



**Why Scotia Group?**

**Our Understanding**

Scotia Group is a global provider of integrated security and risk

mitigation solutions that enable governments, non-governmental

We understand risks to people, infrastructure,

business information, products / services,

and international organisations, and commercial customers to

processes and ultimately reputation.

assure high-value assets.

Scotia Group works in partnership with clients

to protect these assets in line with their

The company offers an array of security services and technology-

company ethos.

enabled solutions to support critical infrastructure protection,

**Our People**

post-conflict reconstruction, humanitarian work and emerging

We provide the most highly qualified individuals

market requirements.

from the Special Forces, Law Enforcement and

other specialist fields.

Scotia Group operates in over thirty countries with principal offices in

Our experience and skill allows clients to conduct

Port Harcourt / Nigeria, Dubai and UK.

business effectively in all corners of the world.

**Our Expertise**

From providing strategic consultancy to protecting individuals and

We can deploy assets promptly worldwide to

assets; developing complex security and crisis management plans

support our client’s needs and facilitate their

to driver training, Scotia Group has established a value chain of

project requirements.

products and offerings that has secured a diverse and impressive

Our office structure allows us to provide a local

range of clients.

insight on a global basis.

**Our Diversity**

We cover personal security, risk analysis,

security operations, logistics and business

*The speed and apparent ease with*

facilitation and training.

*which*

*you implemented a successful*

We offer a unique service for all security

requirements by providing our client’s with a

turnkey solution.

*resolution against very tight deadlines*

**Our Response Time**

*was impressive by any standard... Scotia*

Scotia Group is able to deploy its consultants

anywhere in the world quickly to support clients’

*is an exceptional company with some*

needs.

Scotia Group is also able to provide information

*superlative individuals and is one of the*

on a situation or area quickly and accurately.

This 24/7 service is a paramount in fast moving

*premier security providers.*

situations.

**Our Reputation**

Scotia is known for leadership, innovation and

being industry leaders for our holistic approach

***-***

***FluorAMEC LLC***

to security.

**Our Ethics**

Our reputation for integrity and unquestionable

ethical behaviour is reinforced by our Ethics

Committee.

**Our Commitment**

Our clients are our greatest assets and Scotia

Group is committed to providing the most

effective and reliable security operations.

**Our Business**

**Global Experience**

**Consulting**

Scotia Group's Consulting division provides clients with

solutions for Security Auditing, Business Continuity,

Emergency and Evacuation Strategies, Crisis

Management and Response, Kidnap and Extortion,

Contingency Planning, Strategic Infrastructure,

Defence Restructuring and Advisory services

to Governments.

**Logistics and Project Support**

Scotia Group provides clients operating in challenging

environments with services that range from the

construction of manned camps to the provision of life

support, the securing of mission critical equipment and

the emergency evacuation of employees.

**Tracking and Locating Solutions**

The SecureLocate™ service provides clients with a

unique tracking/locating cap ability for people, assets

and vehicles. The service, which can be monitored via

a secure web connection, can be overt or discreet and

is controlled through our 24/7 Control Centre with rapid

response teams deployed on the ground.

Scotia Group is ISO:9001

**Integrated Protective Services**

accredited and is

Scotia Group provides the full range of Security

Operations services, including Executive Protection,

dedicated to quality

Close Protection, House Detail, Key Point Security and

assurance.

Manned Guarding, Maritime Security, Asset Protection

(static and transit), Commercial and Residential

Security and Surveillance.

**Intelligent Security & Safety Solutions**

The scope of services and expertise offered by Scotia

**Solutions**

Group encompasses and exceeds the normal industry

offerings of CCTV, Access Control and Intruder

**What we do**

Detection. Services include Infrastructure Security,

Architecture Security Designs, Security Systems

Crisis Preparedness & Response

Design and Implementation, Project Management,

Critical Infrastructure Protection

Commissioning and Testing and the installation and

Emerging Market Entry Strategies

management of Command, Control, Communications,

Computer and Intelligence (C4i) Systems.

Integrated Security Solutions

Post-Conflict & Natural Disaster Recovery

**Strategic Analysis & Assessment (SA2)**

Security & Services

Scotia Group's Strategic Analysis & Assessment

division provides accurate, real-time information to

clients around the world, including 24/7 Security Alerts,

Country and bespoke Threat Assessments, Corporate

Strategy Reports and Strategic Security Analysis

**Sectors**

Reports for a wide range of sectors, for example Oil

and Gas. The Strategic Analysis & Assessment

**Who we serve**

service also includes Corporate Briefings,

Civil Engineering & Construction

Presentations and Telephone and Conference Call

Consultancy Support.

