



Proposal for:
School Security Services
May 10, 2017

Prepared by:
Jeffrey Zisner, President & CEO

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Culver City, California 90232
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Prepared for:
Daniel Chang, Chief Compliance Officer

El Camino Real Charter High School
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Hills, California 91367

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A Step in the Right Direction...



Dear Daniel,

Thank you for accepting and considering AEGIS Security & Investigations' proposal to provide school security services. By reviewing this proposal, you have displayed your dedication and commitment to ensuring a safer future for the students and staff of El Camino Real Charter High School.

AEGIS specializes in high-end, customer service focused security, investigative, training, and consulting solutions. Since our inception in 2007, our goal has been to **meet and exceed** our client's expectations. We accomplish this by utilizing both internal and external active management techniques and focusing our services tuned to our clients' hierarchy of needs, resulting in a high quality service our clients and employees appreciate and respect.

It are the philosophies of "The AEGIS Difference" that allow us to add value and differentiate ourselves from other vendors. We very much look forward to having you as special and valued client. If you have any questions regarding our services or topics within this proposal, please feel free to reach out to me directly any time.

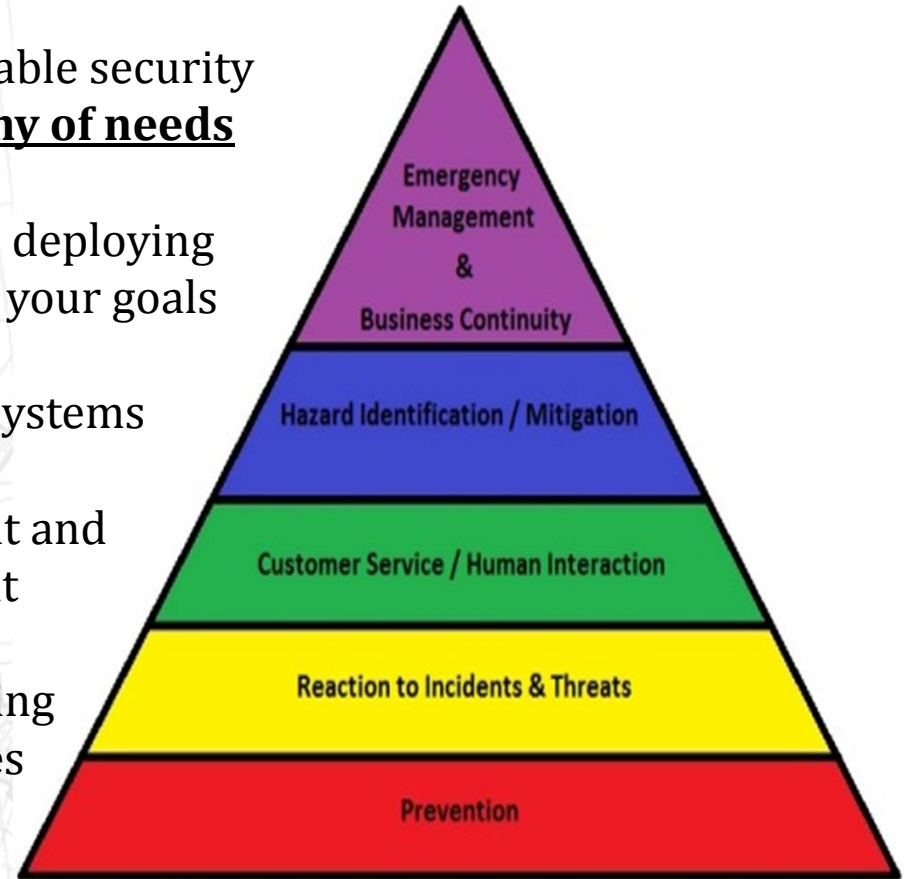
Warmest Regards,

Jeffrey Zisner, CPP
President & CEO
AEGIS Security & Investigations Inc.

The AEGIS Difference



- Constructing and deploying a scalable security plan tuned to our clients' **hierarchy of needs**
- Recruiting, selecting, training, and deploying the right personnel to accomplish your goals
- Cloud based command & control systems
- Continuous management oversight and dynamic operational improvement
- Value adds including unique training and specialized consulting services



What is AEGIS?



