEND IT, YOU  
WON'T OWN IT.**

*The New Reality, 2020, Post COVID-19*

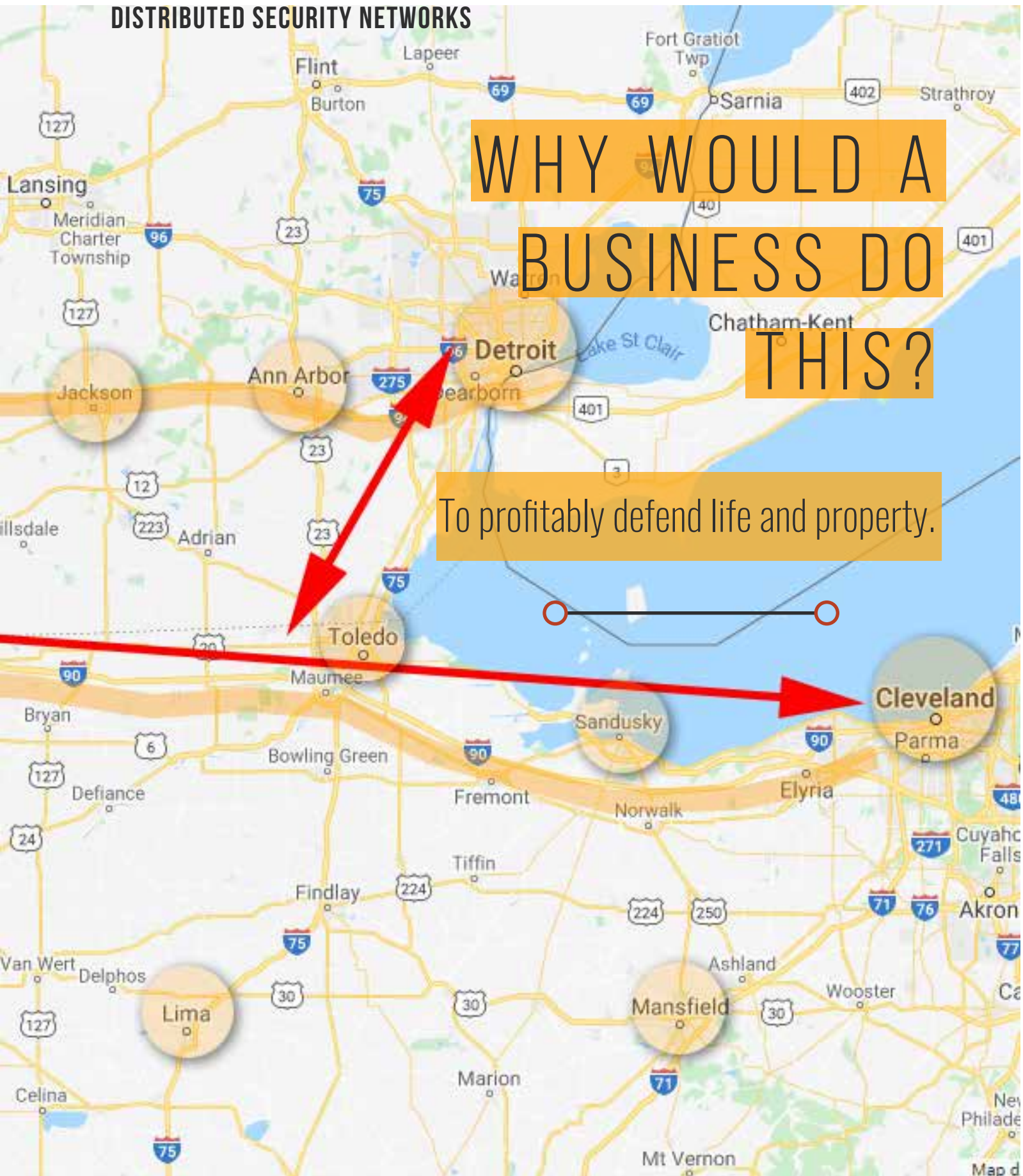
# WHAT IS A DISTRIBUTED SECURITY NETWORK?

**Distributed Security Networks (DSN)** are various combinations of businesses, schools, churches and communities who collaborate to defend against violent threats. Distributed Security Networks are anchored by a local business enterprise who establishes a distributed security base (DSB).

# DISTRIBUTED SECURITY NETWORKS

WHY WOULD A  
BUSINESS DO  
THIS?

To profitably defend life and property.



**DSN**

DISTRIBUTED SECURITY NETWORK

Distributed Security Networks are various combinations of businesses, schools, churches and communities who collaborate to defend against violent threats. A Distributed Security Network encompasses a territory composed of Distributed Security Bases (DSB) supported by a central tactical training center (TTC).

**DSB**

DISTRIBUTED SECURITY BASE

Distributed Security Bases operate under grant from DSI. A DSB business enterprise develops and operates a distributed security base, trains and operates private security forces, and monetizes these capabilities by outsourcing them to the immediate local community.

**TTC**

TACTICAL TRAINING CENTERS

Tactical Training Centers are 50,000 square foot comprehensive training facilities integrating handgun, shotgun, and rifle ranges with live fire shoothouses, and reality based training rooms. TTC's are designed to deliver the DSI training curricula and support networked Distributed Security Bases.







HOW DO YOU  
BECOME A  
DEFENDED  
ENTERPRISE?

**EPP**

ENTERPRISE  
PROVISIONING PACKAGE

The Enterprise Provisioning Package combines all the weapons, ammunition, medical supplies, and communication gear necessary to operate a Distributed Security Base including the initial supply along with ongoing replenishment.

