



World Class Security

Phoenix Group



A Regional Company with
World Class Security Solutions



Phoenix – A security success story

"The effectiveness of the security in Manzanillo by Phoenix has been 100%. MIT has the most professional and effective security of any port in Latin America".

Keynote speaker, US Customs Conference, Costa Rica



Phoenix – A security success story



Security Surveys &
Security Threat
Assessments, Port
Security Design, and/or
Security Training in every
major port in Latin
America and the
Caribbean



SSA International



Phoenix Group®



NYK LINE
NIPPON YUSEN KAISHA

SEABOARD
MARINE



Phoenix – A security success story



**2,500+ Ship Security Plans
evaluated & approved/rejected**



**PFSAs/PFSPs for Rio Haina and
AES Dominican Republic**



Phoenix – A security success story

Training of USCG Officers of the
“International Port Security Assessment
Command”

Academic Advisory Board member of and
Lecturer at **NATO's Maritime Security Centre
of Excellence** (Turkey)

Lectures at Harvard University, Johns
Hopkins University, US Merchant Marine
Academy, DHS Centers of Excellence, ASIS
International, Pentagon, DIA, ODNI /Naval
Intelligence, UK Border Force, and NATO.



Phoenix – A security success story

Contractor to the **Office of the US Secretary of Defense** for maritime security-related issues and projects in Latin America.



Training of DIA Intelligence Officers /Analysts in "Narcotics Smuggling via Commercial Cargo and Vessels". DoD/DIA Sole Source Contractor.



Phoenix – A security success story



Member of a five-person
Subject Matter Expert team to
develop the new (2015)
Facility Security Officer
Course Instructor Manual and
Guidelines (ISPS/MTSA) for
US Maritime Administration/
USMMA/US Coast Guard

Phoenix – A security success story



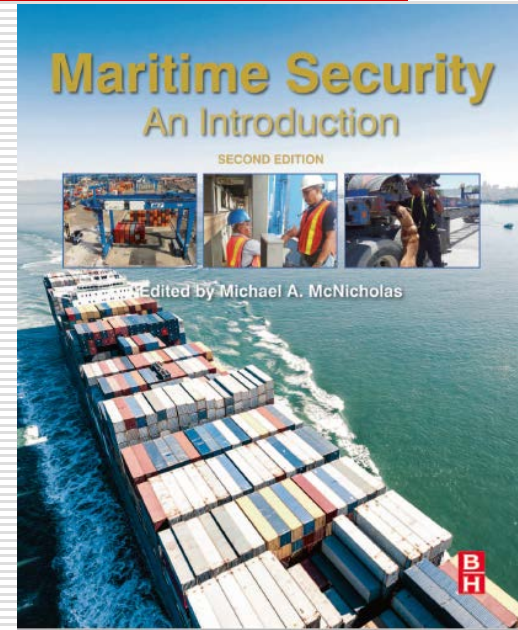
“Phoenix’ highly professional security management, K-9, and intelligence operations have saved DHL a considerable amount of money in potential fines/penalties by government agencies and significantly strengthened security awareness throughout the DHL Aviation network.”

-Steve Getzler, DHL General Manager



Associations & Publications

- ◆ ASIS International; Assoc. of Former Intelligence Officers
- ◆ “**Maritime Security: An Introduction**”, (McNicholas, 2008, Elsevier, Inc./Butterworth-Heinemann), 2nd Edition 2016, Chinese Language Version published in March 2009
- ◆ Chapter 13 (Port Security), “**Port Engineering: Planning, Construction, Maintenance, and Security**” (Tsinker, Gregory, 2004, Wiley and Sons, Inc.)
- ◆ “**Terrorism and Commercial Transportation: Use of Ships, Cargoes, and Containers to Transport Terrorists and Material**”, (NATO Science for Peace and Security Series, Vol. 98, 2012); **Use of Commercial Shipping by Terrorist Groups and their Cooperation with Other Terrorists Groups and Transnational Criminal Organizations**”, (MARSEC COE, Global Maritime Security: New Horizons, 2014, Turkish Naval Forces Printing Office.