AEGIS was designed, developed, and deployed by the US Navy in December 1969 after “the aegis”, the shield of the Greek god Zeus.

The heart of the system is an advanced radar array known as “the Shield of the Fleet.” The high power system performs searching, tracking, and missile guidance functions simultaneously against over 100 land, sea, or air threats up to 100 miles away.



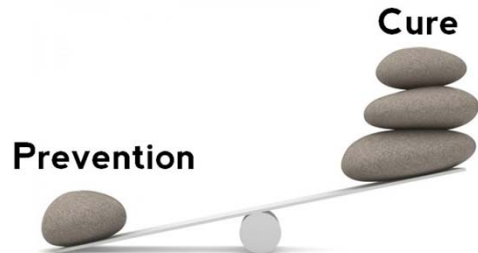
AEGIS Security & Investigation’s mission is to effectively and efficiently create a system capable assessing, evaluating, testing, preventing, and responding to a broad range of threats and client concerns.

Our Philosophy



We see many of the services we provide much like that of an insurance policy

While you can drive with minimal coverage, it won't protect you **when** you get into an accident.



An ounce of prevention is worth a pound of cure

A little effort up goes a long way in identifying, managing, and minimizing issues.

"Ultimate excellence lies not in winning every battle, but in defeating the enemy without ever fighting."

— Sun Tzu, The Art of War

Our Experience

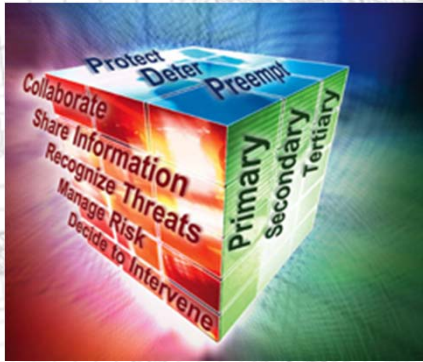
- Armed and unarmed security
- Loss prevention agents
- Special event security
- Executive protection agents
- Fraud and theft investigations
- Workers compensation fraud
- Hostile employee termination
- Security camera and alarms
- Risk/vulnerability assessments
- Physical target hardening
- Security officer training
- Workplace violence training
- Terrorism awareness training
- And much... much... more.

Some of our clients have included:



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Operations Structure



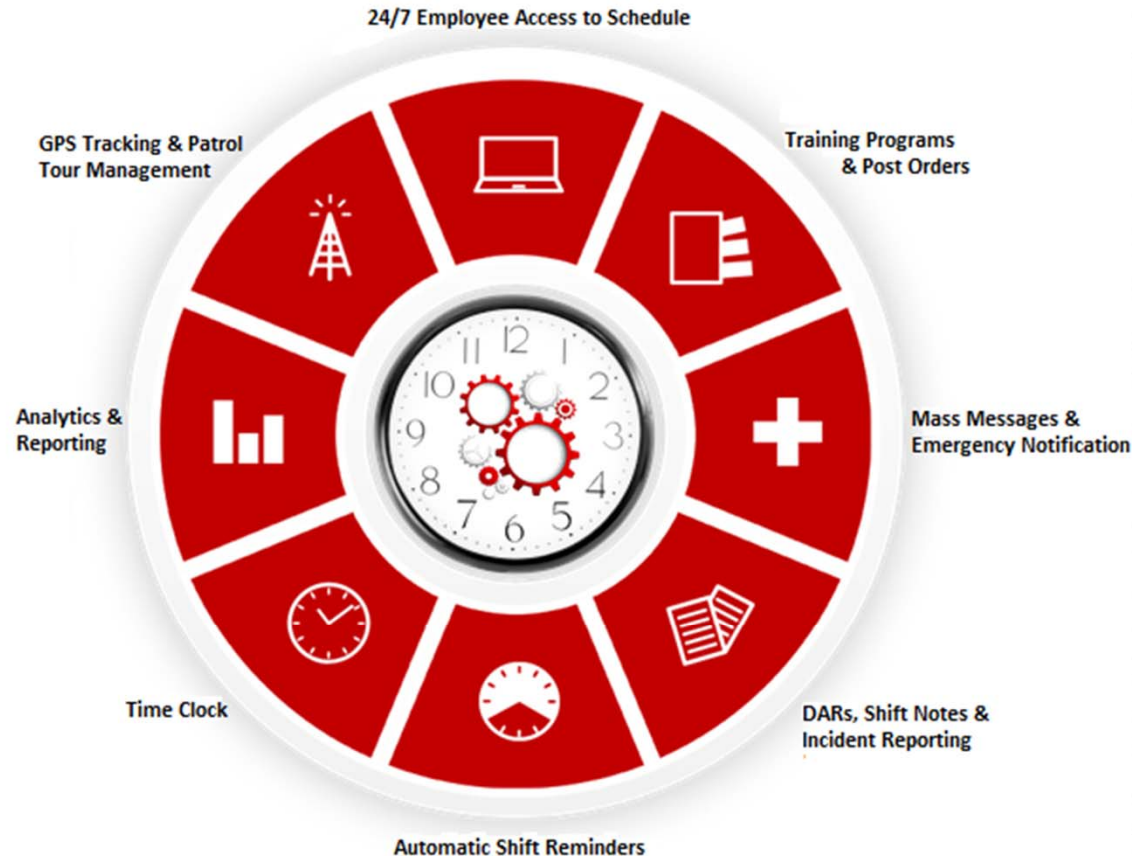
Security Officer → Site Supervisor → Operations Team → President