**EBM**

ENTERPRISE-BUSINESS  
MODEL

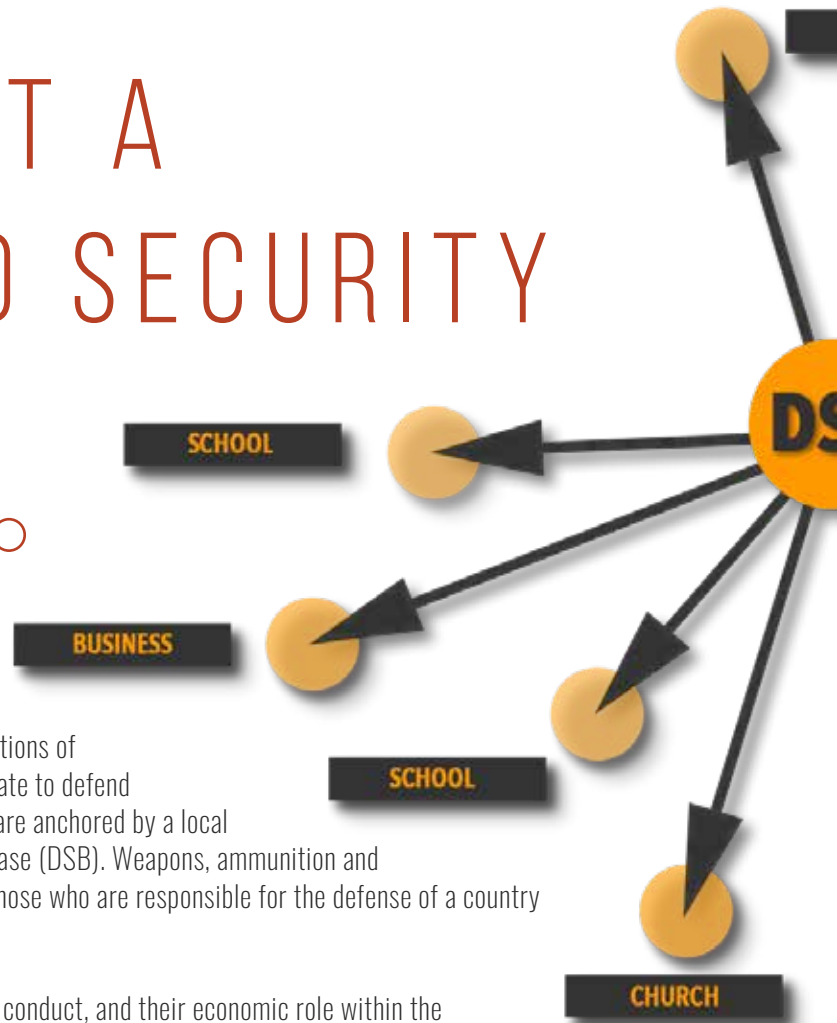
The Enterprise Business Model is an integrated suite of plans, technology, media, and models that allow an enterprise to outsource DSB services to immediate businesses, churches, schools, and other community organizations thereby covering the cost of operations and potentially generating a profit.

**EOG**

ENTERPRISE OPERATING  
GRANT

The Enterprise Operating Grant extends the exclusive right to a single enterprise to operate a Distributed Security Base within a defined territory. The grant takes the form of a license or franchise.

# BUILDING OUT A DISTRIBUTED SECURITY NETWORK



**Distributed Security Networks (DSN)** are various combinations of businesses, schools, churches and communities that collaborate to defend community life and property. Distributed Security Networks are anchored by a local business enterprise that establishes a Distributed Security Base (DSB). Weapons, ammunition and training cost money. One of the greatest challenges facing those who are responsible for the defense of a country or the security of a population is funding the effort.

Businesses are uniquely suited because of the activities they conduct, and their economic role within the community. Businesses recruit, train and manage their own private security force including building and maintaining their own training facilities. They also form the hub or “security base” of a local community DSN integrating local churches, schools and other businesses into one network.

Most importantly, businesses have the means and the competencies necessary to operate a Distributed Security Base (DSB) as a profit center. Businesses generally function within a local geography; street, block, neighborhood, village etc. Local customers, local employees and in some cases local vendors with shared identities. Most private enterprises have a strong identity of interest between owners, managers and employees to defend their community, setting up the opportunity to create a simpatico environment.

## Is this for my enterprise?

The best business candidates for developing a Distributed Security Base exhibit the following characteristics:

- Are located in a community vulnerable to violent threats.
- Have at least 100 employees in a single location.
- Are privately-owned with support from employees and management.
- Currently outsourcing security requirements.
- Have the support of local law enforcement.

# DISTRIBUTED SECURITY NETWORKS



## What is a Distributed Security Base?

DSB's operate under license from DSI. A DSB business enterprise develops and operates a distributed security base, trains and operates private security forces, and monetizes these capabilities by outsourcing them to the immediate local community.

Fully implemented, a Distributed Security Base provides for the immediate defense of enterprise life and property while also providing training infrastructure, training programs, tactical medical, tactical communications, provisioning and security services to immediate community organizations like smaller businesses, churches, and schools.

There are four components that make-up a Distributed Security Base. They are:

- Infrastructure: Design, construction and financing of an on-site range, armory and training facilities.
- Training: On-site training for the security cadre including firearms, tactics, medical and communications.
- Provisioning: Legal supply of weapons and ammunition plus medical supplies and communication gear.
- Business process: Business model and plan capable of outsourcing security to local community organizations and revenue generating range operations.

A fully functional DSB will take 12 -24 months to develop and cost in excess of \$500,000 dollars. Employee recruits to the security cadre undergo 224 hours of training over the initial 18 months.

BUSINESSES ARE  
UNIQUELY SUITED TO  
ANCHOR A DISTRIBUTED  
SECURITY NETWORK  
BECAUSE OF THE  
ACTIVITIES THEY  
CONDUCT AND THEIR  
ROLE WITHIN THE  
COMMUNITY.

