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Introducing the Remote Guarding Vendor Comparison Tool. Now, you can compare Elite ISI with competitors and see how we measure up to the task of protecting your facilities.

ASSESSED FEATURE

ELITE ISI

OTHER COMPANY

1

Security Consulting

Understanding Crime and Crime Prevention is key to providing effective loss prevention. It is well documented that equipment centric approaches have never solved security problems.

Security Consulting Philosophy

Elite's primary focus is providing security consulting services. Elite understands security, knows who is responsible for crime, how they do it and how to prevent it. To ensure systems are correctly designed and effectively prevent crime, Elite does all phases of the operation, from forensics analysis, design and engineering through installation, operation and monitoring. The key element of Elite's approach involves the initial Forensics/Threat Assessment. The results of this analysis form the foundation for design of client security systems.

2

Command Center

A service provider's Command Center facility and operations are very critical and central to service level capabilities. Claims should be verified by Command Center visits. Full remote guarding is not possible without a robust, disaster survivable Command Center

First ever UL Certified Remote Guarding Command Center



MVDO.BP20975

Elite ISI is the first company to receive Underwriter's Laboratories (UL) certification for remote guarding services through command and control. The certification requirement, which is found in UL 827 and 827B, is the first of its kind and positions Elite ISI as a leader in the rapidly-growing remote guarding industry.

Facility Type Located in a hardened, state-of-the-art, Class A Security, Data Center, and Telecommunications facility. Not just a few terminals in a backroom of a standard office building facility.

- Facility Reliability, Availability, Survivability and Security*
1. Can withstand significant earthquake.
 2. Multiple diesel engines to ensure enough power to operate throughout disaster period; up to 3 months.
 3. Access to multiple onsite internet service and data center providers for always available, virtually unlimited internet connectivity and bandwidth.
 4. Very highly secure facility.

Systems Reliability, Availability, Recoverability Cloud based, double redundant computer, storage and data processing systems.

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Service Reach Provide service to facilities located anywhere in US.

Number of Agent Stations Available Always multiple personal on shift, including shift leads and supervisor, to address all events/alerts from 100s of clients.

Agent Operations Agents do not monitor screens. Use of advanced software, interactive maps and pan-tilt-zoom cameras to automate and speed agent identification, command and control over security events. Through automation, all agent activities are supervised, 24/7/365.

Agent Qualifications All agents are extensively trained and well compensated. Most have law enforcement or military backgrounds and have experience with crisis management. Manager of Command Center is US Army Capt. (Res.) decorated veteran of Afghanistan combat zones, specializing in intelligence.

Agent Training and Experience Rigorous 90 day regimen to develop highly trained agents.

Law Enforcement Relationships

Very critical for successful Remote Guarding due to need to drive improved relationship with client's local police to ensure rapid response times. Without such partnerships, Remote Guarding is not as effective.

National Recognition

FBI-LEEDA, the premier Law Enforcement association in the Nation, recognized Elite's industry leading role in Remote Guarding by selecting Elite to educate its membership, including police chiefs and other executives, on the benefits and use of interactive monitoring and guarding services.

Local Police Partnering

Relationships established with Police Chiefs and 911 Dispatch in all communities where we have clients to ensure fast response times.

Impact on Police Responsiveness

Elite Law Enforcement Partnerships generate dramatically reduced police response times based on their valuation of the free benefits Elite provides to local police, including:

1. Highly trained agents serving as professional, live eyewitnesses to crimes in progress, where police dispatch officers only receive calls when Command Center staff determines a true need from live, real time interaction with potential criminals.

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2. Zero false alarms to police due to live video review of every alarm in real time by live agents.
5. Dramatically enhanced officer safety due to live, real time audio and video support to first responders throughout any event, from arrival through arrest, with real time information regarding descriptions, location and movements and whether any weapons have been seen.
6. Enhanced video evidence for prosecutions due to agent interaction in securing useable video footage.

Corporate Team

Chief Protection Adviser is US Marines Colonel (ret), LAPD Cmdr (ret), and former Deputy Police Chief.

4**Results Experienced**

Documented Loss Prevention and Other Client Benefits

Documented prevention of crime, reductions in losses and insurance claims, increased personnel productivity.

Full Remote Guarding Results VS CCTV or Video Verification Results

Zero false alarms to law enforcement since all false alarms are cleared in real time by live agents, resulting in zero false alarm fees to clients.

5**Customer Retention**

Lost Clients

All customers satisfied and many repeated contracts and referrals, based on significantly lower costs and dramatic improvements over results from guards, video surveillance and access control alone.

