



Security Assessment Services & Security Management Support

The COVID 19 Component of a Security & Risk Environment

SECURITY IS A DISCIPLINE



SMSI Inc. is a security consulting/security management support service firm, located in Thousand Oaks, CA. SMSI, provides two broad services. **The first offering is comprehensive security and loss prevention assessments. This offering is generally applicable to those industries that serve the public, such as hospitals, shopping malls and the lodging industry, to name just a few. The second offering is that of litigation support in our role as security expert witnesses. We have also worked with manufacturing operations, as well as industrial sites.**

Among the consequences responsive to the present pandemic is the frustration of the public at large which, in part stems from the restrictions, reactive to the risk of contagion. This frustration is, in part, is driven by the necessity for restrictive behavior. Additionally, there seems to be an emerging uptick in the propensity to bring inadequate security lawsuits versus those entities that the serve the public: such as hospitals, shopping malls and entertainment/sports venues. Therefore, several industries have had to make adjustments to their ongoing security operations that are responsive to the pandemic. *This trend continues to validate the notion that **security is a situational discipline**.*

By way of background of experience, SMSI has been retained as security experts for numerous security litigation cases on behalf of both defendants, as well as plaintiffs. In the over 25 years of providing **litigation support services**, we have become well informed in our other role, as **security consultants**, including a comprehensive understanding of security risk mitigation. *It is important to note that first and foremost, **security is an anticipatory, and preventative discipline**.* Our consultive role is proactive, while litigation support is largely reactive. Our litigation involvement has made us better consultants, and vice-versa. We at **SMSI** also recognize the value of understanding the components of the site-specific ***ambient threat environment***. Our litigation experience has also informed us that



the cost of after-the-fact reaction, is exponentially more costly, than the cost of proactive mitigation.

Remember that Security is a situational and preventative discipline. Therefore, each security programs must adjust to the dynamic ambient threat environment. ***One size does not fit all.*** The threat environment is, in part, a somewhat defined by the measured level of ambient criminality. A portion of the threat environment may also be defined by the ongoing Pandemic, and its impact on human behavior. There are those who may view the **pandemic as an opportunity to take advantage of chaos**. Remember that precursors of criminal **behavior** are **motive, means and opportunity**.

Consequentially, the first objective of the assessment process is to *define* and to *quantify* the ambient threat. Given our considerable security management experience, we deem that now is the time to take into consideration **COVID-19** from the perspective of the overall current security milieu, with the goal of decreasing ambient threat, and thus reducing liability, by ensuring the reasonable safety of all employees, customers and patients and other invitees. We at SMSI have observed that criminal behavior, seems to thrive in times of chaos and disorganization. Periodic security reviews are always a prudent consideration if one supports the notion that security programs should be proactive. Periodic security reviews, as a matter of course, should continually be considered, even in the absence of this pandemic. **When was the last your organization had a comprehensive security review?** Effective security is simply good business.

The **SMSI Team** is comprised of well experienced, and credentialed security professionals. Our team has managed security operations, and we have also worked on the vendor side of the industry, both electronic as well as the provision of uniformed security officers. The SMSI team has been retained as security expert witnesses on numerous occasions. Our team members are all certified protection professional (**CPP**), as well as **CPTED** Certified. (**CPTED** is the abbreviation for **Crime Prevention Though Environmental Design**.)

As formerly indicated, the current pandemic continues to impact a plethora of industries, including those industries that serve the general public. Those industries, with an elevated risk environment, are potentially adversely affected, with increased liability exposure stemming from the potential precondition of *foreseeability*. A stressful work environment may also invoke aberrant behavior on the part of both employees, as well as invitees. This aberrant behavior may also increase the generation of liability exposure to the affected industry. These industries may include, *but are not limited to*, hospitals, shopping malls, entertainment venues and the lodging industry, to name just a few. The common dominator being public access.