# PRACTICAL HANDBOOK

Task Name	Start Date	End Date	Columns	Comments	Q1			Q2			
					Jan	Feb	Mar	Apr	May	Jun	Jul
<b>24 MONTH (DSB) STANDUP PLAN TEMPLATE</b>											
<b>Sample. For information purposes only.</b>											
<b>DSB LEVEL CONTROL PANEL</b>											
<b>FEASIBILITY STUDY</b>	01/01/18	01/31/18		Does the enterprise have the baseline requirements to establish a DSB? Is it suitable for live fire range construction?	FEASIBILITY STUDY						
Physical layout				Is it available/achievable to cover cost of DSB development?							
Financing or capital				Is it sufficient to provide a qualified/trainable Private Security Force (PSF)?							
Employee base				Do local area factors (e.g. population density, composition, economics) ensure external support/utilization for a DSB?							
Demographics				Is it adequate to enable and support training and provide PSF leadership?							
Management infrastructure				Will it be receptive to and supportive of the DSB concept?							
Local law enforcement				Are there legal or regulatory obstacles to establishing a DSB & PSF?							
Legal and regulatory environment											
<b>FINANCING</b>	01/01/18	03/31/18			FINANCING						
Internal funds											
Reg CF offering											
<b>ANALYSIS</b>	02/01/18	03/31/18			ANALYSIS						
Area Study				Collect and analyze broad-spectrum information on your surrounding environment							
Asset Evaluation				Identify persons, groups, and agencies that will contribute to your security							
Threat Assessment				Identify, characterize, and prioritize all potential human and environmental threats							
Duration				How long you would be reliant on your own resources in each threat scenario							
Site Survey				Create a detailed characterization and analysis of your site, activity, and mission							
Vulnerability Assessment				Evaluate each priority threat against present and future security profiles							
Physical Security Upgrades				Identify gaps that could be closed by improvements in physical security							
Legal Constraints and Restraints				Identify what you must do, and cannot do, within the law							
<b>INFRASTRUCTURE PROJECTS</b>	03/31/18	12/31/18			INFRASTRUCTURE PROJECTS						
Design specifications				Develop requirements and specifications for physical security upgrades and DSB training facility build-out							
Construction plans				Acquire, evaluate, and select plans from qualified sources							
Vendor/Contractor selection											
Construction											
<b>ORGANIZATION</b>	02/01/18	04/30/18			ORGANIZATION						
Guidance				Develop policy, doctrine, scoping, and regulations for security operations							
Command structure				Define chain of command and communications under normal and emergency conditions							
Organization chart				Determine size, structure, pay and hours (full time, part time, on call/concurrent duties), and build-out timeline for the PSF							
Recruitment				Recruit security cadre personnel from within workforce							
<b>PROVISIONING</b>	05/01/18	05/31/18			PROVISIONING						
Specification				Equip the PSF with weapons, communications and medical, secure storage, other required equipment							
Accountability and Control				Identify requirements, test and/or evaluate options, select and standardize weapons & accessories, medical, communications, and other equipment							
Acquisition				Establish systems for secure storage and accountability							
				Procure and allocate equipment							
<b>PLANNING</b>	06/01/18	12/31/18			PLANNING						
Manning for Normal Operations/Conditions				Identify posts, patrols, reaction elements, shifts, and force utilization							
Response Plans				Plan for all off-normal or emergency contingencies							
Workforce education, preparation, integration				Inform, instruct, and integrate non-PSF workforce into emergency planning							
Law enforcement liaison/cooperation				Law enforcement review, concurrence, and participation in planning							
<b>TRAINING</b>	05/01/18	12/31/19			TRAINING						
Individual and Small Team Training				Proceed concurrently with PLANNING							
				Identify initial and sustainment training requirements in weapons, tactics, medical, communications, leadership, and declarative knowledge (e.g. use of force, legal considerations). Plan, schedule, procure or conduct, fill, and oversee initial training.							
Collective Training				Identify initial and sustainment training and exercise requirements for multiple/cooperating teams, enterprise-wide emergency response, and joint training with law enforcement and other external assets. Plan, schedule, procure or conduct, fill, and oversee initial training.							
Sustainment Training				Schedule and procure (or implement with your own resources) sustainment training at all levels.							
Build & Improve Internal/Organic Training Capability				Complete facility/infrastructure buildout; develop and certify training cadre within the enterprise.							
Outsourced Training for Organizations and Individuals				Leverage facilities and training capabilities for the benefit of the community, and for financial support of the DSB.							
<b>VALIDATION</b>	05/01/18	12/31/19			VALIDATION						
Exercises				System tests and re-evaluation							
Wargaming				Notice and no-notice exercises for targeted groups or entire enterprise							
Intelligence				Apply proven techniques for leveraged test and evaluation of plans, systems, organizations, and individuals against identified or evolving threats							
After Action Reviews (AAR)				Maintain collection and analysis effort to stay abreast of external events and trends							
				Conduct robust AARs of all incidents, exercises, and training to identify and disseminate lessons learned							
<b>MOBILIZATION</b>	06/01/18	12/31/19			MOBILIZATION						
Phase 1 - On-site carry.				Operational readiness.							
				Security cadre begins concealed on-site carry.							
Phase 2 - On-site team tactics				Security cadre begins team on-site coverage.							

(NOTE: See page xx for a detailed description of DSI's enterprise offerings.)

# DISTRIBUTED SECURITY NETWORKS

## DSB BUILDOUT PLAN

### FEASIBILITY STUDY

- Physical layout
- Financing or capital
- Employee base
- Demographics
- Management infrastructure
- Local law enforcement
- Legal and regulatory environment

### FINANCING

- Internal funds
- Reg CF offering

### ANALYSIS

- Area Study
- Asset Evaluation
- Threat Assessment
- Duration
- Site Survey
- Vulnerability Assessment
- Physical Security Upgrades
- Legal Constraints and Restraints

### INFRASTRUCTURE PROJECTS

- Design specifications
- Construction plans
- Vendor/Contractor selection
- Construction

### ORGANIZATION

- Guidance
- Command structure
- Organization chart
- Recruitment

### PROVISIONING

- Specification
- Accountability and Control
- Acquisition

### PLANNING

- Manning for Normal Operations/Conditions
- Response Plans
- Workforce education, preparation, integration
- Law enforcement liaison/cooperation

### TRAINING

- Individual and Small Team Training
- Collective Training
- Sustainment Training
- Build & Improve Internal/Organic Training Capability
- Outsourced Training for Organizations and Individuals

### VALIDATION

- Exercises
- Wargaming
- Intelligence
- After Action Reviews (AAR)

### MOBILIZATION

- Phase 1 - On-site carry.
- Phase 2 - On-site team tactics

(NOTE: Detailed DSB buildout plan available with an Enterprise subscription to the Defense Academy.)

