Triple Canopy Inc.

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NDIA Discussion
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Triple Canopy Inc.  
(US Security Company)  
Member of NDIA and ISMA  

• Provide Security World Wide  
  – Government Agencies  
  – Corporate Clients  

• Training  
  – Foreign  
  – Domestic (Law Enforcement)  

• International/ Domestic Assessments  
  – Corporate  
  – Government Agencies  

• Government Contracts are Competitive,  
  No Sole Source or Cost Plus Contracts
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• Private Security Companies  
  – End to an end to start up companies  
  – Consolidation in the Industry

• Sustainment/Growth  
  – Diversification in the Business Base  
  – Merger/Acquisition Opportunities

• Future  
  – Strong based on existing and future government budget constraints  
  – Provide Cost Effective Solution and Scalable Contractor Support
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• Future Growth Potential

• Government Agencies have Issues
  – Finite Budgets
  – Human Capital Costs
    • Recruiting a Workforce
    • Sustaining the Workforce
    • Increasing Workforce Costs
      – Health Care Costs
      – Retirement Programs

• Contractors are cost Effective
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- Entered Iraq end of 2003 by qualifying for a BPA (Blanket Purchase Agreement)

- Contract was for the protection of CPA officials and country wide sites

- Contract Qualifications
  - Experienced Resumes
  - Training Background
  - Financial Resources
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• “Accountability on the Battlefield”

• Historical Perspective  
  – CPA Memo 17  
  – Contractor Immunity  
    • Uncertain Judicial System  
    • Financial Factors affecting Contracts

• Prevent Local Militias  
  – Registration  
  – Monetary Bond
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• “Accountability on the Battlefield”

• Self Regulation

• Government Oversight
  – UCMJ added to contracts
  – (MEJA) Military Extraterritorial Jurisdiction Act

• Non DOD Contracts

• Foreign Workers
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• “Accountability on the Battlefield”
  – Government Agencies
  – Interagency Study Groups
  – Congressional Committees
  – Private Groups

• Affect all Defense Contractors
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• “Accountability on the Battlefield”

• Industry must have input to the process from the business perspective

• Business issues
  – Labor issues
  – Commander versus Contracting Officer control
  – RICO Act
  – UCMJ compliance
  – International Issues with Foreign Workers
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• “Contractors on the Battlefield” is not only a Security Company Issue  

• Future Regulation and Oversight will Affect all US companies conducting International Business
Questions