From the perspective of mitigation, especially as relates to the healthcare arena, there must be symbiosis between the clinical services being rendered, within the overall milieu of effective security and loss prevention strategies that produce beneficial outcomes. **Healthcare facilities**, and to a lesser degree, public enterprises such as **shopping malls, entertainment venues**, as well as **sports venues**, all have their own a unique *situational threat environment*, which therefore should be taken into consideration. Stress, in of itself, may exacerbate the ambient crime-risk environment. Within a defined vertical, stress will may be unique to **each environment**, and to **each industry**. Therefore, those vulnerabilities must be identified and addressed proactively on a case-by-case basis.

Furthermore, general perceptions should be taken into consideration, consistent with the vertical market being served. **Perception** is a very important component of any successful security and loss prevention program. If security programs are *perceived as ineffective*, they will be less successful. Remember, security remains a situational discipline. Within a given vertical there will also be variation usually dictated by the threat milieu. For example, **rural hospitals** have a set of security needs that are differentiated from the needs of an **urban hospitals**. The same analogy may be stated for such verticals as **office buildings, shopping malls** and **college campuses**, to name just a few. The ambient crime milieu is also situational, and it can be influenced by the perception of a chaotic, unstructured environment. These are among the many rationales that support the notion that security must be an anticipatory, and site-specific discipline.

Security programs should be *proactive*, driven by the totality of **identified ambient needs**. Industries such as **shopping malls, hospitals, hotels, and residential complexes**, each have a set of unique security needs that are both **location specific, as well as industry specific**. *Every vertical should reflect a security strategy of implementing security adjustments that are appropriate to the industry being affected, and within the context of the local threat environment.*

For many, the current pandemic causes many of us to feel an increased sense of vulnerability. Therefore, *effective security programs must also be perceived* as effective.

The implementation of an effective security and loss prevention program will also require that the security plan supports the general mission of the affected industry. **The first goal is prevention and mitigation, followed by containment**. The objective for each vertical is to determine a site-specific *reasonable standard of care*.

Hospitals, shopping malls and educational institutions, and others, must also adjust to individual, and industry specific needs and requirements, as may be



defined by regulation. The reasonable standard of care is specific to each industry. The standard of care for a hospital, differs from the standard of care for a shopping mall. In times, such as those that we are now dealing with, one may find that traditional access control methods are insufficient. Security programs are also about the effective application of **behavior modification**. It is always more cost effective to proactively define acceptable behavior, then to *punish aberrant behavior*, after the fact.

Given the reality of this current catastrophic event, while meeting a reasonable standard of care to maintain a safe environment, each security and loss prevention program must be still be site-specific. By way of example, the most recent the **Healthcare Executive** periodical states that hospitals are needing to make several *situational* adjustments, to deal with the treatment, and containment of **COVID-19**.

The message herein is that within all, organizations, **security programs must always flex to adjust**. History has demonstrated that there are those among us who will try to take advantage of any perceived chaotic milieu.

Obviously, security programs must always be need driven. This entails that needs must be both identified, as well as quantified. Need clarification is especially applicable to all those industries that serve to the public: (hospitals, shopping malls, educational institutions, and entertainment venues). *Security is, and should always be, an anticipatory, situational endeavor*. The identification of need requires a comprehensive and objective security evaluation, as opposed to supposition.

The issues being raised, herein by **SMSI**, are applicable today, and they should have relevance moving forward. It is not out of the ordinary to find security programs that are less than adequate, in part, because there was no adjustment to the current dynamic of the ambient threat environment. The notion of being proactive, by definition, requires periodic reviews, including the use **effective/quantified incident tracking** software, capable of detecting trends at the incipient stage.

Of note: *especially applicable* to hospitals, **the potential litigant pool is not only limited to patients and visitors**. Often overlooked, are outsourced, contract service providers, such as dietitians, housekeepers, and other support service providers, that potentially may bring a cause of action against the hospital claiming inadequate security. Because they are contracted employees, this consideration may have merit. Remember: *Contracted employees do not fall under the same workers compensation umbrella, as do direct employees of the enterprise. To some extent, this reality maybe relevant to other industries*. No matter what industry is affected, there is clearly a sufficient justification to initiate



a comprehensive security assessment of all present security operations and policies, to determine that all objectives are being met. The assessment process should engender the creation of a security awareness programs, so that all employees can become security surrogates.

