



VIGILCORP
WWW.VIGILCORP.COM

7202 East 87th St., Suite 112
Indianapolis, IN 46256

PRE-SORTED
STANDARD
US POSTAGE
PAID
INDIANAPOLIS, IN
PERMIT NO. 273

ONE CALL | SPRING 2005 | TOTAL SECURITY.



A PUBLICATION OF VIGILCORP, LLC.

Selecting the System to Best Meet Your Needs

By: Ken Frost

In our last newsletter we spoke to you about selecting a security consultant and the desired features and benefits of the organization that will partner with you. This month we will share information that will assist you in your decision making process. Decisions that will leave you delighted and enjoying the benefits of your investment in your security program long after the sale is done. From my years of experience as a Security Director, there are three questions that come to my mind:

How much money is in the budget to accomplish the desired outcomes?

What is it that you would like for the system to do?

Who will be the point person to take ownership internally to insure that you maximize your system investment and achieve the intended results?

First, once the decision has been made to move forward with improved security, a dollar value must be allotted to meet the stated security goals. In today's market place there are literally thousands of choices which might well meet all the criteria on your "wish list." However, complexity and increased functionality come with a price, and it could be necessary to meet the security goals and objectives, but it could also be overkill at a price tag that simply isn't in the budget. Your consultant should be able to look at your budget and help you through this critical first step of the decision making process. This will set the stage for a positive outcome in your future

expectations for the systems performance, and its ability to fulfill your vision for the security program.

Second is deciding exactly what it is you want your system to do. If you make a list of desired outcomes that meet your security program goals and objectives your consultant will be able to advise you accurately concerning the cost and availability of products that meet your objective. Having the "right" product installed for the "right" application will create a winning solution for everyone. The quality of security will be improved, and your employees and clients will be pleased that you have taken proactive steps. The value of "peace of mind" by employees and customers is invaluable, and it is often the intangibles in purchasing a product or dealing with a vendor that bring us satisfaction.

Thirdly, ask the question before the system is purchased and installed, "Who is "in-charge" of the system?" Someone at your company should partner with the security consultant and come to an agreement about how "ownership" of the system should be structured. It may make sense to have a contractual agreement with your consultant to have their experts manage and maintain the system, or a hybrid where the vendor is responsible for a part of this duty with someone else in-house to accomplish the rest. There is no right or wrong way. What is crucial is a clear and documented understanding of roles and responsibilities before anything gets installed. This will alleviate the stress that can be caused from purchasing security technology, and will most certainly increase your satisfaction level of the system.

If you use this methodology in meeting your security program objectives, then the security consultant can work on your behalf by creating "value-added" solutions that fit your security budget and needs. You will be pleased with your buying decision and your organization will reap the benefits of implementing additional security measures.



BOSCH
AUTHORIZED DEALER
Security Systems

Team Vigilcorp; Pinewood Derby

"Team Vigilcorp" was the proud sponsor of Jonathan Benshoof's Pine Wood Derby racing car at the Cub Scout Pack 18 Club. He is in Tiger Den 3. The race took place on Friday, January 14, 2005, at Spring Mill Elementary School at 6:30pm. Jonathan was very excited to receive the 5th place trophy in a field of about 40 cars. But more importantly, there were many valuable life skills learned in this event that will serve him well in the future.



Director of Security Solutions, Ken Frost, CSE

Ken is a Security Expert with over 20 years of experience in facility and operations security. He has a strong background in Total Quality Management and productivity techniques that have yielded millions of dollars in savings for his division. Ken's track record of staff development includes the conception, design, and implementation of employee training and security policy development, including Executive Estate and Personal Protection programs.

Ken has degrees in both Business Management and Counseling (Suma Cum Laude), providing him with a high level of employee assessment and interpersonal communication skills. Recognized as an Outstanding Professional Student and a Who's Who in Business, he went on to receive member status in the Phi Theta Kappa Honor Society. Ken is the Past Chairman of the American Society for Industrial Security.