- | | | |
|---|--|---|
| <ul style="list-style-type: none">▪ Trained and briefed in advance▪ Executes post orders by objective▪ Manages situations as per SOPs▪ Reports issues ASAP | <ul style="list-style-type: none">▪ Day-to-day liaison on-site▪ Team quality assurance▪ Conducts OJT▪ Reviews, evaluates and re-issues post orders▪ Stands in as a back up | <ul style="list-style-type: none">▪ Regular visits and inspections▪ Continuous site analysis▪ Enforces performance and appearances objectives▪ Creates policy improvements based on best practices and client feedback▪ Reconciles billing data▪ Manages human resources▪ Available to be contacted at any time by client POC |
|---|--|---|

Cloud Based Command & Control System

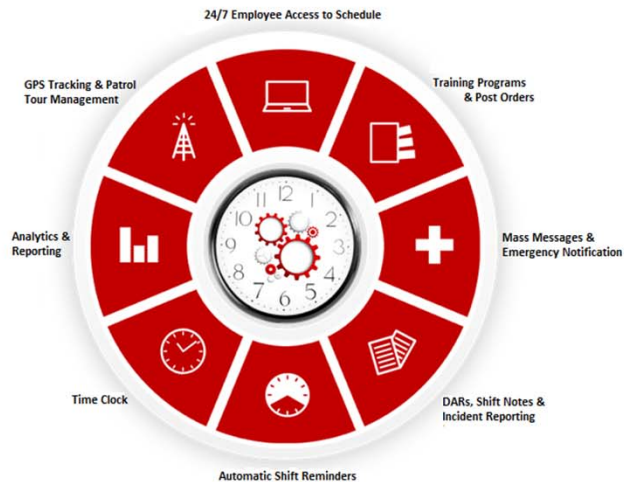


AEGIS deploys a web based employee management command and control system company wide. The system is designed to train, schedule, brief, dispatch, and monitor personnel at **ALL** posts and at **ALL** times.



This system is accessible via desktop computers or through tablet and smartphone apps available on Android, iPhone, and Blackberry devices.

Command & Control System



Features include:

- GPS Monitored clock in/clock out reconciled by client managed and verified paper time sheets
- Detex/Patrol Management System
- Pre-arrival post order briefing for regular and temporary security staff
- Employee training programs
- Mass notification system to security team
- End of watch electronic daily activity report submission forwarded daily or weekly to the client representative
- Web based incident reporting and completed, signed copies of reports
- 24 hour before, 1 hour before, and shift starting automated reminders
- Automatic notification to AEGIS Management if officers fail to clock in within 15 minutes of the beginning of their shift resulting in calls to officers and the client representative and replacement coverage as necessary
- Management of sick days, vacation days, and call offs
- Training, skills, certifications, and licensing tracking
- Scheduling and time sheet report generation

Personnel Selection



How does our hand selected staff operate at an autonomous, professional, and effective level, better than most firms supervisors and managers?