Periodic security assessment reviews are also generally advisable, however regular security periodic reviews are simply a good business practice. *These reviews are generally wise, on a regular basis, even absent the current crisis. You cannot anticipate where you are going until you determine from whence you have come.* Proactive security solutions should always in a constant state of adjustment, both in terms of technology, as well as the application of better and more contemporary security methodologies, including behavior modification.

As security consultants, all our services are proactively driven. However, the exception to that rule applies to those circumstances when we are retained as security expert witnesses, pursuant to claims of negligence, and/or intentional torts, *including such claims as the excessive use of force and false arrest.* ***Our perspectives herein are not hypothetical. SMSI Inc. is well qualified and experienced, to anticipate and to reasonably mitigate most of your ambient threats going forward.***

Security is, by definition, is a proactive discipline. When SMSI provides security evaluations and assessment services, we also include a site specific **Crimecast Data Information**, which includes the projected crime trend analysis, going forward. Our source for this data is derived from the CAP Index Report. **This is an important and beneficial component of our offering.** The **CAP Index** takes the guesswork out of the planning process by quantitatively and specifically defining ambient threat trends, both past and future.

The SMSI Team has over 50 years of collective experience. Our CVs will attest to our comprehensive expertise (*CVs will be provided upon request*) Our collective expertise is considerable and diverse. Hospitals are among our largest vertical, followed by shopping malls, educational institutions, and entertainment venues.

THE PRINCIPALS

Bill Nesbitt is a former Navy Corpsman, having been stationed at the United States Naval Hospital in Philadelphia for the duration of his tour. Bill has been retained as an expert witness on numerous occasions over the past 32+ years

Drew Neckar has several years of inhouse security management with a major hospital group, as well as educational organizations. Our level of excellence is well known. Drew also has expert witness experience. We know what happens when the wheels come off.



Our team has been called upon as for litigation support on numerous occasions, covering the last 29 years. The common denominator among our clients, both as consultants, and as experts' witnesses, has been primarily applicable to those industries that cater to the public. Most all our clients have in common the serving of the public, including the affording of public access. They include, but are not limited: to residential developments, shopping malls, academic environments, the lodging industry, and educational facilities, in addition to hospitals. Furthermore, we have also served industrial sites, sports venues, and office buildings. The exception to the rule would be those clients such as manufacturing facilities, nuclear power plants, airports, seaports, and those facilities that are *not* open to the public.

Both Bill and Drew fully understand the application and synergy of security systems such as CCTV, access control systems, alarm systems and effective security lighting. We have previously managed guard companies as well as two of the largest providers of electronic security systems. Therefore, we have security management experience with security guard operations, as well as the application of security technology. We also believe that all employees can become part of the solution, or they can be part of the problem. Our security review will make these determinations. Both Bill and Drew are CPTED certified, (Crime Prevention Through Environmental Design) practitioners

If desired, SMSI also offers the provision of security management support programs, which would be, in part predicated on our comprehensive security evaluation. Because *security is situational*, it is our intention, under any circumstances, including a virtual security needs assessment, in a manner that may minimize the need for our onsite presence. If mutually agreed upon, ongoing virtual security management support (SMS) is desired, we will be happy to meet your needs, subject to one-year increments.

To reiterate, it is important to remember that security is an anticipatory discipline. There is also an assumption that, over time, all security programs will need to adjust to new and emerging threat trends. SMSI brings the expertise required for this offering.

Our 250 plus litigation support cases have encompassed over 30 states, plus Puerto Rico and the Virgin Islands. Our experience as expert witnesses have made us better consultants. The common denominator among most of our clients is that they afford public access. ***We have served numerous hospitals, residential living complexes and shopping malls.*** To a lesser degree, we have served such verticals as, residential, and commercial properties, industrial sites, as well as the bio-tech industry. Our primary mission is to help to a create comprehensive security and loss prevention programs, while reducing the probability of security litigation pursuant to claims of inadequate security. We have experience with



institutions of higher learning, the lodging industry, housing complexes, as office complexes, industrial sites, and parking facilities.

For edification, the differential between being retained as *security expert* for, as compared to the offering of *consultative services*, is **that one offering is generally reactive, and the other offering is proactive**. As security consultants, our goal is to reasonably anticipate, and reasonably mitigate security failures.

