



**STRATEGIC BUSINESS SOLUTIONS
FOR TODAY'S SECURITY RISKS**

CORPORATE OVERVIEW

STEELE®

What Differentiates Steele

FROM OTHER RISK MANAGEMENT SOLUTION PROVIDERS?

- 
- Our global business perspective and expertise.
 - Our agility and dedication to extraordinary responsiveness.
 - Personalized client relationships and single point of access to resources worldwide.
 - Collaborative partnering to fully understand and anticipate client needs.
 - Consistent quality, accuracy and thoroughness of all deliverables.
 - Some companies try to be all things to all clients. Steele is realistic, marshalling expertise in three sharply defined core competencies.



PRESENCE. TRUST. PARTNERSHIP.



THE STEELE FOUNDATION: PROTECTING PROFITS, AVERTING RISKS AND MANAGING CRISES

Today's outsourced global business environment presents a continuum of 24/7 challenges.

Clients count on The Steele Foundation for a responsive, integrated suite of investigative, consulting and security services to minimize exposure throughout the lifecycle of risk management. We offer companies personalized tools both to avert business crises and – when necessary – respond to them quickly and effectively.

The Steele Foundation has been setting industry standards since 1989, offering solutions to track, investigate, assess, plan for and protect against potential vulnerabilities across the enterprise. Equally, when the inevitable unpredictable event occurs, clients know who to deploy for the most rapid, reliable and professional response.

Headquartered in San Francisco with offices in key business markets throughout North America, Europe, Latin America and Asia, The Steele Foundation provides cost-effective, flexible expertise and rapid response, on the ground, wherever threats emerge.

The Steele Foundation supports a broad spectrum of companies, including a third of the Fortune 100, as well as small and mid-sized businesses, non-profits, governmental organizations and high net worth individuals. Our focus is on providing reliable, valuable business intelligence, planning and security so our clients are free to focus internal resources on what really matters: their core enterprise.

With a noted industry track record, consistent growth and financial stability, The Steele Foundation provides companies doing business in all regions of the world with a single source for planning, preparation and, when necessary, intervention. Our mutually reinforcing investigative, consulting and security services and field experience address a broad range of issues: protecting your key managers from harm; preparing for and responding to workplace violence; protecting your brand from erosion through counterfeiting, piracy or parallel imports; protecting your confidential information and intellectual property; ensuring that you know who you are dealing with prior to a transaction; and increasing your ability to continue business despite natural disasters and other crises.

Our executive team is hands-on from the outset, and at every juncture throughout client relationships. Steele's operational staff brings additional skill sets, including local language, cultural familiarity and on-the-ground experience with navigating business challenges and realities in the field. Privately held and employee-owned, with more than 240 staff and more than 800 carefully vetted associate personnel, Steele partners closely with the emphasis always on understanding – and anticipating – our clients' evolving corporate needs.

KNOWING YOUR BUSINESS

BUSINESS INVESTIGATIONS

“AIG Corporate Security has utilized the services of Steele on a number of occasions, both domestically and internationally. I have found Steele to be very responsive to our needs and, on each occasion, they contributed directly to a positive or successful outcome.”

—Ronald E. Mahaffey
Chief Security Officer
American International Group, Inc.

Staying competitive while avoiding liability is a complex and spiraling challenge that cuts across disciplines, from basic corporate compliance to brand protection to human resource management to competitive strategy. Survival in this fluid business environment encompasses issues such as employee integrity, product reputation and safety, workplace stability and regulatory compliance, with many of these issues compounded by the outsourcing of activities to foreign jurisdictions. The Steele Foundation uses local resources with decades of experience to track down the information businesses need to comply with their duty of care and make correct business decisions. It's a matter of identifying corporate vulnerabilities and how best to address them. Our reputable, resourceful and highly trained investigators provide vital intelligence about prospective employees, vendors, competitors and potential business partners. There is no better way to guard against financial loss, brand erosion, risk to public reputation, fraud and theft.



Brand Protection & Intellectual Property

Supply Chain & Loss Control

Due Diligence

Litigation Support

Competitive Intelligence

Forensics



Steele Practice Highlights

► **DUE DILIGENCE:** When exploring potential alliances, partners, mergers and other deals – and before closing any transaction – corporations need to be fully equipped with the facts. Investigative due diligence provides requisite financial and personal details that enable you to make clear, well-informed business assessments. The Steele Foundation knows how to identify potential red flags, fiscal irregularities, personnel issues and other information relevant to critical decision making. Obtaining reliable, thorough background information can be challenging, particularly outside the United States. Steele’s employees and local associates in Latin America, Europe and Asia know how to access local information and human intelligence out in the field. We can counsel clients on where to focus investigations and how best to synthesize complex information related to anything from accounting procedures to regulatory compliance practices to the individual histories of key corporate players. Due diligence is all about transparency, demonstrating a deliberate approach to ferreting out facts that can make the difference between business risk and reward.