# IS HR DRIVING YOUR SECURITY PLAN...

## THERE ARE A LOT OF REASONS TO BUILD OUT A DISTRIBUTED SECURITY NETWORK

When considering the notion of using armed employees to defend their enterprise, most owners and managers respond with the following:

- I don't like guns.
- I don't see the threat.
- That's why we have cops.
- My lawyers would not allow it.
- You can't train employees to do this.
- That's why there are security guards.

DSI has found that most enterprises must go through four stages of understanding in order to comprehend the reality and necessity of a defended enterprise.

**Stage 1:** Understanding the threat. It's going to get worse. A lot worse. The first stage is understanding that violent threats to enterprise and community are going to get worse. In the recent past you could count on historical trends and statistics to help predict and deter violent threat. This is no longer the case as violent threats to local communities throughout the world are evolving rapidly and unpredictably.

**Stage 2:** Understanding cops will not defend the enterprise. Cops can't defend you. The second stage is understanding that cops won't be there to respond as these new threats emerge. Police are not security guards and cannot provide the kind of coverage to thwart a violent attack. Government budgets are shrinking and the public distaste for increased taxation is growing. Cops do not have the mandate or budget to defend individual enterprises.

**Stage 3:** Understanding owners and managers must defend the enterprise. The third stage is realizing that owners and managers are responsible for the defense of the enterprise. Cops, politicians, lawyers, gun regulations, liability insurance, surveillance cams, and unarmed security guards do not defend the enterprise. Enterprise owners and managers must provide for the defense of life and property with inhouse staff and/or outsourced capabilities.

**Stage 4:** Understanding armed employees are the best defense. The fourth and final stage is understanding that the best defense is the one that will be there when a threat manifests. Armed, trained, and vetted employees working as a coordinated team and circulating throughout the enterprise provide the best defense. With DSI Enterprise Offerings you can recruit and deploy a private security force for a fraction of the cost of outsourced options while maintaining total control over this most vital strength.



**I DON'T LIKE GUNS.**

**I DON'T SEE THE THREAT.**

**THAT'S WHY WE HAVE  
COPS.**

**MY LAWYERS WOULD NOT  
ALLOW IT.**

**YOU CAN'T TRAIN  
EMPLOYEES TO DO THIS.**

**THAT'S WHY THERE ARE  
SECURITY GUARDS.**

# ...OR IS REALITY DRIVING YOUR SECURITY PLAN?

## 7 REASONS TO BUILD OUT A DISTRIBUTED SECURITY BASE

Beyond the rationale for why enterprises need to move from defenseless to defended is the simple calculus behind the need to pay for the defense. Funding security has always been a challenge. Wars have been lost, cities gutted, kingdoms ransacked, rulers dethroned and coups enabled when soldiers went unpaid, supply lines went dry, tax revenue evaporated and allegiances traded for a few bags of silver. A major objective of DSN's is to enable a model that is self-sustainable, that can exist outside of the need to publicly fund the activities via tax or charitable contributions. To this end, a model has been developed that utilizes business enterprises as the cornerstones for Distributed Security Networks as will be further explained below.

Businesses are best for organizing DSB's. Businesses are uniquely suited because of the activities they conduct, and their economic role within the community. The business would recruit, train and manage their own private security force including building and maintaining their own training facilities. They could also form the hub or "security base" of a local community network integrating local churches, schools and other businesses into one network. A private security force is a cadre of enterprise employees who train and operate as a security force to defend enterprise employees and property from violent threat. They can also be part of an outsourcing operation extending security services to other local enterprises and organizations. The DSI approach is based upon training a select group of your employees to man your security cadre. Using our methodology, it takes about 224 hours of training over 12 months to establish basic SWAT team level capabilities using your existing employees.

Employees are excellent recruits. Employees within the business provide a built in recruiting pool some of whom will be military veterans or part-time first responders. With the proper curriculum you can train almost anyone who is physically active and willing to be an effective member of a security cadre. All will have a vested interest in the security of the enterprise.



## DISTRIBUTED SECURITY NETWORKS

The cost of maintaining a DSB can be absorbed by other business functions. Full-time employees already on enterprise payrolls would fill the ranks of DSBs. Time spent training or deploying could be treated as temporary duty with increased pay and allowances. Rather than paying a third-party security force to be on call - enterprise employees would provide their own ready-reserve while working at their day-to-day positions. Here are seven reasons to consider developing a DSB:

**1** TRAINING AN EMPLOYEE SECURITY CADRE IS NOT COMPLICATED. Businesses train employees everyday for various jobs and tasks. Training employees on basic firearms fundamentals and working together in micro-teams and small units is doable with the proper training curriculum. Small enterprises and sole-proprietorships might only train basic handgun skills, while their larger counterparts would train full curriculums. This is no more complicated than training other “skilled” positions in the enterprise.

**2** BUSINESSES ARE THE ECONOMIC ENGINES FOR LOCAL COMMUNITIES. As the economic engine for the local economy businesses generate the revenue that pay wages, taxes and fees to run the community. Cash flow originates from business which enables other community functions to operate. Schools and churches do not generate cash flow per se, they are dependent upon contributions or tax revenue for their operating budget. This is a critical distinction enabling the network to be truly resilient and not dependent upon third parties for their security. Cash flow to fund the network begins with the business.

**3** MOST BUSINESS ARE LOCAL. Businesses generally function within a local geography; street, block, neighborhood, village etc. Local customers, local employees and in some cases local vendors with shared identities. Most private enterprises have a strong identity of interest between owners, managers and employees to defend their community, setting up the opportunity to create a simpatico environment.