It is likely that present pandemic will influence the ongoing security needs of many industries, the serve the public, for the several years to come. The probability that the defined standard of care, given the pandemic, may require some adjustments, from time to time, moving forward. ***To know where you are going, you must first understand from whence you have come.***

As **security consultants**, our preference is to conduct security assessment reviews before-the-fact, when remedial measures are most cost-effective.

We believe that security programs should engender the full participation of all employees, and even including subcontractors. Our **security awareness training**, for all employees, from top to bottom, including subcontracted employees can ensure that each enterprise is reasonably safe. These services are especially applicable to any enterprise that serves the public, manufacturing operations, notwithstanding.

In summation, the services provided by SMSI are situationally determined. This includes meeting the special needs of the vertical, being served, within the context of the ambient threat environment. The cost of being proactive is significantly lower than reaction, after-the-fact. Each security is, and should be, unique according to specific needs.

The pages that follow will provide, with some specificity, information as to the methodologies that **SMSI Inc.** will employ. **The security assessment process will be need driven.** We fully understand that no two clients have the same set of risks, nor the same set of security needs, as defined by the ambient threat milieu. **SMSI Inc** also recommends the use of **security management software such as that provided by OMNIGO**. You may find **OMNIGO** on the web.

The following paragraphs will illustrate the dynamic components of evaluation process. If your enterprise has not had an objective security assessment, within the last three years, your security program likely needs a comprehensive review.

As we have previously stated, security is an anticipatory, proactive discipline. Our role as Security Professionals must be to first evaluate the ambient threat environment. This means that the security evaluation is two dimensional, in terms



of the likelihood of occurrence, on one axis, and the financial impact, both direct, and indirect. The security assessment will evaluate, and identify plausible threat scenarios, followed by the introduction of mitigation strategies, both technical and behavioral. This process will measure the perceptions of key employees, as well as available of hard data, including statistical data, both internal and external from reliable internal and external sources, including industry specific patterns.

The pages, to follow, will illuminate some of the assessment methodologies we will we plan to provide. We believe it is important to not only identify risk, but to also quantify risk. This model will therefore provide a framework relevant budgetary strategy. Additionally, the techniques applicable to hospitals, in varying degrees, are applicable to many industries, especially those that serve the public. The differences are a matter of degree.

Bear in mind that SMSI Inc. is not affiliated with security guard companies, nor the general security services industry (Guard services, alarm companies, video surveillance providers, access control companies, the provision of physical barriers, and/or investigative services.

The following pages will summarize some of the methodologies that **SMSI** will apply to the evaluation process, and the roadmap for cost effective solution

No two entities have the same set of vulnerabilities and needs. There are services, such as the **CAP Index**, that we use to quantify and to profile, the ambient threat environment for any location in the United States. This information, in combination with site specific data, allows **SMSI** to recommend remedies that are need driven for each location, along with industry specific risks. **We include a CAP Index Report with every Assessment Report.**