ACHIEVEMENTS OF MR. FROST INCLUDE:

- Certified Security Executive (CSE)
- Frontline Leadership Facilitator Training - Zinger Miller
- Certificate in Human Resources
- Risk Reduction through Security Awareness Training
- Reid School of Interrogation Graduate
- Marion County Sheriff's Department Special Deputy Academy
- Asset Protection Training
- How to Conduct an Internal Investigation Training
- Developed a patented integrated access control product
- Operational Considerations for Government and Industrial Security Personnel Training



VIGILCORP RECIPE



Ingredients:
 12 ounces turkey tenderloin 1/2 cup thinly sliced fresh lemongrass 1 to 2 red and/or green serrano peppers, thinly sliced 1/4 teaspoon salt 1 tablespoon cooking oil 1/4 cup all-purpose flour 1/2 lime, thinly sliced (optional)

Directions:
 1. Cut tenderloin crosswise into four medallions. Place between two layers of plastic wrap. Using a meat mallet, pound turkey medallions to about 1/4-inch thickness. Uncover medallions. Cover medallions evenly with sliced lemongrass, serrano pepper slices, and salt. Cover with a new piece of plastic wrap. Gently pound until about 1/8 inch thick.
 2. Heat oil in a large, heavy skillet. Dredge medallions lightly in flour, gently shaking off any excess flour. Cook turkey in hot oil over medium-high heat for 10 minutes or until cooked through with no pink remaining, turning once. Garnish with lime slices, if desired. Serve immediately. Makes 4 servings.

Thai-Style
Turkey
Scaloppine

Highlights of the Terrorism & Business Continuity Symposium

By: Philp Arnold



What is happening in our world with all the terrorist threats? Twenty people, mostly Security, Safety and Human Resource personnel, attended the Terrorism & Business Continuity Symposium at Wayne Township Training Center in Indianapolis, on February 8th. The Keynote speaker, Mr. Craig O. Thompson, whose book OMAR has been endorsed by Senator Richard Lugar, gave an inspiring and informative presentation on world terrorism, threats and vulnerabilities. Craig then presented information on how to write a Business Continuity Plan, and the eight principles that comprise a good plan. These principles include:

- a. Rediscover the SOUL of your business through the lives of those who make it happen
- b. Strengthen the HEART of your business by

- c. protecting the vital and essential core features
- c. Revitalize the SPIRIT of the business by "freeing" yourself of unnecessary downtime
- d. Provide a MIND'S EYE perspective to forecast risks, threats and impacts from potential events
- e. Protect the INTEGRITY of the business by developing key ALTERNATIVE STRATEGIES
- f. Provide a UNIVERSAL CONNECTION through interconnectivity with an infinite network of strategic partnerships and alliances
- g. VALIDATE your strategies and procedures and allow for an evolving plan as elements change
- h. Build a "KNOWING" AWARENESS through continual review and maintenance

Graig further stated that 50% of the money collected by insurance companies for property insurance goes back to clients to pay claims for business interruption. Of all the businesses that suffer from natural or man-made disasters, 43% of them never re-open and within two years, 29% of them that do re-open end up closing permanently. This reemphasized the important need to have a Business Continuity Plan.

After lunch, Mr. Buz Howell, who is a retired Security Director from Eli Lilly & Company shared practical case studies. He emphasized the need for one person and their committee to be in charge of implementing the crisis management plan. He also emphasized the need to protect the company's confidential information, including communication of mail and e-mail. He

emphasized the need to have written procedures that are reviewed by experts, communicated to employees, and periodically audited and exercised.

The day concluded with a panel of experts: Mr. Don Murray from Eli Lilly & Company - representing the Industry Partners for Safety Awareness, Mr. Bill Hildebrand from Superior Oil Company representing Local Emergency Planning Committee, Mr. Jeff Larmore from Marion County Health Department, and the guest speaker. They discussed some specific crisis examples and what local resources were available to help companies with their emergency preparedness efforts.

A special thanks goes to Embassy for Kingdom Commerce and their sponsors (Chick-fil-A, Concierge of Indianapolis, Omni HR Consulting, and Vigilcorp) for providing this great opportunity for training.

