



PROFESSIONAL QUALIFICATIONS

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ABOUT ATRIADE

Atriade is an MBE and SBE certified physical security consulting and management firm that offers a range of customized security solutions and project management. Atriade believes that one size does not fit all, which is reflected in the work that we do and in the broad mix of clients we serve.

Physical security is rapidly transitioning from an office operation to a critical component of an organization's business and revenue stream. We view security's operations with this lens and provide solutions, which are effective for security and add value to an organization's business operation.

With locations in the **New York City** and **Seattle** metro areas, Atriade prides itself on its national and global reach. We have worked in over **21 states and 25 countries** over the past 13 years.

Our organization is built on a best in class resourcing model, which adds depth and skill to our teams and provides the right skill sets to our customers.

Our **global portfolio and expertise** include services in higher education, transportation (airports and marine terminals), bridges and highways, corporate headquarters, multi-story high rise buildings, financial companies, pharmaceutical, government, advertising agencies and legal firms.

88%

Client Retention

25

Countries Worldwide

135

Years of Combined Experience

\$4 trillion +

of Assets Protected

WHY ATRIADE?

Atriade believes in offering solutions to its customers, which focus on understanding, recognizing and solving their business and operational needs. While using standard tools and technologies, we customize our programs, designs and project management approaches to mitigate the security risks of the particular customer. At Atriade, there are no boiler plate specifications, canned reports or spreadsheet templates.

Our differentiating approach is made successful by having **the right philosophy**, **building the appropriate teams** and taking **full ownership of our engagements**:

- **Risk focused solutions to achieve value add for business operations**
- **Deep industry relationship resulting in product and feature influence**
- **Unbiased and independent client advocacy**
- **Focus on partnership and engagement, not SOW terms**
- **Diversity of experience and expertise**
- **Role appropriate skill sets**
- **Over 20 years of collaborative team experience**
- **Knowledge and thought leadership**
- **Total ownership of our ask**
- **Hands on and interactive engagement with the end users and all project teams**
- **Executive level point of contact and accountability**
- **Consistent global support for all services and projects**

Security Consulting, Customized

OUR DIFFERENTIATING APPROACH

1



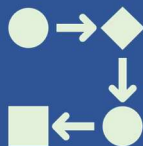
Our best-in-class team brings in-depth experience in all relevant fields of physical security and project management.

2



Our recommendations focus on risks unique to our customers. We are therefore able to deliver purpose built solutions matched to each operational need.

3



We offer unbiased, product independent client advocacy. We focus on enhancing your operations with your requirements in mind.

4



Our longstanding presence in the industry has enabled us to lead and influence trends and technologies.

5



Our focus on value to the business enables our customers to successfully present and adopt their security programs.

6



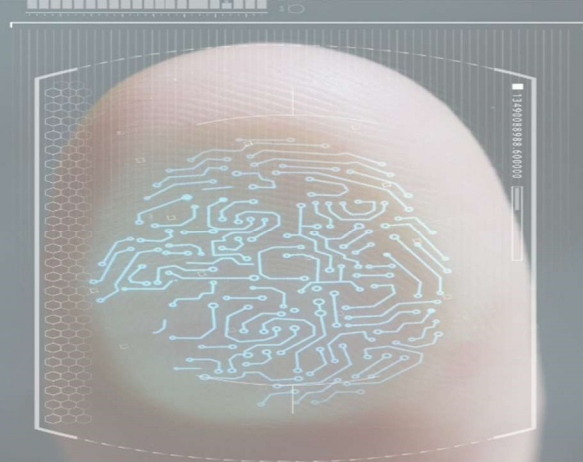
We lead with an interactive team approach that facilitates an informed decision-making environment for everyone.

7



We look at the strategic vision as well as the granular tasks of the project. This attention to detail allows us to deliver projects on time and within budget.

DESIGN AND TECHNOLOGY



Atriade provides a full-service design and technology offering. We provide each client with an integrated security technology suite that will satisfy your current and future needs.

Using best practices, we develop solutions with an organization's **enterprise standards** in mind. We coordinate internal or external proof exercises to ensure that standards for technology, operations and policies are tested against an organization's own environment before they are adopted and deployed.