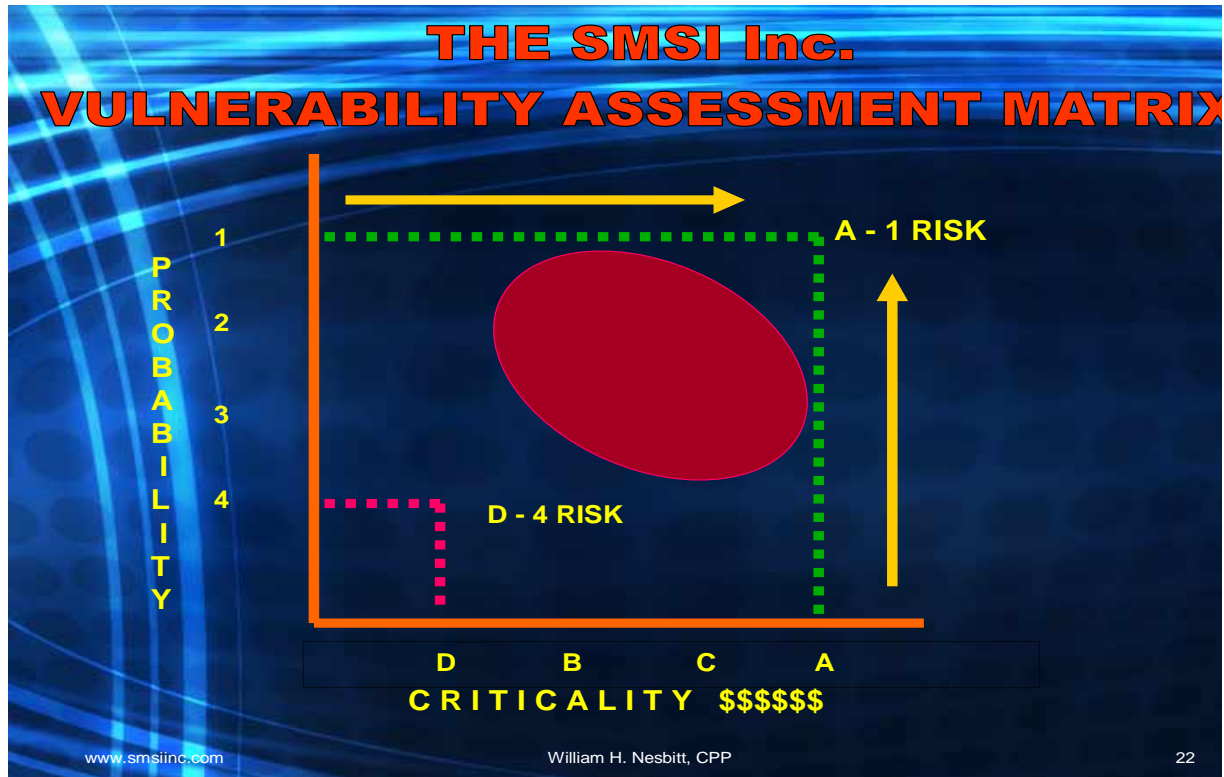
The following segment will provide a generalized overview of the components and methodology of a contemporary and need driven, security program which produces quantifiable results.

We believe that the assessment process requires structure. That structure will be laid out in the next section. We have included some graphic images, with the assumptions that a picture is a hundred words.

The following section will outline the components and methodologies of our assessment offering:



Assessment Methodology & Solutions



The **Vulnerability Assessment Matrix** illustrates the two-dimensional relationship between **Probability** and **Criticality** of a security related event. **Security is always a need driven discipline** which also requires a constant state of ongoing adjustment that is responsive to a dynamic ambient threat environment. Security management software can very helpful in the provision of this kind of data.

*As previously alluded to, the recent, and ongoing pandemic will likely impact the organization of responsive security programs, as well as the benchmarks for effective security, for years to come, especially as applied to those industries that serve the public. **There will likely be new normal criteria that pertains to defining a reasonable standard of care.** Those affected industries may include **hospitals, shopping malls, housing projects, condominium complexes, educational complexes, and entertainment venues.***

We believe that all security programs should be dynamic, and driven by a set of site-specific needs, including those needs that may tend to evolve with the passage of time. All the suggestions herein are particularly relevant to public access properties. **The general goal is to achieve a security program, wherein the whole is greater than the sum of the parts.**

It is our recommendation that every security program should be reassessed at minimum of once every three years, with the assumption that all corrective actions have been taken and noted, if and/or, when security breaches occur. Those organizations that have not made such adjustments within the past year, or so, *may be in jeopardy, including claims of premises liability.* As **security consultants**, our preference is to conduct security program reviews **before-the-**



fact, as opposed to waiting for the wheels to come off. Our purpose is to effectively evaluate your security program, and if needed, offer justifications and suggestions for those vulnerabilities which are not being adequately addressed. **However, in our role as expert witnesses for security litigation cases, our consultation viewpoint is more limited to 20/20 hindsight. As consultants, we are called upon to be proactive, going forward.**

The previously noted, the **SMSI vulnerability assessment** matrix model clarifies the relationship between the **probability** of a security breach occurrence, in relation to the **cost** of such an occurrence. This model is generally applicable to most all institutions, such as hospitals, shopping malls, educational campuses, as well as other public access facilities.