Recruiting

Training

Dispatching



Experienced Security Professionals | Police Officers | Active & Retired Military

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Our President & CEO

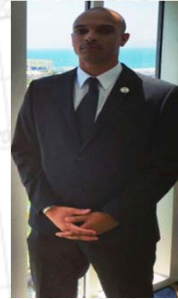


11 Years Experience
Private Investigator
Private Patrol Operator
B.S. Business Management, CSUN
Certified Protection Professional, ASIS
FBI's Infragard Commercial Facilities Chief
Wicklander-Zulawski Interview & Interrogation Certified
Community Emergency Response Team & ICS Certified
California Alcohol Beverage Control Approved Instructor
California Bureau of Security & Investigative Services Subject Matter Expert
California Bureau of Security & Investigative Services Certified Instructor

Sample Management & Tier 1-2 Staff



William V.
23 Years Experience
US Navy Seal, Close Protection
VP, Operations



Jordon B.
6 Years Experience
Hospitality & Nightlife
Nightlife Manager



Kevin F.
29 Years Experience
Career Security Director
Operations Manager



Darrel R.
12 Years Army Police
Executive Protection Exp.
Site Supervisor



Sean K.
6 Years Experience
Martial Arts Instructor &
Site Supervisor



Frank D.
16 Years Experience
BS in Criminal Justice
Site Supervisor

Experienced Security Professionals | Police Officers | Active & Retired Military

Available Uniforms & Equipment



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Advanced Training



AEGIS Staff receive certified training in:

Security Operations
Injury & illness prevention
Sexual harassment prevention
De-escalation of conflict
Powers of Arrest
Activities & incident reporting
ID checks & searches
Terrorism and weapons of mass destruction
Emergency management
Customer Service
Firearms, baton, and mace (as required)

AEGIS has partnered with the FBI's Infragard program to produce workshops on workplace violence, pre-incident indicators, crime and terrorism awareness, fraud and theft, active shooter resolution, identifying crime by body language, interview and interrogation, etc.



Surveillance



Tests of Security



Acquiring Supplies



Trial Run



Elicitation



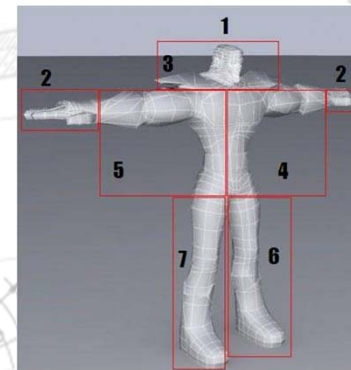
Funding



Suspicious Persons



Deploying Assets / Attack



Scope of Work

Guard Service Differentiating Factors:

- Method of service based on the client's hierarchy of needs
- Positive, professional, and customer focused front line security staff

Access & Perimeter Control:

- Establishing, maintaining, and improving systems and procedures
- Verifying IDs against guest lists, managing logs, and issuing visitor badges
- Secure the campus daily to ensure all doors and gates are locked

Enforcement of Law, Rules, and Regulations:

- Identification of potential security threats and safety hazards
- Investigating risk and reporting vulnerabilities
- Enforcing site rules, laws, and regulations and reporting issues to police

Emergency Management:

- Respond per post orders and best practices to all hazards and all crimes
- Managing incidents and emergencies until first responders arrive



Sample Post Orders



Daily Uniformed Security Officers

Upon arrival, clock in using our App with GPS enabled and sign in on the time sheet. Report to client POC for your post assignment.