**4** BUSINESSES HAVE A VESTED INTEREST IN PROVIDING SECURITY. Business owners and managers want to see their employees safe and secure; altruistically for their personal welfare, and, objectively for their contributions to running the business. Employees want to see their business safe and secure; objectively for their own personal safety, and for the paycheck it provides.

**5** BUSINESSES ARE CURRENTLY PAYING FOR INADEQUATE SECURITY. Many businesses engage private security guards who can be expensive and undependable and can be replaced with a private security force. All businesses pay indirectly via insurance premiums, taxes and fees for inadequate security which creates business losses and employee downtime.

**6** CREATES BUSINESS RESILIENCY. Reduces dependency. Rather than depending solely upon local law enforcement, the national guard or federal troops, businesses and the communities they serve, will now be self-reliant when it comes to defending their life and property.

**7** HOME COURT ADVANTAGE. Former psychology professor and Army Ranger David Grossman describes the “home court advantage”:

*“One of the major manifestations of moral distance is what might be called the home-court advantage. The moral advantage associated with defending one’s own den, home, or nation has a long tradition that can be found in the animal kingdom as well, and it should not be neglected in assessing the impact of moral distance in empowering a nation’s violence.”*

# HOW DOES AN ENTERPRISE PAY FOR A DISTRIBUTED SECURITY BASE?

As violent threats accelerate heading out of 2020, enterprise owners, managers, and employees are adopting new security measures, most of which are expensive, and ineffective.

When violence starts whether from a lone shooter, an angry mob, organized terrorists, local gangs, anti-capitalist employees or pro-union organizers, the ability to immediately mount a lethal defense is imperative.

Most enterprises will not do what is necessary to mount a credible defense against lethal threats. Instead they are engaging in a form of “security theater” first described by Bruce Schneier, the computer security specialist as “security measures that make people feel more secure without doing anything”. The best example of security theater within enterprises is the notion that posting “Gun Free Zone” signs will deter gun violence.

A comprehensive security strategy is necessary for enterprises that includes both passive and active measures. Passive measures are widely acknowledged and seldom controversial. They focus primarily upon deterrence and detection of potential threats. However, without active measures, passive measures are simple security theater, the cost of which will be huge to enterprises as the new normal settles in.





Active measures are the last line of defense, and collectively form the capability to protect innocent lives in the critical response gap before law enforcement is able to arrive and intervene. A key element of active measures is the presence of trained, armed employees on site to protect innocent lives.

The simple reality is that attackers bent on using violence hold the trump card when it comes to thwarting passive security measures. They have a free pass in to the “security theater”. When violence starts the ability to immediately mount a lethal defense is imperative. Passive security measures do not provide that. The security industry is approximately a \$100 billion industry today. This number includes inhouse and outsourced security guards, security technology and infrastructure, and does not include cyber-security efforts. The uncomfortable truth is that most of this \$100 billion is wasted on passive security measures.

Most enterprises could significantly reduce their security costs by adopting a defended enterprise mindset.

#### **SO HOW DOES A BUSINESS PAY FOR A DISTRIBUTED SECURITY BASE?**

There are several ways the enterprise can create a profit center from the operation of a Distributed Security Base.

- **Revenue Generation.** Businesses can generate revenue by training locals and selling open range time.
- **Outsourcing.** The enterprise can establish its own private security force in accordance with licensing and permitting requirements and outsource their security capabilities to immediate enterprises and organizations. This can include simple guard services or more sophisticated command center operations.
- **In-sourcing.** Many enterprises engage private security guards to protect both life and property. Depending upon the experience and requirements for the guards, the cost for private security can be significant.

One of the capabilities of a fully-developed DSB would be the ability to replace contracted third-parties and as they do, a portion of these savings can be applied to the development and maintenance of a DSB.

It is possible that through a combination of the above revenue sources and expense reductions a business could contemplate operating the DSB at break-even or potentially a profit.

*(NOTE: DSI offers a comprehensive business plan and technology platform to help convert the DSB from a cost center to a profit center. See enterprise offerings)*

# A PRACTICAL SKILL SET EVERY CEO SHOULD MASTER

**Q:** HOW DO YOU DEFEND YOUR ENTERPRISE?

**A:** BY BECOMING A DEFENDED ENTERPRISE.

Enterprise executives and managers can learn these skills from Distributed Security's "Command School" or through third-party organizations like ASIS who will be able to advise on most of these topics (but not those involving active defense).

## **Defended Enterprise.**

What is a defended enterprise? Historical context, strategic underpinnings and current events demonstrating the need for the defended enterprise.

## **Security Analysis.**

Introduction to Security Analysis. Security for a private enterprise must be built on a solid foundation of analysis, conducted in five parts: Area Study, Site Survey, Threat Assessment, Asset Evaluation, and Vulnerability Assessment.

## **Area Study.**

The first step in a systematic security analysis is an Area Study, a collection and analysis of information on your surrounding area.

## **Site Survey.**

A Site Survey is a detailed characterization of your site - your property, physical plant, on-site assets, personnel, and operations.

## **Threat Assessment.**

Threat Assessment uses deductive analysis to list, characterize, and prioritize all potential threats to your site(s), personnel, and operations.



# DISTRIBUTED SECURITY NETWORKS

## **Asset Evaluation.**

Asset Evaluation catalogs and characterizes persons, groups, enterprises, and agencies that can contribute to your security, but are beyond your direct control.

## **Vulnerability Assessment.**

Vulnerability Assessment uses a variety of interactive and analytical methods to pose potential threats against your security posture, testing effectiveness and identifying areas for improvement.

## **The Private Security Force.**

A Defended Enterprise must recruit, train, organize and manage its Private Security Force, and support it with infrastructure, provisioning, and outsourcing.

## **Plans and Procedures.**

Response plans and codified procedures are vital to the security of an enterprise, but we must also understand their limitations.