The **security department** of every hospital, shopping mall, office complex, and/or residential complex, and others, will always require **periodic comprehensive security reviews**. Our objective is to not replace your present security program. **Our goal is to find out what is working, and how can we make it better, as well as more cost-effective.** The goal is to reasonably protect people and property, to conform with a *reasonable standard of care*.

Security is a Situational Discipline. Therefore, one size does not fit all. There is always variability within the ambient threat environment, which is also somewhat industry specific.



This **target hardening graphic** provides a multidimensional model for the strengthening any security target, using a multi-dimensional approach. This model supports the notion that “the whole should be greater than the sum of the parts”.

As security professionals, SMSI Inc. offers two broad based services: Our **consulting services** are characterized by comprehensive security evaluations, that will result in site specific recommendations that are

intended to help to empower your security program, ensuring a reasonable standard of care. As mentioned, the **SMSI** team is frequently retained as **security experts for security-driven litigation**. This litigation experience, over the past 30 years, has enabled **SMSI** to continue to remain current, meeting today’s challenges.



The SMSI Inc. Team of Bill Nesbitt, CPP and Drew Neckar, CPP are also both Certified CPTED practitioners. *If you are not familiar with CPTED: Crime Prevention Through Environmental Design* a little research is well worth your time. CPTED will be the glue that holds the entire security programs together. CPTED will also ensure that every security program more effective and most importantly, more cost effective.

As previously mentioned to, the second service we offer is **litigation support, as court-certified security experts.** These services are offered to both plaintiffs and defendants. These services are generally required when a plaintiff or a defendant legal team is looking for experts relative to security related litigation. We have been retained as experts on numerous occasions, on behalf of both defendants and/or plaintiffs. For these services, we are usually retained by law firms. **This experience has well served or consulting offerings, especially in term of reasonable, and effective mitigation.** Our preferred role is to endeavor to mitigate inadequate security lawsuits. We repeat this offering for the benefit of risk management team.

The Security Assessment Team

As mentioned, Bill Nesbitt, CPP and Drew Neckar, CPP have significant security expertise within the healthcare industry. Drew has substantial hospital security management experience, primarily with the **Mayo Clinic** group.

Bill also has extensive hospital experience, beginning as a **Navy Corpsman**. After his corpsman training and his subsequent training as a neuropsychiatric practitioner, Bill was assigned to the **Philadelphia Naval Hospital** until his discharge. We are both familiar with the optimal application of security technology, as well as the optimal application of uniformed security personnel. **(CVs are available upon request)**

The Virtual Security Assessment Methodology

The concept of a **virtual security assessment** represents the evolution of our extensive experience and expertise. **This expertise allows us to offer some clients a portion our assessment expertise virtually.** In these cases, an onsite visit may be eliminated, and/or minimized. This approach may reduce some of the need to be onsite by as much as 80%, and thereby reducing our fees, and expenses. However, **some site on presence will likely be justified, depending on the size and mission of the of the project.** We also offer customized webinars.

If visitation is required, we may be able to limit our onsite presence to only one to two days, assuming sufficient information is provided in advance. If onsite presence is not practical for our clients, costs may be decreased somewhat,



which includes the cost associated with travel and lodging. These logistics can be determined in advance of our site-specific proposal, on a case-by-case basis.

The specifics of our offerings herein will be submitted within the context of a comprehensive, need driven, **Proposal**. Our over 30+ years of experience has taught us that the costs (both direct and indirect) of an inadequate security lawsuit is three to ten times the cost of mitigation. If our potential client is a hospital, we can initially become familiar with the potential parameters and needs of your hospital using our **AHA Guide**, with subsequent questions to follow.

Remember that security is both a situational and an anticipatory discipline, with the primary objective of mitigation. Consider the factors that may indicate that your organization is vulnerable to a range of internal and external breaches. For example, some organizations are vulnerable to theft of information, personal assaults, as well as the theft of property and information. These threats will likely emanate from both internal and external forces.

