

Triple Canopy Inc.

Ignacio “Iggy” Balderas
Former CEO
Current BOD member

NDIA Discussion
14 March, 2006



Assess, Avert, Achieve.

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



Triple Canopy Inc. (US Security Company)

Member of NDIA and ISMA

- 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



Triple Canopy Inc. (US Security Company)

Member of NDIA and ISMA

- 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**



Triple Canopy Inc. (US Security Company)

Member of NDIA and ISMA

- 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**



Assess, Avert, Achieve.

Triple Canopy Inc. (US Security Company)

Member of NDIA and ISMA

- “Accountability on the Battlefield”
- Historical Perspective
 - CPA Memo 17
 - Contractor Immunity
 - Uncertain Judicial System
 - Financial Factors affecting Contracts
- Prevent Local Militias
 - Registration
 - Monetary Bond



Assess, Avert, Achieve.

Triple Canopy Inc. (US Security Company)

Member of NDIA and ISMA

- “Accountability on the Battlefield”
- Self Regulation
- Government Oversight
 - UCMJ added to contracts
 - (MEJA) Military Extraterritorial Jurisdiction Act
- Non DOD Contracts
- Foreign Workers



Triple Canopy Inc. (US Security Company)

Member of NDIA and ISMA

- “Accountability on the Battlefield”
 - Government Agencies
 - Interagency Study Groups
 - Congressional Committees
 - Private Groups
- Affect all Defense Contractors



Triple Canopy Inc. (US Security Company)

Member of NDIA and ISMA

- “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



Triple Canopy Inc. (US Security Company)

Member of NDIA and ISMA

- **“Contractors on the Battlefield”
is not only a Security Company
Issue**
- Future Regulation and Oversight will
Affect all US companies conducting
International Business



Assess, Avert, Achieve.

Questions



TRIPLE CANOPY
Secure Success.

Assess, Avert, Achieve.