Testimonials

See client testimonials:
www.eliteinteractivesolutions.com/endorsements/customers

References

Many references available on request.

6**Delivery and Implementation**

Overall Security Philosophy

To ensure systems are correctly designed and effectively prevent crime, Elite does all phases of the operation, from design and engineering through installation, operation and monitoring. This end-to-end approach ensures all systems are operational and delivering designed levels of security, or in the process of being repaired or adjusted. Major benefit found by clients is that Elite's need to make sure system is operational for security, results in system being operational when needed to support business' administrative needs.

ASSESSED FEATURE**ELITE ISI****OTHER COMPANY***Design*

Elite's processes are In-house Intellectual property, developed over years of experience using both time proven and the latest security forensics, military and law enforcement processes and techniques. Site/client specific solutions are implemented by Elite's highly trained security forensics and engineering personnel.

Installation

Managed by and warranted by Elite, throughout US.

Training

Performed by Elite at customer site; training includes instruction for on-site client staff on how to work with Elite to maximize site security, and how to use video system for administrative purposes when reviewing, retrieving and/or storing video is required.

Operation

Performed by Elite at customer site and in the Command Center. Contracted Remote Guarding shifts. 7x24x365 service possible. 1-800 number with instant answer and recorded, time stamped conversations and messaging. System can push video to remote devices, including pc's, laptops, smartphones, etc.

Reporting

Elite provides daily reports to clients, itemizing major activities/events during guarded period.

Technologies Used**7**

The Security Industry is very equipment centric and each vendor must be assessed for selling a particular vendor's product versus providing a solution for identified problems. Technology is only a partial element to providing effective security, and must be supported by processes and procedures to drive a full security solution.

Technology Philosophy

Elite is technology agnostic, focusing on forensics and techniques for effective crime prevention, with equipment and system selection based on results, including latest technology developments of in IP, HD and digital video and systems.

Cameras

Elite can use any existing camera types or latest Hight Definition models specially configured with military grade video analytics to put intelligence to work for use in defining and managing alert/event types.

Video Management Systems

Elite has interfaced to several different types of VMS systems. Our customers' preferred product is selected based on user friendliness for client use. Ease of use typically results in dramatic expanded use of video for administrative purposes, such as addressing frivolous law suits (i.e., employee slip/fall and customer damage claims).

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Interactive Systems

Depending on client requirements, a fundamental element of Elite's forensics based approach is to use military grade video analytics to turn normal video cameras into onsite digital guards. The digital guards, which never take breaks or make deals with criminals, are monitored by computers, allowing agents to simultaneously monitor entire facilities, and thousands of cameras, while delivering instant response to alerts. Agents use well established procedures and systems to operate a combination of live video, microphones and speakers to interact in real time with persons triggering the digital guard alerts being sent to the Command Center. Agents go live on any site instantly to determine if a person is authorized, they need help, should leave the premises, or are committing a crime, in which case law enforcement is called in to manage the situation.

Others

Access Control; RFID; POS; and Panic Alarms.

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Evergreen Service Option

7x24 support; remote diagnostic capability; 24-hour repair or replacement for security impacting systems; daily health check and status reporting; annual cleaning and tune up; all SW and FW upgrades and patches included. Elite ensures complete operation for the term of the contract including technology upgrades to replace obsoleted and any non performing equipment.

9

Maturity

Years with Digital Guarding Clients and References to Prove Claims

Over ten years.

Primary Business or Add on to Existing Human Guard Business

Designed from the inception to provide interactive, digitally based, remote guarding.

Executive Staff Longevity in Industry

Founder is pioneer of industry and has over 25 years experience in field.

10

Management Team

Experience

Extensive breadth of expertise and experience.

Depth

Please see website:
www.EliteInteractiveSolutions.com/about/

11

Staffing

Number/Professionalism

Over 35 professionals.

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12**Design Capability**

Background and Experience of Crime Prevention Team

Military and law enforcement professionals with over 100 years of professional security experience.

Consultative Methodology: General VS Custom Design

Application of forensic security principles and client interviews to establish custom client based security plan.

13**Financial Viability**

Solutions

Multimillion dollar company.

Company Size

Profitable and rapidly growing business.

Profitability and Growth Rate

Purchase, Leasing or Rental.

Financing Options

\$5,000,000 per covered event.

Insurance

BBB/D&B A+ ratings.

*Ratings***14****Active Clients**

Number and Quality

Industry leader, Significant corporate client list, ranging from \$50M to multi-billion-dollar revenue companies.