Finally, under any circumstances, a periodic comprehensive security assessment is just good business and in support of cost efficiency. To be proactive is always more cost beneficial, than reacting after-the-fact. Deterrence is achieved when the ***perception of being caught*** is greater than the ***perception of succeeding***. Security breaches increase during times of chaos and fear. When it comes to the bad guys, the goal is to increase perceived likelihood of getting caught *over the notion of being successful*. Once the security assessment has been concluded, the SMSI team can offer a range ongoing security management support services, if and/or when needed.

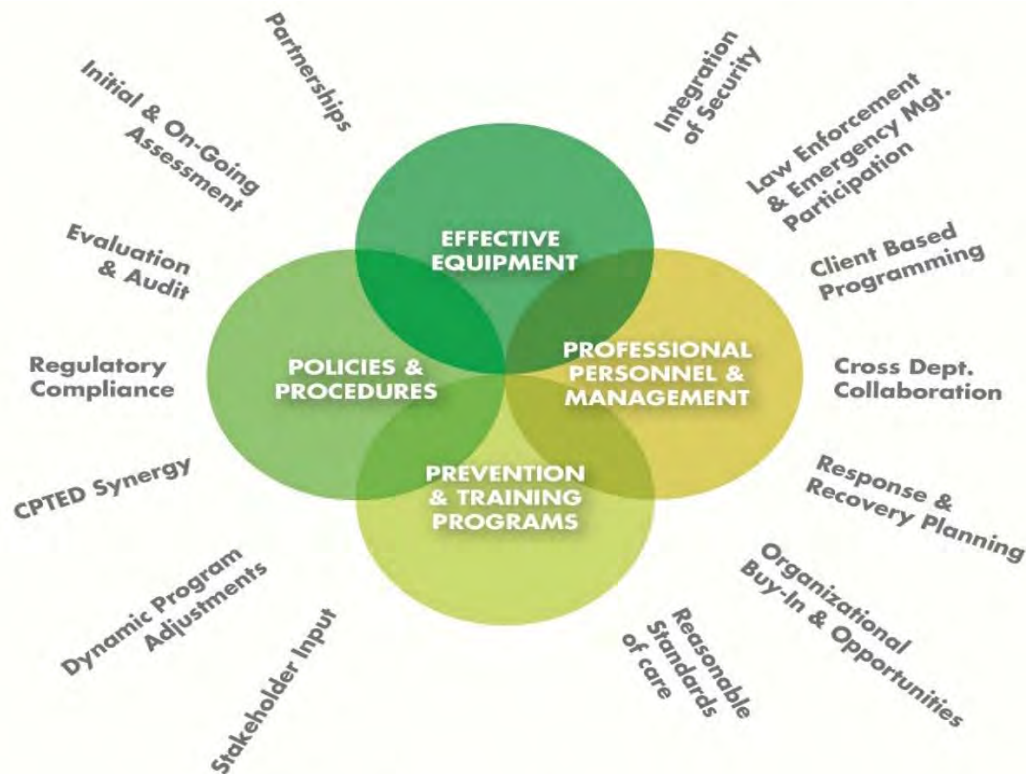
Furthermore, if you choose, ongoing security management support is available. Under this plan, **SMSI** will periodically monitor your **OMNIGO** incident reporting system, and we will offer up needed remedial measures. If you are not using **OMNIGO**, or an equivalent, it is worthy of consideration.

One more topic is worthy of a brief discussion, especially during the current **Pandemic** is the **topic of Access Management**. **Access management may sometimes be referred to as *access control*. Access control may be applicable to the property line, and/or ingress to buildings, as well as inner space.** Most military complexes and nuclear power plants control access at the property line. Hospitals, schools, banks, shopping malls and office buildings might also need to require the application of access control to **inner space**.

Hospitals and health care systems are taking unprecedented steps to safeguard the limited supplies of **coronavirus vaccines** amid concerns over security and the potential for black markets to emerge across the globe.



This section will briefly address our ongoing security mamangement support components, within in the context of oversight.



SMSI, Inc. **SECURITY PROGRAM MANAGEMENT**

Our security mamangement support offering can be provided separately, or in the wake of a comprehensive security assessment. Security management support, as depicted herein, will support the need to meet foreseeable security needs, including those challenges posed by the present pandemic. Security problems are much easier to mitigate, before-the-fact, as opposed to acting after-the-fact, under the theory of probability.