Respect Earned on the Front Lines



- ◆ 20+ Years of Success in Maritime Security
 - 600+ stowaways captured, 100s more deterred
 - 10,000+ kilos of heroin/cocaine seized
 - 2 Pirate assaults repelled in armed combat
 - Dozen Pirate boarding attempts deterred
 - 2 terrorist attacks mitigated

History

- ◆ Operations Support Services (OSS) was founded in Florida in 1988, providing risk analysis, security surveys, and training in Latin America.
- ◆ OSS was established in Costa Rica in 1990 and designed and manned the terminal/vessel security program for Dole Fresh Fruit Intl. and pioneered the anti-piracy MST program (for Crowley Liner Services).
- ◆ Grupo de Seguridad de las Américas (GSA) was founded in Panama in 1993 and initially provided vessel security and K-9 services. Same year K-9 Training Academy (PK9) established in Costa Rica.
- ◆ GSA-USA was created in 1995. GSA designed, implemented, and managed the security program at Manzanillo International Terminal (MIT) in Panama.
- ◆ DHL Aero Expreso, at the Tocumen Intl. Airport (Hub for Latin America), contracted Phoenix to develop security program. Serves as model security program for DHL LA.
- ◆ Phoenix Group, created in 1998, assumes all GSA's clients and functions. Serves as Headquarters for all operations.



Clients

- ◆ APL - American President Lines
- ◆ CMA - CGM
- ◆ CCT Terminal (Evergreen/Unigreen)
- ◆ Crowley Liner Services
- ◆ China Shipping
- ◆ Del Monte Fresh Produce
- ◆ DHL Aero Expreso
- ◆ Dole Fresh Fruit Intl.
- ◆ Hamburg Sud
- ◆ Hapag Lloyd
- ◆ HMM
- ◆ Inchcape - ISS
- ◆ Maersk Lines
- ◆ Manzanillo Intl. Terminal – PN (SSA)
- ◆ MOL
- ◆ Neptune Line
- ◆ NYK Line
- ◆ Panama Ports Company (Hutchinson Port Holdings)
- ◆ P & O Nedlloyd
- ◆ Rand Corporation
- ◆ Seaboard Marine Line
- ◆ Seatrade
- ◆ Star Reefers
- ◆ Tuxpan Port Terminal – MX
- ◆ Wallenius Wilhelmsen Logistics
- ◆ US Government, Government of the Republic of Panama, Government of the Dominican Republic



Summary of Services

- ◆ Security Consulting
- ◆ Security Management
- ◆ Security Surveys / Risk Analysis
- ◆ Maritime Security Teams (MST)
- ◆ Training (Maritime Security & Personal Protection)
- ◆ Intelligence Operations / Investigations
- ◆ Terminal Security Operations
- ◆ K-9 Operations
- ◆ Vessel Operations
- ◆ Airport Operations



Terminal Security Operations



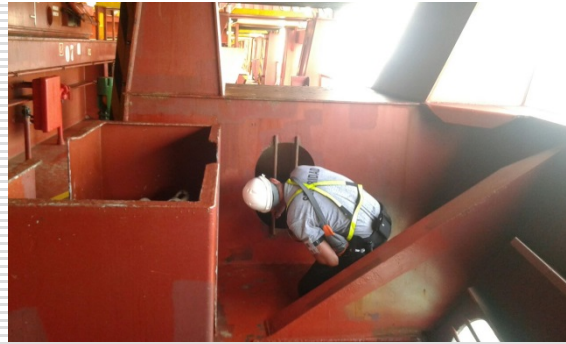
- ◆ Terminal Access Control.
- ◆ Gate, perimeter, tower, mobile & roving patrols.
- ◆ Officers – screened and highly trained.
- ◆ Exceed ISPS Code requirements.
- ◆ Uniformed and equipped.
- ◆ Deployment of security launches.
- ◆ Integration and management of high technology security systems.