## **Command and Control.**

Leaders and managers must understand and apply proven principles of command and control adapted to the unique circumstances of a Defended Enterprise in domestic, peacetime environment.

## **Decision Making and Problem-Solving in Crisis.**

Between the onset of a violent incident and effective intervention by first responders, a Defended Enterprise must rely upon rapid and effective decentralized decision making by security operators, leaders, and managers.

## **Sustainable Security.**

Severe or long-duration natural or man-made disasters present security challenges of an entirely different order.

## **Communications.**

We identify communication challenges and solutions, both internal and external, that a defended enterprise will face before, during, and after a crisis.

## **Post-incident.**

In the immediate aftermath of a violent incident, it is necessary to secure the scene, treat the injured, communicate with inbound first responders, and link up safely and effectively with them.

## **Task Catalog and METL.**

The Mission Essential Task List (METL) model is a powerful tool for codifying and assigning security procedures and responsibilities.

## **Wargaming.**

Tactical Decision Games and/or Tabletop Exercises for Training and Validation



# THE DSB PACKAGE

## DISTRIBUTED SECURITY BASE - \$500,000 - 224 Hours - 24 Months

Distributed Security, Inc. offers a turnkey package for enterprises that want to develop and operate their own private security force. The package includes infrastructure, training, provisioning, and outsourcing. The package is offered via grant (franchise or license) allowing the enterprise 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. The business pays a fee, plus monthly royalty and service fees.

### TRAINING

The training component of the DSB package delivers an all-inclusive set of resources including online, on-range and on-site resources. The training package is based upon six man cadres and develops teams capable of operating at SWAT team competency levels. Employees move through four specific tiers of training delivered over a 24 month time span and include:

**TIER 4 - INDIVIDUAL DEFENDERS** - 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. The 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.

**TIER 3 - INDIVIDUAL OPERATORS** - Develops 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.

**TIER 2 - TEAM OPERATORS** - Develops competent teams capable of a coordinated response to violent threats. The 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.

**TIER 1 - OPERATOR - COMMANDER** - Develops both commanders and SWAT competent teams capable of a coordinated response to enterprise and community threat. The program integrates enterprise operators with senior leadership into a cohesive enterprise defense force. 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 the 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".

\$500,000

## INFRASTRUCTURE

The DSB package includes turnkey design and construction of a distributed security base consisting of an on-site range, armory, and tactical training facilities:

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

## PROVISIONING

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

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

## OUTSOURCING BUSINESS MODEL

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.

- Business plan
- CRM + Social media templates.
- Marketing materials.

*(Note: Actual price, terms, and conditions subject to proposal and contract.)*

GET STARTED TODAY CONVERTING  
YOUR ENTERPRISE FROM  
DEFENSLESS TO DEFENDED



## DISTRIBUTED SECURITY NETWORKS

# FIVE PRACTICAL STEPS

1

### SUBSCRIBE TO THE ENTERPRISE PORTAL

The first step is to purchase a \$289 per month subscription to Distributed Security's enterprise portal. Six employees can access all the tools and resources necessary to start evolving your enterprise from defenseless to defended.

2

### START WITH THE T4 ENTERPRISE PACKAGE

Enroll six of your employees in our Tier 4 Combative Handgun program for enterprises. This is the first tier on our training program and counts towards the establishment of your DSB. This program costs \$7,736 and is delivered in 16 range hours over 30 days.

3

### ATTEND THE ENTERPRISE COMMAND SCHOOL

Send one of your key executives to our three-day Command School where they will learn the concepts, tactics, and strategies necessary to create the defended enterprise. This course costs \$3,995 and includes 40 hours of instruction.

4

### DO THE KINETIC THREAT MATRIX

Download the free interactive Kinetic Threat Matrix and familiarize yourself and your team with the potential threats facing your specific enterprise. Send an email to [info@distributedsecurity.com](mailto:info@distributedsecurity.com) to get your copy.

5

### START THE FEASIBILITY STUDY

Contact us about generating a feasibility study examining the establishment of a DSB at your enterprise. Study includes a comprehensive threat assessment, infrastructure specification including costs and implementation plan.



# A FINAL NOTE FROM US AT DISTRIBUTED SECURITY

THERE ARE SIX OF US WHO RUN THE DAILY OPERATIONS AT DSI through a network of 100 or so contractors, instructors, and subject matter experts. We've been together as a business unit for more than 10 years, with many personal relationships extending back several decades, forged both on battlefields and in boardrooms. We've seen enough to know that the COVID-19 pandemic is a true game changer and about to lay bare the true character of this great nation of ours. Our world is different today than it was on February 15, 2020 when the first inklings of the severity of the hysteria surrounding COVID-19 surfaced. Since then, the impact has been nothing short of cataclysmic. Businesses have been particularly devastated by the hysteria and face a truly challenging environment post COVID-19.

Unfortunately this couldn't come at a worse time for businesses with the vast majority being too highly leveraged financially, and too low in their testosterone count to survive the coming days. Compassion, empathy, servitude, inclusion, diversity and gender equal board counts will not see them through this crisis. Instead two words will define the successors to the pandemic, those who can COMPETE against other competitors hungry for their market share, and those who are able to DEFEND themselves from those who would take it though ill conceived means. Law enforcement will be overwhelmed, the courts will be dysfunctional, insurance companies will be bankrupt, and banks will be hobbled.

The bottom line is that even if you are the most adept, innovative competitor in your market, if you can't defend it you won't own it. Now, we are fully aware that many will read this and disagree with our assessment, to put it politely. Most of you will not want to adopt this footing because you have never had to do it. Instead you will hope, you will have faith that something will save you, as you sit by and do nothing.



## A MOST DISTURBING CONVERSATION

A good portion of our day to day is spent talking with business executives. CEOs, COOs, Corporate Security folks... even HR representatives. Conversations typically surround the idea of insourcing and training proprietary security for various enterprises in a variety of industries.