Contact us today. After a phone conference, the SMSI Team will submit a personalized, need-driven proposal for your consideration. Finally, since the threat environment is dynamic, if your organization has not had a comprehensive security within the last three years, now is the time to act.

Furthermore, separate, and distinct to this offering, if your organization requires the services of a security litigation expert, feel free to contact **Bill Nesbitt, CPP**, directly.

SMSI Inc. has provided consultive services in approximately **33 States, plus Puerto Rico and the Virgin Islands**. Pertaining to litigation support, we have served both plaintiff's law firms as well as law firms providing defense services. Our 30+ plus years as forensic security experts have taught us that being proactive is usually a fraction of the cost of being reactive. We also understand the need to adjust to the ambient milieu.



Before closing, one more topic is worthy of brief discussion, especially during the present as relates to the current **Pandemic. That topic is Access Management. Access management, sometimes referred to as access control. Access control may be applicable to the property line, and/or ingress to buildings, as well as inner space.** Most military complexes and nuclear power plants control access at the property line. Hospitals, schools, banks and office buildings, also apply access control to inner space.

Summary

Given the current pandemic threat and the risks associated with travel and onsite exposure, the virtual alternative may be worthy of consideration. When, and/or if security breaches occur that invoke litigation, the potential damages, both direct and indirect review, are likely to be considerable. We offer this opinion predicated on over 30 years of expert witness experience.

Additionally, given the cost to hospitals of the pandemic, the time for strategizing outside the box is now. With over **275** lawsuits under our belts, we understand the need for reasonable mitigation, to be determined on a case-by-case basis.

Upon request, **SMSI Inc.** will provide a comprehensive **Proposal**, specific to your needs, after we have had a chance to do an encapsulated a needs assessment phone conference. Regrettably, there are those security programs fail to adjust to changes in the ambient threat environment.

Finally, SMSI is not in the security guard business, nor do we sell, and/or install security systems such as video surveillance, access control and/or security alarm systems. Upon request, we can support the any request you any you may have in dealing with a variety of security system purveyors. **SMSI offers Security Management Support Services**, including RFP guidance in dealings with security service vendors. *If you have any questions, call us at **805-241-3800**. Our goal is to serve your unique needs, with objectivity.*

In summary, *as previously stated*, **SMSI** would be pleased to provide our **CV's**, and/or a *need specific* **consultation proposal**. After a security assessment conversation, **SMSI** will submit a needs-based security assessment proposal for your consideration. If you would like to discuss this offering more thoroughly, please do not hesitate to call. Our mission is to meet **your** needs.

In addition to the previous verticals mentioned herein, SMSI has served Executive Office facilities, Shopping Malls, Educational Institutions, professional sports venues, residential complexes, both public and private. The **SMSI** team is well acquainted with security guard operations, alarm systems, video surveillance systems, access control systems and **CPTED** (both **Bill & Drew** are **Certified CPTED** (crime prevention through environment design) **Practitioners**. We have owned and/or managed contract security service operations. Remember, **SMSI is either offering onsite, or virtual security awareness workshops pursuant to your needs and desires.**



OFFERINGS: Security Management Support, Comprehensive Security Assessments, Security Awareness & Crime Prevention Training, Security Vendor RFP Support.

Bill Nesbitt, CPP, and Drew Neckar, CPP, may be reached at 805-241-3800. If you would like a virtual security assessment proposal, please let us know. *Bill and Drew fully understand the need for situational mitigation. The cost of reaction is significantly more expensive than the cost of being proactive. Bill is based in Southern California and Drew is based in western Wisconsin.*

We welcome your inquiries. After a brief conference call, SMSI would welcome the opportunity to provide a site-specific proposal and a quotation. We would be happy to answer all questions you may have, including hypotheticals.

If you are looking for a well-qualified security firm, and/or a forensic security expert witness, do not hesitate to contact me. I would be happy to send my CV.

SUCCESSFUL SECURITY PROGRAMS ARE THOSE PROGRAMS WHEREIN THE WHOLE IS GREATER THAN THE SUM OF THE PARTS

My contact information: Bill@smsiinc.com or 805 241-3800