K-9 Operations



- ◆ Use of K-9 Teams (Patrol/Narcotics/Explosives).
- ◆ Inspections of:
 - Tractors (Cabin, etc.)
 - Empty containers (Gate/Patio)
 - Exterior of FCL
 - CFS or stuffing operations
 - Random or for cause checks of lockers, offices, equipment, storage, etc.
 - Ship chandlers, crew baggage, visitors, stevedores

Vessel Operations



- ◆ Focuses: Anti-narcotics smuggling, terrorism, stowaway prevention, piracy, cargo security, and total access control.
- ◆ Maintain documents for C-TPAT / IMO compliance.
- ◆ Gangway access control.
- ◆ Deck / Waterside coverage.
- ◆ Supervisor deployed.
- ◆ Post-Arrival and Pre-Departure Inspections.

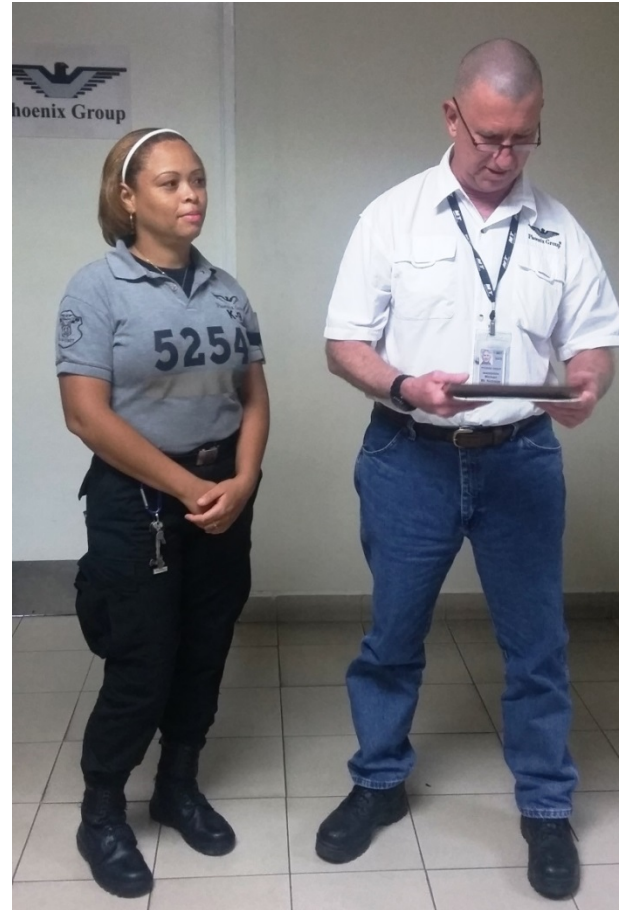
Security Officer Training



- ❖ 2 weeks in duration
- ❖ All general and specialized topics for facility/port security and ship security, including PBIB 18.2 / 13.3 elements
- ❖ Personal defense, use of ASP/PR-24 batons and gas, vehicle and personnel access control, responding to a security break, HAZMAT, CPR/First aid, Firefighting
- ❖ Written and practical exercise tests



“Incentive Program” – Bonuses based on Performance



*Officer of the Month & Cash Bonus for
Superior Performance*

“Incentive Program” – Annual Family Party



Social Assistance – Giving back to the Community



Canastas de Año Nuevo

Fiestas de la “Diá de Los Tres Reyes”



Orfanatos, Casas de Ancianos, Pueblos Aislado

Fiestas de la “Diá de Los Tres Reyes”



Empleados participar y disfrutar

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Corporation: Professional K-9 Services (Phoenix Group CR)

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Phoenix Group USA

Corporation: Pathfinder Consulting USA, LLC. (USA Agent for Phoenix Group)

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