Most of these conversations follow a predictable cadence.... explanation of what our organization does, how that can benefit an enterprise, and how an integration might look. Followed by questions, concerns, and objections. There is a script. And, it's cyclical. But, sometimes.... sometimes, we'll encounter an executive who is completely clueless as to the realities of the world and Enterprise Security. For instance:

A few weeks ago (prior to the Wu Flu scare really taking hold), we spoke with "Mike". He's the COO of a large, urban community, outdoor shopping area. His background is actually more HR (his previous position was HR Director for a Factory Chicken Farm) than high level Enterprise Operations. But careers being what they are, he's now driving enterprise ops. And in his current role, enterprise security is his purview.

In this particular conversation, despite operating in a high, violent crime rate downtown area, and having no structural or geographic ability to control entry or traffic through his enterprise, we discovered:

- Mike has no security budget
- He believes he has security
- His security is "insourced"
- Those tasked with security are a part of "Customer Service"
- Their duties are much more focused on reuniting separated family members than "security"
- Mike is confident that the local metro PD can deal with any problems that may occur
- Mike doesn't like guns
- He conducts "active shooter" training with his staff, but was vague as to its content
- He has taken the advice of a local industrial security consultant and his enterprise's lawyers that armed employees would be a huge liability
- Nothing bad has happened yet, and Mike is hopeful that will continue to be true

In counterpoint to Mike's "all clear" assessment, our take-away was that Mike:

- Operates an Enterprise in an area with a violent crime rate of ~2% (1 victim:50 residents annually)
- Is sacrificing security for the sake of appearances and to avoid confronting his fear of reality
- Has allowed his emotional comfort to put his employees, vendors, and customers at extreme risk
- Has placed full confidence in his local PD which is hopelessly understaffed and unable to provide the service he requires
- Is ultimately responsible for the safety of tens of thousands weekly
- Has no idea what he's doing
- Is very likely to be judged criminally negligent after a tragic event and the victims' family lawyers grill him on the stand, because there's no liability at all in allowing your facility be a barrel in which to shoot fish

THE BOTTOM LINE IS THAT EVEN IF  
YOUR ARE THE MOST ADEPT,  
INNOVATIVE COMPETITOR IN YOUR  
MARKET, IF YOU CAN'T DEFEND IT  
YOU WON'T OWN IT.

Now... bear in mind, the above conversation happened in a social environment that was not crisis stricken. Everything was still "business as normal". And, Mike still felt that hope was a viable security strategy. Stick with me. This gets good...

### **BUT... THE LAW**

To be perfectly fair, we are not fans of conflating "legal" with "moral" or "right". After all, everything that Hitler did was legal in Germany. However, the functional reality is that we all rely on our tapestry of laws, regulations, statutes, and social norms to keep our social fabric from completely tearing and becoming useless.

But, with this current crisis (as with other crises in the past) all those rules are subject to be fractured when people get scared and desperate. And, this idea of multiple weeks worth of "sheltering in place" and "non-essential business" closures, will start to strain everyone at a point. Socially, economically, you name it.

Amplify that reality by the fact that prior to this crisis, various municipalities were deciding to loosen bail restrictions and avoid prosecuting "non-violent" criminals. And, it brings to the surface the reality that a law selectively enforced is no law at all.

Now.... local justice systems are deciding to free inmates due to the virulence of COVID-19 and to "mitigate the risk" of viral spread in confined populations. Confined due to incarceration due to not being able to abide by the social contract. But, no matter. We should allow them to roam free amongst a population they have previously violated by not being willing to follow the rules. Because, compassion.

# DISTRIBUTED SECURITY NETWORKS

## NOBODY IS COMING TO SAVE YOU

Even as inmates are being freed, judicial policy becomes “arraign and release”, and various crimes aren’t even being prosecuted, what little law enforcement is left is being curtailed in order to not expose first responders to the Chinese virus. And, to be honest, it’s a real concern.

Early on, when the outbreak was confined to the Seattle area, Kirkland, WA was having severe difficulty responding to much of anything because a significant percentage of their first responders had been quarantined. Now, Detroit has 233 officers who have been quarantined. It’s early yet, but Detroit only has ~2200 members of DPD. So, 233 is greater than 10% of their entire force.

So, what is the law enforcement community to do? Departments around the country have told their officers to stand down on all but the most urgent dispatches. Strained LE staffing, large percentages of which are being quarantined, municipalities deciding not to enforce certain laws, flooding the population with known and convicted criminals, and now.... They’re waving off calls. Calls from a public that is already frustratingly homebound by mandate.

How long do you suppose that social fabric is going to hold under those conditions?

## DESPOT AS SAVIOUR

We won’t go so far as to say that our public officials are enjoying the crisis. But, I suspect that some don’t object to the heady feeling of power that comes with ruling over a fiefdom and deciding the fate of others... all in the name of the “common good”.

The COVID-19 crisis has catapulted any number of stupid phrases into common parlance: abundance of caution, social distancing, non-essential businesses, shelter in place.... take your pick. And all of these phrases have been weaponized to encourage businesses to close their doors, people to cower in their homes, and to completely dismantle social normalcy as we know it. By local mandate, supported by Federal encouragement.

It’s one thing for a business to fail under normal economic and market conditions. It’s fairly isolated and the impact is mostly minimized through absorption of the displaced workforce. But, when entire community economic engines are being halted out of governmental fear.... this starts to look like something wholly un-American. In fact, it has begun to feel a bit... uh... controlling. Despotic, even. But, it’s for our own good after all. The government is here to protect us.... Right? We seem to remember a thing or two about some historical orators expounding on the virtues of liberty or death and dangerous liberty vs the safety of serfdom. But, those are just old, dusty words... right? Those sentiments couldn’t possibly apply universally to government meddling... er... intervention in people’s lives. The road to Hell is paved with good intentions.