► **FRAUD:** Accounting and Computer Forensics are invaluable tools when it comes to knowing and maintaining integrity around the transactions that drive business – and business decisions, particularly in foreign affiliates. The Steele Foundation’s financial team knows how to analyze accounting policies against best practices, trace the history of complex transactions, deploy forensic computer data discovery and assess signs of fiscal malfeasance. Our capability also extends to knowledge of the Foreign Corrupt Practices Act and best practices both for establishing compliance programs and investigating any irregularities. The Steele Foundation’s worldwide network combines technology and expert field staff with local know-how and immediately accessible resources in key business markets globally.

► **BRAND PROTECTION:** The erosion of brand integrity ranks as one of the biggest corporate liabilities today. The Steele Foundation provides an end-to-end solution that addresses the total lifecycle of counterfeiting and gray-market activity. Our services span from the virtual world, through online channel protection software, into the physical world, where our investigative capabilities offer supply chain control, identify breaches and provide enforcement and litigation support when it comes to taking on infringements of patents, trademarks and copyrights or product integrity issues.



KNOWING YOUR RISKS

CONSULTING

“The BBC has worked with Steele for years and has come to rely on them for reliable, up to date and comprehensive assessment of security risks and other security services connected with BBC business operations in various parts of the globe. As Head of Corporate Security I value the professionalism of the company, its global reach and experienced staff. I look forward to a continuing relationship with Steele to meet the BBC’s needs in dealing with complex security requirements in our operations worldwide.”

—Eddie Halling
Head of Corporate Security
British Broadcasting Corp./BBC

The Steele Foundation offers a proactive approach for businesses looking to identify and reduce risks before they occur. This practice includes expert assessment, analysis, strategic planning, training and plan execution to optimize operations and meet regulatory and legal compliance standards. We specialize in conducting functional and vulnerability assessments for business units, facilities or practices, including benchmarking and gap analyses of our clients’ programs for protecting physical and intellectual property assets. Our methodology involves dissecting business processes and understanding comprehensive workflow challenges and vulnerabilities from the inside out. Whether initiating a response to counterfeiting, enunciating a kidnap and ransom and extortion policy, implementing controls to check cargo loss or codifying an emergency response plan, the investment companies make in advance of inevitable challenges pays off multi-fold in the preservation of profit, productivity, personnel safety and corporate reputation.



Functional Assessment & Gap Analysis

Risk and Vulnerability Assessment

Corporate Security Program Design

Benchmarking & Compliance

Business Preparedness

Incident Management



Steele Practice Highlights

- ▶ **SAFETY AND SECURITY ASSESSMENTS:** Identifying risks and breaches in security policies and business continuity planning can make the difference between experiencing an incident and suffering a full-blown crisis. The Steele Foundation is a longtime leader in the field of assessing and benchmarking the vulnerability of your facility or other workplace environments against industry best practices. We can also take those standards and conduct gap analyses and functional assessments necessary to understanding specific operational and procedural weaknesses, as well as the damage potentially associated with them. Once risks have been adequately identified, The Steele Foundation can help your company develop a strategy and tactics for mitigation, safety and security planning.
- ▶ **BUSINESS CONTINUITY MANAGEMENT:** When the unexpected occurs, the costs in terms of employee morale, productivity and bottom-line profit can be quite high. The Steele Foundation provides both the preparedness planning and, where necessary, the emergency response necessary to minimize workflow disruption. Incident response can range from ensuring workplace stability in the face of employee-related violence to a labor strike to evacuations due to terrorism or natural disasters to responding to a pandemic. Having a current plan, regular tabletop exercises and reliable crisis team planning for swift emergency response ensures that your company's public profile, consumer and shareholder confidence, employee safety, litigation vulnerability and financial bottom line have all been provided maximum protection.
- ▶ **WORKPLACE STRATEGIES:** The Steele Foundation designs comprehensive workplace strategy programs that protect companies in their daily operations. We assess and manage threats at both the strategic and tactical level, evolving plans tailored to specific business challenges and workplace settings. Bringing hands-on corporate insight and working closely with management to clarify concerns, Steele defines and handles potentially volatile employee-related situations, basing individualized corporate programs on behavioral forensics, investigative grounding, training and day-to-day operational activity.