We collaborate with the client and engineering teams to ensure network, hardware and electrical infrastructure is **compatible** to support new security systems. We assist in creating bandwidth management tools, network **architecture and topologies** design to maintain the most practical level of security while meeting all requirements. We provide recommendations on the resiliency and redundancy of security networks to properly manage and maintain security applications.

We work closely with architects and designers to coordinate **door hardware, device aesthetics and life safety considerations**. We create an interactive and informative environment to ensure our clients are always project aware. Our status reports ensure stakeholders are aligned with upcoming milestones and project dependencies to ensure full team cooperation.

Technology Portfolio

- Access Control
- Video Management
- Building & Lobby Management
- Network & Infrastructure
- Biometric Technologies
- GSOC, SCC & Command Posts
- Situational Awareness
- Identity Management
- Mass Notification

Our Design Services

- Functional Requirements
- Basis of Design
- Schematic Design
- Design Documents
- Construction Documents
- Bid Leveling
- Construction Administration
- Commissioning & Acceptance
- Project Closeout

Equally important to security's needs of functional devices is an alignment of form and aesthetics. We will listen, coordinate and work with architects and construction managers to select or develop product/equipment specifications, which will deliver the right balance for **form and function**. We provide data sheets, actual equipment samples, identifying color and size. We specify custom paints, mounts or assemblies wherever needed.

PROGRAM DEVELOPMENT

Atriade partners with its clients to establish holistic physical security programs that are risk focused and support business operations. We can create programs from scratch or help evolve existing programs to meet requirements. Our typical process begins with an evaluation of the organization's current state, moves thorough an analysis phase and finalizes with a detailed master plan that can be operationalized by the client.

Central to our philosophy of program development is aligning the business and operational vision of our customers. Creating an accurate risk profile is critical to achieving that **alignment**. We have made heavy investments in **developing risk models and best practice metrics** that go beyond subjective analyses or assumption-based trends. Our output for these two items is created by actual end user data. We have and continue to collect this metadata using surveys, running real time simulations, measuring incidents and traffic patterns and conducting heat maps of incidents against available security controls.

Similar to our statistical approach to best practices, we focus on generating **true ROIs** by measuring the health of the customer's potential investment against their unique environment. We look at capital, operational and recurring costs as well as staffing, management and overhead costs.

This methodology ensures that our proposed programs consider the *why, what, how* and *when* in comprehensive detail. This educates our customers and provides them with guidelines to make **informed decisions** during each phase of the program, from adoption to execution. Our programs include detailed current state assessments, future state recommendations, prioritized execution roadmaps and costs. Our

Programming Portfolio

Risk Profiles
Gap Analyses
Best Practices and Benchmarking
Policy Framework & Creation
Governance & Staffing Structure
Organizational RACI
Communication & Escalation
Incident Management
Credential Provisioning
Tabletop Training Exercises

Our Programming Services

Threat and Vulnerability Analysis
Governance & Staffing
Risk Assessments
Standard Operating Policies
Crisis & Incident Management
Training & Education
Master Planning

master plan also highlights an implementation schedule and budget risks to ensure our customers are engaging their stakeholders and establishing relationships within and outside of their organizations.

Lastly, our engagement is always **interactive and progressive**. The customer is always heavily involved in our discovery process and kept aware of not just project milestones, but also our thoughts and forthcoming recommendations to ensure that they will align with business requirements. This level of collaboration makes our programs successful by helping the customer get ahead of program roadblocks and helps expedite implementation.

PROFESSIONAL SERVICES

We provide professional services in the area of operational workflow development and program administration. Our differentiator lies in bringing our operational knowledge into the software configuration space. Having operational insight allows us to provide customized configuration of customers' software applications catered to their specific needs.

In the current industry environment, **large gaps** exist between identifying requirements and operationalizing those needs. Operating procedures either do not exist properly or are not operationalized, which leads to a scope deployment not aligned with the customer's expectations. With configurations falling short, the customer inherits a final solution that has not been properly planned nor is it sustainable. High profile investments quickly become expensive money pits.