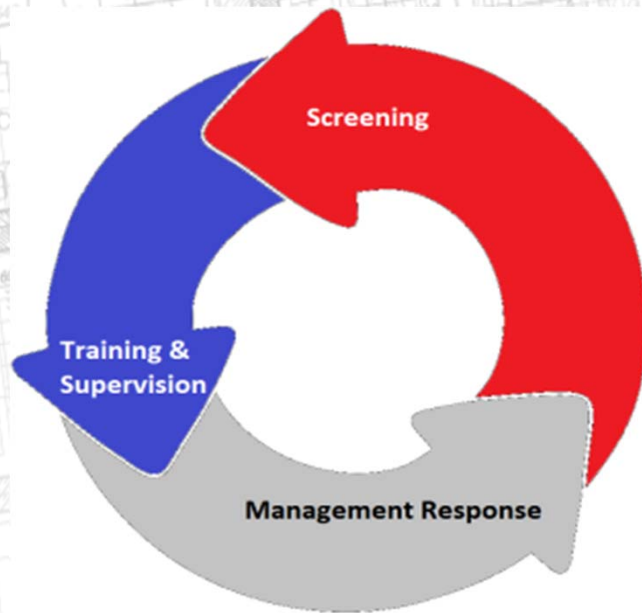
At your assigned post, you will be tasked with patrolling you area for security and safety issues, and ensuring compliance of faculty, staff, students, and visitors with campus policies. You will report all suspicious and potentially dangerous or unusual behavior. You will ensure visitors are checked in, directing them to their destination. You will assist teachers and staff opening classrooms as requested.

Regarding students, you will ensure they return to class following breaks, monitor students outside of class, and provide tardy slips, and guiding students to the extent required.

You are to provide other appropriate security-related functions as requested by authorized School staff. In the event of an emergency, you are to assist as directed and in compliance with established standard operating procedures.

At the end of the day, secure the campus and parking lots at the end of the day, including ensuring that all buildings and gates are locked.

Quality Assurance & Employee Retention



We know our clients have many choices and to **remain** an industry leader we must perform. At AEGIS we firmly believe that there are three essential factors determining the quality of service provided by any supplier in the contract security industry.

- ✓ Employee Screening and Selection
 - ✓ Training & Supervision
 - ✓ Management Response

How do we minimize employee turnover?