KNOWING YOU'RE SECURE

EXECUTIVE PROTECTION

“ We’ve utilized the services of The Steele Foundation and found them to be responsive, adaptable, professional and mission-oriented in meeting BP’s needs. ”

—Dave Leiting
Director of Security/
Western Hemisphere
British Petroleum USA

The Steele Foundation has a long history of providing strategic, high-level security to protect key corporate personnel and assets. Our areas of focus cover a spectrum from executive protection and event security to supply chain monitoring and control, cross-border operations and domestic/eco-terrorism. Our Global Rapid Response™ centers ensure that clients have round-the-clock access to expert, bilingual local support. We understand that personal, corporate, family and other circumstances differ from day to day. The Steele Foundation prides itself on minimizing risk in the most unobtrusive and effective manner possible. The goal is to enable businesses and individuals to focus on getting the job done while Steele takes care of fundamental protection against physical or event-driven threats. Whether securing private individuals, executive personnel or other corporate assets, The Steele Foundation provides a strong domestic presence with an equally capable international team – always with the primary focus on long-term relationship building rather than one-off individual operations.



Executive Protection & Estate Security

Workplace Violence Protection

Supply Chain Security

Crisis Response



Steele Practice Highlights

► **EXECUTIVE PROTECTION AND ESTATE SECURITY:** The Steele Foundation leverages a global network of top professionals to protect clients from increasing risks related to physical threats, electronic incursion, international travel challenges and other vulnerabilities. Our priority is on working sensitively and collaboratively with both the principal and his/her family members to provide security both out in the daily world and in the home environment. Personal Security Vulnerability Assessments offer a critical complementary tool for the methodical analysis of every aspect of a protectee's security environment: the office, the residence, in-town and out-of-town travel. The Steele Foundation exacts the highest standards for training and field experience, ensuring that clients receive protection from professionals who fully understand the nuances of business settings and other challenging arenas, both domestically and abroad. Whether in a corporate, government or private setting, The Steele Foundation adapts to specific client cultures and needs with an attention to detail and safety that has long set the industry standard.

► **WORKPLACE VIOLENCE PROTECTION:** Violence in the workplace, labor disputes and other disruptive events can throw otherwise productive, harmonious business environments into disarray. Every hour of chaos can translate into many more in terms of lost productivity, diminished morale and loss of consumer confidence. The Steele Foundation understands high-stakes situations and how most quickly and effectively to diffuse them. We help you determine the critical risks which your company may face and develop recommendations for reducing your risk exposure and leveraging existing communications channels and management chains. Innovative employee education using interactive materials to drive participation prior to and during lay-offs, strikes, protests and other episodes of corporate stress can mitigate or even eliminate the need for crisis response.



VALUE PROPOSITIONS

WHY CHOOSE STEELE

“What we appreciate about Steele is not only their responsiveness but a superior level of confidence that what we’re requesting is going to take place – and that it will be at the high level of quality expected. They essentially work as an extension of our team and perhaps that’s why things work so well. Steele takes the time to know and understand our company, its business and corporate culture and objectives. Often we don’t have a lot of lead time, so it’s that much more important that Steele can anticipate our needs and provide critical response, accurately and consistently, whatever the challenge we throw their way and wherever in the world it is needed.”

— William Phillips
Chief Security & Safety Officer
CNA Financial Corp.

Companies enlist The Steele Foundation to ease a number of persistent and costly business pain points. Clients know they can rely on us to manage risk, conduct investigations, assess vulnerability and provide critical response to support the enterprise under a variety of circumstances, both ordinary and extraordinary. Because our resources are experienced, on the ground and always at the ready, clients know they can count on us to:

- Increase productivity by freeing up valuable resources and extending internal capabilities through outsourced headcount.
- Enhance timeliness and effectiveness of incident management capability to optimize continuity and protect against productivity, morale and reputational loss.
- Improve operational efficiency by leveraging Steele’s global footprint.
- Reduce security exposures, defend brand integrity, protect public profile and ensure compliance through proactive risk management solutions.
- Increase revenue opportunities and control loss.



**THE STEELE FOUNDATION HAS STRATEGICALLY DEVELOPED ITS RESOURCES TO BE ABLE TO WORK
IN CONCERT WITH CLIENTS REGARDLESS OF LOCATION.**

**SERVICES ARE PROVIDED 24 HOURS/DAY, 365 DAYS/YEAR THROUGH 18 OFFICES GLOBALLY,
INCLUDING MEXICO CITY, HONG KONG, LONDON AND LOCATIONS ACROSS THE UNITED STATES.**

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 **STEELE**

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