All that said, this soft tyranny of good intentions won’t solve anything. And, it won’t because Americans will only be content to be cooped up for so long. In fairly short order, people are going to start to get really restless and fed up with being confined to their own homes. If they weren’t wired that way, why would it be necessary to enforce quarantines, business closures, and curfews? That becomes necessary because we aren’t wired to “comply” with mandates. And, for good reason.

### IT'S THE ECONOMY, STUPID

We've arrived at the opinion that at the end of this thing, we're all going to look back, breathe a giant sigh of relief and say, "Thank God we crashed the economy in time..."

The real time economics are such that we are knee-capping ourselves out of "an abundance of caution". When the economy is ticking along without a hiccup, a good portion of Middle America is essentially one missed paycheck away from financial disaster. Now, through "abundant caution" we have removed people's ability to provide for themselves by shutting down the economy. Yes, various gov't entities are proposing and passing relief packages. And, that will relieve some short term pressure... but, you can only spend other people's money and/or print new meaningless "cash" for so long before bad economic things start to happen.

If only there was a set of principles or historic precedents we could draw on to tell us what happens next.... Weimar? Anyone? Somebody's gonna have to pay the fiddler. It'll likely be the little guy and not the banksters. From a business continuity point of view.... Enterprises are starting to wake up to the possibility that their current insurance policies are not going to cover losses from this crisis. And, assuming that their policy was comprehensive enough to do so, will the condition of the market provide the liquidity to pay the claims?

### THE NEW NORMAL

The problem with most strategy, business or otherwise, is its hopelessly, conservative, conventional-ness. It's almost always based on historical trends as opposed to being truly predictive. It's lazy. It lacks vision. And, it falls prey to normalcy bias... like Mike's strategy of hope I mentioned earlier: Nothing bad has happened here, so it won't.

But, we know that's not true. Every time a thing occurs for the first time, it's never happened before. Here's your daily tautology: It's never a problem until it is.

As an enterprise leader, you can't manage change, any more than you can manage time. Those elements are beyond your control. The best you can do is to respond effectively to them when they occur. In order to do so, you must prepare as well as you can and maintain a rigid state of flexibility.

Here is the hard reality: What we previously saw as normal, doesn't exist any longer. The playing field has changed, the rules have changed. And, not for the better.

As it applies to COO Mike, and as it pertains to all enterprise:

- Our economic engine has been stalled, and an already edgy people are unable to provide for themselves because the gov't has prohibited it, which will create uncertainty and desperation
- The worst elements of our society have been loosed on the system
- First responders are already in short supply, a situation that is worsened by the quarantines and simple agency and systemic refusal to respond to criminal activity
- There are plenty of historical examples that tell us what happens when these elements are combined: previously, socially stable situations become unstable very quickly
- Civil unrest leads to looting and destruction of property
- Organized criminal activity will exploit the chaos and uncertainty

# DISTRIBUTED SECURITY NETWORKS

- Violent crimes against individuals will escalate
- The idea that insurance is there to cover losses is, in many cases, a false hope. And, even if your enterprise's policy covers losses under these conditions; will market liquidity allow for a payout?

## THE PUNCHLINE

A little COVID-19, tough love statement:

If you can't defend it - you won't keep it.

The scale and scope of potential physical threats to enterprise employees and assets can not be predicted. What can be stated is that many enterprises have already been attacked. And that situation won't improve with more strain on the system. So... as a responsible leader who would like his enterprise and the livelihood of his employees and larger community survive, what are your options?

The simple answer, based on current conditions, is that you'll have to become self-sufficient. Your security, and that of your enterprise, is your responsibility. Full stop.

The COVID-19 crisis highlights the need for enterprise leadership to accept the mantle of Warrior Capitalist. Defender of their enterprises, lives, and property.

Respectfully,

Mike Smock

Ron Danielowski

Bill Tallen

Chuck Gbur

Randy Bartlett

Les Leslie

*April 2020*

PRACTICAL HANDBOOK

# REALITY POST COVID-19 AND BEYOND...

IF YOU CAN'T DEFEND IT,  
YOU WON'T OWN IT.

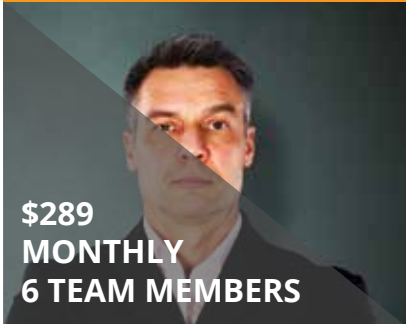
CREATE THE DEFENDED  
ENTERPRISE





# DISTRIBUTED SECURITY NETWORKS

**ENTERPRISE MEMBER**




**\$289  
MONTHLY  
6 TEAM MEMBERS**

**Defense Academy Member**

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

**TIER 4: DEFENDER**




**\$7,736  
16 HOURS  
30 DAYS**

**Individual Defenders**

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

**TIER 3: OPERATOR**




**\$22,890  
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.*

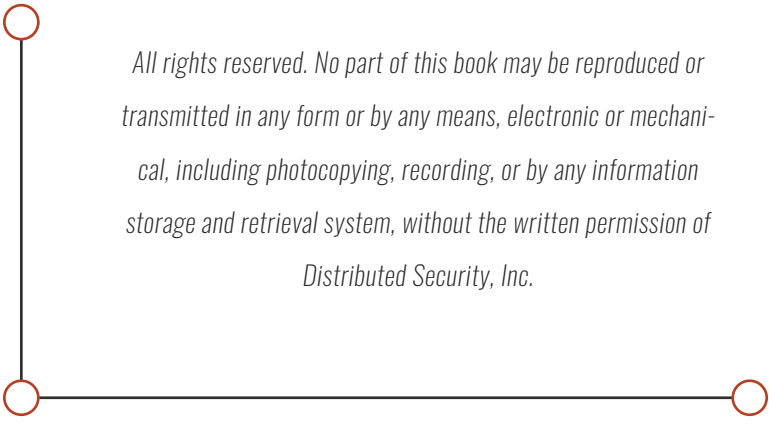
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