Continuing education opportunities

Premium hourly pay & paid time off

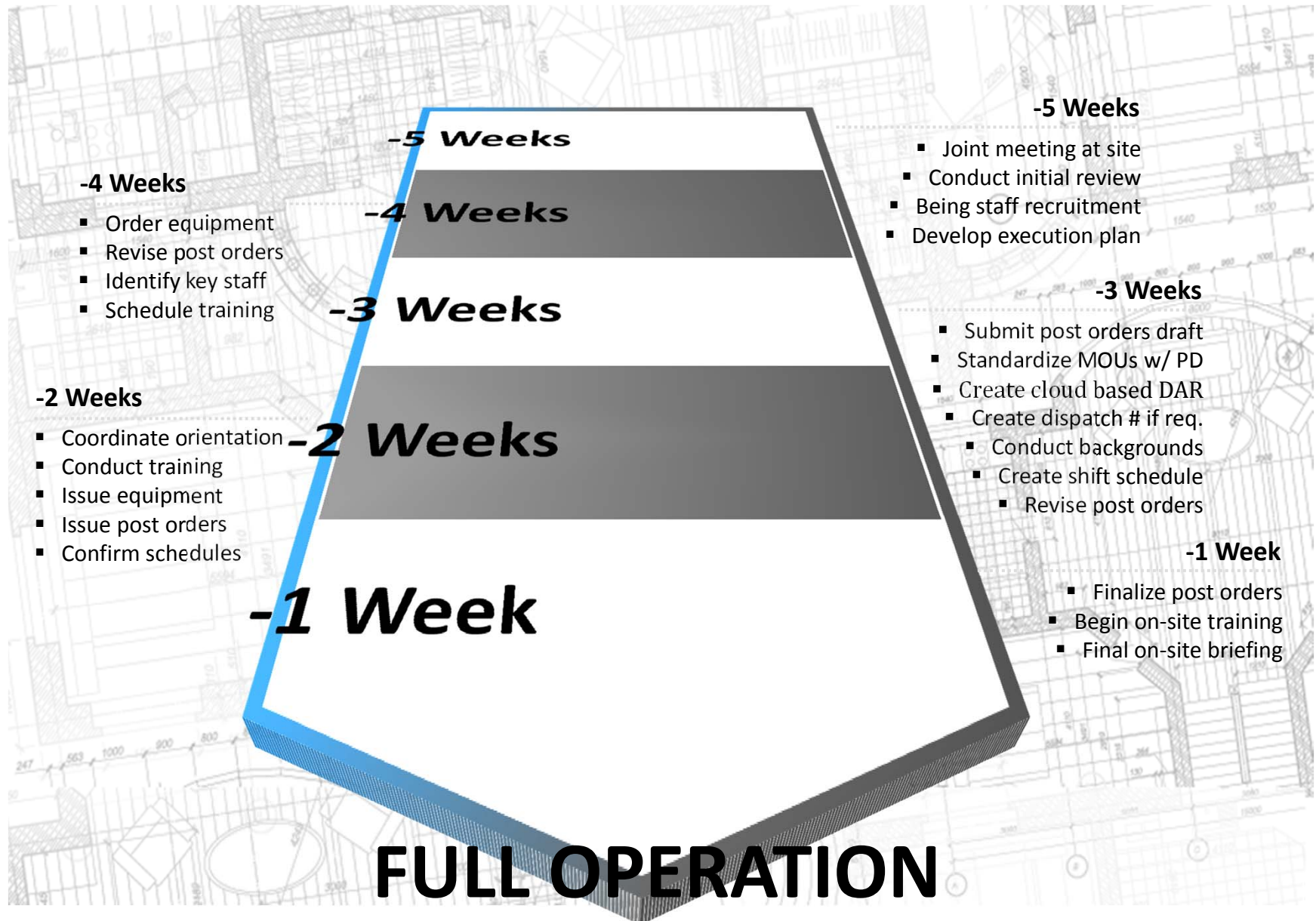
Profit sharing and commission

Employee appreciation programs

Health care coverage (TBA)

401(k) & life insurance (TBA)

5 Week Implementation Plan



Rate Sheet



<p>Basic Security Guard</p> <p>\$</p> <p>from low quality companies</p> <p>Minimal Cost</p>	<p>AEGIS Security Officer</p> <p>\$\$</p> <p>MOST POPULAR!</p> <p>Great Value!</p>	<p>Grossly Overpriced</p> <p>\$\$\$</p> <p>niche security companies</p> <p>Too Expensive</p>
No Standard of Quality	Comprehensive Screening	Nickle & Diming
Basic English Skills	Professional Staff	Up-Sells in Service
Minimal Training	Ongoing Training	No Real "Insider Info"
No Reporting Systems	Dynamic Quality Control	Claims of 100% Effectiveness
Absent Supervisors/Managers	Direct Contact w/ Management	PD Isn't Necessarily Quality
<p>Includes:</p> <ul style="list-style-type: none"> ◊ Guard in a uniform ◊ Nominal response capability ◊ Fundamental customer service ◊ Limited scope for ROI analysis 	<p>Includes:</p> <ul style="list-style-type: none"> ◊ Multi-faceted objectives ◊ Customer service driven ◊ Prevention & response capability ◊ Value added consulting & training 	<p>Includes:</p> <ul style="list-style-type: none"> ◊ Experienced staff ◊ "Overkill" in many situations ◊ Similar consulting services ◊ Low ROI Ratio

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Rate Sheet - Continued



Basic Audit & Post Order Development – **Included**
 Web Based Command & Control – **Included**
 Ongoing Needs Assessment by AEGIS – **Included**
 Full GL & WC Insurance Protection – **Included**
 Uniform & Officer Equipment – **Included**
 Field Supervisor Quality Assurance – **Included**
 Direct Line to AEGIS Management – **Included**
 Required School Security Training – **DOJ**
 Advanced Consulting & Training Workshops – **DOJ**
Schedule: (9) Officers Mon-Fri 6 hrs daily + events

	Hourly Rate	OT & Holidays	Weekly Estimate
Site Supervisor	\$28/hr	\$42/hr	\$840.00
Security Officers	\$24/hr	\$36/hr	\$5,760.00

AEGIS Security Officer

\$\$

MOST POPULAR!

Great Value!

Comprehensive Screening

Professional Staff

Ongoing Training

Dynamic Quality Control

Direct Contact w/ Management

Includes:

- ♦ Multi-faceted objectives
- ♦ Customer service driven
- ♦ Prevention & response capability
- ♦ Value added consulting & training

AEGIS CHARGES OT AND DT IN COMPLIANCE WITH FEDERAL AND STATE LABOR LAWS. USE OR DISCLOSURE OF DATA CONTAINED ON THIS
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Comprehensive Security Audit



AEGIS's consulting services are designed to conduct a broad evaluation, answering client's questions, posing new ones, reviewing and auditing existing practices, suggesting alternatives to an existing framework and detailing and creating deployable plans.