Our approach undercuts this gap by solving the most critical problem first: proper translation of requirements into a detailed **functional design** catered to the customer's operation and not to the software's standard features. Our program and policy SMEs conduct interactive workshops and use online mapping tools to layout the operational workflows. Our engineers then translate those workflows into the configurable parameters within software applications.

Services Portfolio

Access Control
Video Management
IP Intercom Systems
Identity Management
Situational Awareness
Incident Management
Digital Transformation
Smart Buildings
Case Management
Data Library

Our professional services extend beyond initial operationalization and configuration into the final and essential part: **change management**. Having the operational and governance experience, we provide our customers with detailed change management, impact assessment and cost control procedures. Our approach is to ensure proper **sustainability** and administration of application in the customer environment, long after its initial deployment.

Atriade delivers cost savings by providing unique value creation, operational flexibility and a competitive advantage. Our SMEs deliver operational knowledge to supplement gaps in your process or employee experience.

Our Professional Services

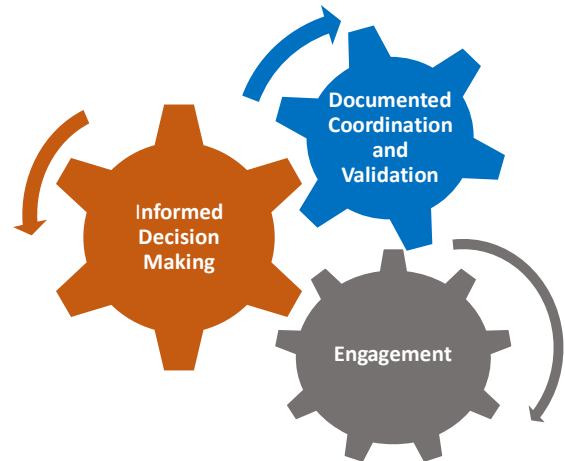
Functional Requirements
Workflow Development
Policies and Processes
Use Case Buildout
Configuration
Administration & Support
Change Management
Reporting & Audits
Define Logic

PROJECT MANAGEMENT

We employ an interactive and hands-on approach to project management. Atriade's key role is to advocate for our client in all manners of the project and ensure that your needs are promptly addressed in an informed and collaborative manner.

With dedicated project managers, our focus is to provide both high profile executive level updates and detailed task level management. Our approach is to be interactive and facilitate collaboration and coordination throughout the project.

We manage projects from an owner's representative's perspective. From inception to completion, we take full ownership and responsibility for every deliverable and assign complementing resources to provide redundant quality control. Any issues during the project are addressed through our intensive engagement in the project. Our issues resolution and management are done collectively and collaboratively, with an eye toward finding solutions and rectifying issues.



ATRIADE PROJECT MANAGEMENT

- Weekly project meetings
- Detailed project plans
- Two-week look ahead planning
- Meeting minutes and action logs
- Task level management
- Executive summary updates
- Proactive issue resolution
- Schedule and cost management
- Internal project resourcing and coordination
- Single point of ownership and accountability

OUR PORTFOLIO

Atriade's diversity extends from services and teams into our portfolio. We have a global presence with clients in multiple verticals. Our clients include fortune 50 companies, Ivy League universities, world famous arenas and multinational organizations.

Our global portfolio provides us with a deep understanding of operations, codes, standards and guidelines. We leverage our knowledge across these verticals and regions to give our customers the most informed decision making points based on global best practices.

North America

Western Union
Microsoft
BlackRock
Yale University
Columbia University
Madison Square Garden
The Port Authority of NY & NJ
Disney
Rolex
Canon
Comcast
PSEG
AB Global
Fannie Mae
Bridgewater
Penn State
UConn
Time Warner
CVS
Purdue

Latin America

Western Union
UBS
Canon
AB Global

EMEA

Western Union
Microsoft
UBS
AB Global

Asia

Western Union
Microsoft
Mobily
AB Global
Bridgewater

Oceania

Western Union
AB Global

PROJECTS

North America

New York City
Boston
Philadelphia
Chicago
Miami
Denver
Dallas
Houston
Los Angeles
San Francisco
Seattle
New Orleans
Mobile
Charlotte
Minneapolis
Washington, DC
Pittsburgh
Cleveland
Phoenix
Atlanta
Toronto
Montreal