"Whoever is first in the field and awaits the coming of the enemy, will be fresh for the fight; whoever is second in the field and has to hasten to battle will arrive exhausted."

— Sun Tzu, The Art of War

The Plan



Policy & Procedure Review

Duration: 1/2 Day

- Evaluation of existing SOPs for all hazards and all crimes
- Obtaining law enforcement, medical, and fire response capabilities
- Assessment of reporting, tracking, screening, and communication systems

Crime Prevention Through Environmental Design (CPTED)

Duration: 1/2 Day to 1 Day Per Site

- Examination of internal and external spaces within the surrounding area
- Analysis of defensible space, access control, and lockdown/evacuation SOPs
- Study of natural and built surveillance from security posts
- Evaluation of access control systems and physical security improvements
- Assessment of territorial reinforcement based on the modus operandi
- Review of maintenance and management related to the site

Physical Security Team Audit

Duration: Concurrent With CPTED

- Observation of effectiveness of security team at assigned roles
- Adherence to best practices and SOPs
- Identification of policy, procedural, and training deficiencies

Optional - But Recommended



Facilitation of Systems Approach to Risk Management

Duration: 1/2 Day

A guided discussion with the crisis action team to develop a site specific, cost effective, deployable plan based on a SWOT analysis, prevailing threats, and the root cause.

Red Team Penetration & Vulnerability Testing

Duration: 1-5 Days

A full scale, real time, simulated breach to test response times, effectiveness of current procedures, and emergency response against industry standards

Tabletop Exercises & Full Scale Drills

Duration: 2 Hours – 4 Days (including preparation, drill, analysis, and report)

The facilitation of tabletop exercises and full scale drills are designed to test security and emergency procedures in a real world environment.

Color Coded Final Deliverable Report

Duration: 2x the Audit



Consulting Extras



Quick Reference Emergency Management Guide

INCLUDED with any security audit

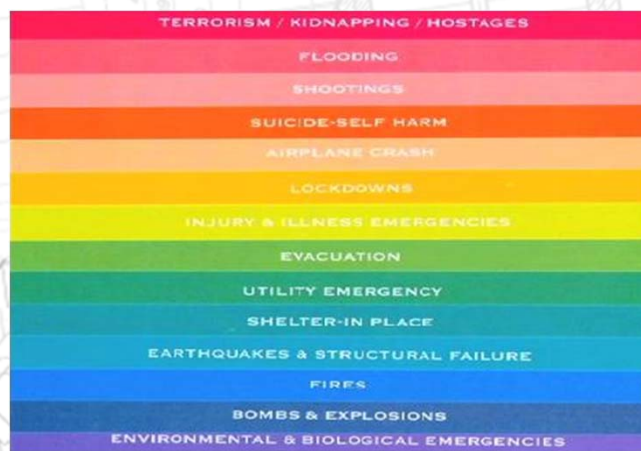
Customized Post Orders & All Hazards Emergency Operations Plan

Duration: DOJ

Customized, site specific, carefully crated plans addressing potential issues

Safety & Industrial Hygiene Consulting

AEGIS deploys contract certified safety and industrial hygiene professionals proven in mitigating physical and environmental hazards in a variety of settings. Services include: workplace safety programs and assessments, IIPP, OSHA compliance, toxic mold and air quality assessments, and OSHA training



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Security Training Opportunities



Run, Hide, Fight Active Shooter Training

Duration: 1 – 8 Hours

This course reviews case studies and educates students how to survive an active shooter incident before the police arrive and assists participants in preventing incidents. The live demo portion immerses participants in a simulated incident, creating experiential and muscle memory based reactions in the event they ever become a victim. The demo component utilizes real weapons, loud noises, student movement, and real role players.

School Security Certification & Refresher Course

Duration: 1 – 3 Days (live, online, or hybrid)

AEGIS' school security courses exceeds BSIS standards.

Workplace Violence & Terrorism Awareness Workshop

Duration: 2 Hours - ½ Day

Topics include case studies of historical incidents, bullying, psychological disorders historically resulting in deviance, workplace violence and its triggers, terrorism awareness and how to disrupt the terrorist planning cycle.

Investigative Services



AEGIS conducts full services private investigation services designed to enhance our clients' intelligence gathering and strategic operational capabilities. With experience in handling criminal, civil, private, and corporate cases, AEGIS able to executive directives efficiently and effectively. Our expertise includes:

- Criminal Evidence & Defense Support
- Civil Litigation Support & Surveillance
- Workers Comp. Investigations
- People Locates & Background Checks
- Accident Investigations
- Fraud & Theft Investigations
- Bug Sweeps (TSCM)
- Hostile Employee Termination
- Real time threat monitoring
- Process Service



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EXPERIENCE THE AEGIS DIFFERENCE



SAMUEL A. FRYER YAVNEH HEBREW ACADEMY ♦ ישיבת יבנה
5353 West Third Street ♦ Los Angeles, CA 90020 ♦ 323-931-5808 ♦ 323-931-5818 fax
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December 12, 2014

To Whom It May Concern,

This is a letter of recommendation for Aegis Security and Jeff Zisner. This past year our institution wanted to have a third party come in and do a top-to-bottom security analysis of our operation. As a Jewish school in Los Angeles, we are sensitive to our unique status as a possible target of terrorism or anti-Semitism. Additionally, we have all the regular security concerns of a school such as fire, theft, vandalism, active shooter, etc.

Jeff proved himself the ultimate professional as he spent time evaluating our processes, level of deterrence, and protocols. His analysis was instrumental in guiding us and laying out the blueprint for shoring up weaknesses while focusing our limited resources with maximum effect. He taught us that the goal of a safety and security plan is not to eliminate risk, but rather to mitigate exposure to an acceptable level. This was eye-opening to us and helped us keep focus on the big picture.

In our dealings with Jeff and Aegis, we found Jeff to be honest, trustworthy, and exceptionally knowledgeable in his space. Jeff is the consummate gentleman and subject matter expert who is easy to deal with and a pleasure to work with.

Our institution has been in business since 1958. Due to Jeff's analysis, recommendations, suggestions, and follow up, we have never felt safer.

I can, without reservation, recommend Jeff and Aegis to anyone seeking help in the genre of security.

Sincerely,

Lev R. Stark
Executive Director
Yavneh Hebrew Academy



Yeshivat Yavneh is the
proud beneficiary of
grants from:

Harvit
Foundation





October 16, 2012

To Whom It May Concern:

It is my pleasure to introduce AEGIS Security & Investigations as our preferred security vendor since 2010. The Shalom Institute is the premier Southern California camp, conference center and retreat destination nestled on 220 acres in the mountains above Malibu. We host over 30,000 people a year at our facility, including the highly successful and widely regarded Jewish County Fair.

AEGIS' owner, Jeff Zisner has provided specialized consulting services revamping our security and emergency plan, taking in to account natural disasters and terrorism threats, including active shooters. He also provides comprehensive training workshops, instructing our summer staff on how to recognize indicators of terrorism and basic mitigation techniques.

The cornerstone of our relationship with AEGIS is their security team. AEGIS provides regularly scheduled and special event security services tasked with maintaining access control and screening, patrolling our site and interacting with both participants and staff. Jeff and his team have been nothing but professional and responsive and take the time to check in with us to ensure we are safe and secure.

As a flagship Jewish institution here in Los Angeles, it is our pleasure to recommend AEGIS to your organization in the hopes that you find your relationship with them as professional, effective and personal as we have found ours.

If you have any questions, feel free to contact me directly at bill@shalominstitute.com.

Sincerely,

Bill Kaplan
Executive Director
Shalom Institute

To El Camino Real Charter High School:



The undersigned hereby offers and agrees to furnish the services in compliance with all terms, scope of work, and conditions listed in this proposal, pending final acceptance of the service agreement.

A handwritten signature in black ink, appearing to read "Jeffrey Zisner".

Jeffrey Zisner
President & CEO
AEGIS Security & Investigations Inc.

The offer, services contract, and terms are hereby accepted, pending final acceptance of the service agreement.

Awarded this _____ day of _____ 2017.

Daniel Chang
Chief Compliance Officer
El Camino Real Charter High School
5440 Valley Circle Boulevard. Woodland Hills, California 91367