Latin America

Buenos Aires
Sao Paulo
Rio de Janeiro
Belo Horizonte
Panama City
Mexico City

EMEA

London
Frankfurt
Munich
Brussels
Paris
Stockholm
Amsterdam
Madrid
Dublin
Riyadh
Dubai
Bahrain

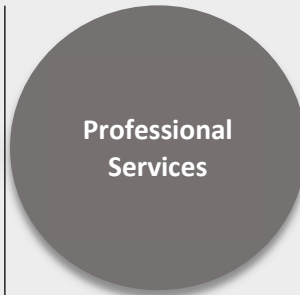
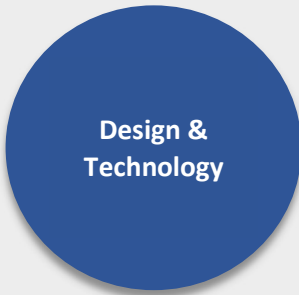
Asia

Tokyo
Hong Kong
Singapore
Mumbai
Pune
Islamabad
Beijing
Shanghai
Seoul

Oceania

Sydney
Melbourne
Wellington
Auckland

LOCATIONS



Transportation & Infrastructure

PSEG | DC Water Authority | Florida, Power & Light | Knight Transportation

Croton Water Treatment Plant | JFK International | Newark Liberty | PSEG

Croton Water Treatment Plant | The Port Authority of NY & NJ | PSEG

PSEG | The Port Authority of NY & NJ

Financial

BlackRock | Bridgewater | Western Union | AB Global | Federal Home Loan Bank of NY | GE Capital | Synchrony

BlackRock | Western Union | AB Global | Fannie Mae | Bridgewater | Etrade | Instinet | Jane Street

Western Union | Microsoft | Bridgewater | Tengram Capital Partners

Microsoft | Western Union | BlackRock | AB Global | Bridgewater | Fannie Mae

Higher Education

Yale | Northwestern | Penn State | Boston University | Atlantic Cape Community College | College of New Jersey

Penn State | Atlantic Cape Community College | Columbia University | Bronx School | Boston University | UConn

Yale | Penn State

Penn State | Atlantic Cape Community College | Joyce Kilmer School District

Media, Technology & Entertainment

Comcast | Madison Square Garden | IMG | Sanibel Harbour Resort and Spa | Time Warner | Microsoft | Mobily

Andaz Hotel | AOL | Madison Square Garden | Time Warner | WNET | Ogilvy | Grey | IMG | Disney | Microsoft | Canon | Mobily |

Madison Square Garden | Time Warner | Microsoft

Madison Square Garden | Ogilvy | Grey | Time Warner | Microsoft | Canon | Leviton

Retail & Pharmaceutical

Baxter | Chemtura | CVS | Western Union | Microsoft | Rolex

CVS | Ross Stores | Rolex | Purdue | Endo Pharmaceuticals | Dr Reddy

Western Union

Ross Stores | Western Union | Dr Reddy | Endo Pharmaceuticals

Government

County of Cape May | County of Rockland | Hoboken Public Library

County of Cape May | Economic Development Corporation of NY | NY State Office of Mental Health | County of Rockland | Brooke Army Medical Center

County of Cape May

County of Cape May | County of Rockland | NY State Office of Mental Health | Brooke Army Medical Center

CONTACTS



Mohammed Atif Shehzad

Founder and Managing Director

- 20+ years of experience in the areas of physical security design, project management, strategic planning and global solutions deployment
- Responsible for engaging with industry leaders, managing accounts and client relationships, overseeing internal teams and delivery of services
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Joseph J. Baker

Founder and Managing Director

- 30+ years of experience in physical security, network systems and IT infrastructure
- Responsible for overseeing design, project management and program development services
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Saif Nomani

Director, Design and Technology

- 20+ years of experience in physical and electronic security design
- Responsible for design and technology projects, service delivery, team and resource management, account and project management
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Director, Program Development

- 15+ years of experience in security program management
- Responsible for program development projects, service delivery, team and resource management, account and project management
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