Organisations

Government & International Organisations

**Training**

Insurance & Financial Services

Scotia Group's training division offers Corporate

Security, Executive Awareness, Security Management,

Major Event Security

Counter-Surveillance, Counter-Kidnap and Crisis

Oil & Gas

Simulated Incident training. Scotia Group also owns and

Real Estate

operates a 700 acre training facility in Nesbit,

Transport (Air, Land, Sea)

Mississippi, which provides Military and Law

Enforcement, Basic, Special Forces, Explosive

Methods Of Entry and Weapons training.

We b: www. scotia com

Email : inf o@scotia-world com

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**Appendix No 1 ( 1-2)**

**De-mining, Battle Area Clearance (BAC) and**

**Explosive Ordnance Disposal (EOD)**

Landmines now affect over 78 countries world-wide, affecting millions of people and

**Who is Scotia Group?**

presenting a major obstacle to post-conflict re-construction and development efforts.

Scotia Group is a global provider

of integrated security and risk

De-mining is the process of removing landmines, booby traps and unexploded

mitigation solutions that enable

ordnance (UXO) so that contaminated land can be safely re-settled. In 2005,

governments, non-governmental

approximately 470,000 were removed. Every month over 1,500 people are killed or

and international organisations,

and commercial customers to

maimed by mine explosions.

assure high-value assets.

80% of casualties are civilians who are killed or injured after hostilities have

The company offers an

ended. Scotia Group has first hand experience of the human and commercial costs

array of security services and

technology-enabled solutions

of conflict and has developed a comprehensive de-mining capability led by a team

to support critical infrastructure

of experts.

protection, post-conflict

reconstruction, humanitarian

**Our De-mining, BAC and EOD Services**

work and emerging market

requirements.

For over three years Scotia Group has offered a commercially focused, bespoke,

Scotia Group operates in over

De-mining and EOD service which is specifically tailored to the needs of its

thirty countries with principal

individual clients.

offices in Port Harcourt - Nigeria,

UAE and UK..

Scotia Group recognises the challenges that international corporations,

governments, NGOs and aid agencies face finding suitable de-mining solutions. We

recognise that the safe destruction of unexploded ordnance is a humanitarian as

well as a business concern.

We offer strategic advice on clearance as well as provide clearly defined

deliverables which take into account a client’s time and/or budget constraints.

**COMMERCIAL AND HUMANITARIAN DE-MINING**

**Why choose Scotia Group?**

**Commercial De-mining**

**Humanitarian De-mining**

Conducted in accordance

With IMAS Standards.

Commercial and Humanitarian

De-mining Internationally

Recognised methodology

For de-mining sequencing.

Multiple methods of clearance,

Land and Underwater capabilities

Management and delivery of the

Entire process.

World class management team,

Integration of Local Staff via a

Comprehensive skills transfer

Process.

Provide own security Consulting

Services.

Stockpile destruction Work, to a

Pre-defined budget and time scales.

Recent experience in Conflict Zones.

Increasingly, many of our commercial

Scotia Group recognises that

r

clients find themselves working in

humanitarian de-mining requires a

remote uninhabited areas where there

slightly different approach in order to

is a threat from mines or other

ensure that a whole area is completely

unexploded ordnance. Scotia Group

safe for habitation. Scotia Group

offers a service which is entirely

combines de-mining services with mine

focused on meeting the needs of the

education programmes and other

client’s business, which is quantifiable

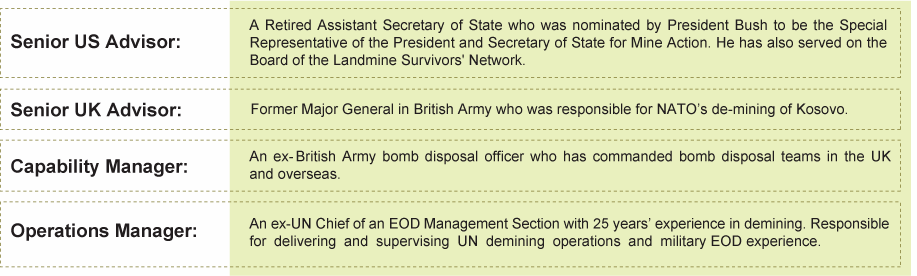
appropriate activities in order to enable

and measurable, bound by time, cost

communities to return to normal.

and performance parameters.

**INTERNATIONALLY RECOGNISED METHODOLOGY FOR DEMINING SEQUENCING**





**Appendix No 1 ( 2-2)**

**De-mining, Battle Area Clearance (BAC) and Explosive Ordnance Disposal (EOD)**

**MULTIPLE CLEARANCE OPERATIONS**

Experienced de-miners operate in accordance with International Mine Action Standards

(IMAS) principles and use a number of clearance methods:

-

**Manual Clearance**

– including a wide variety of approved manual tools and electronic

detection devices.

-

**Mechanically Assisted Clearance**

– including flails and other mechanical devices.

-

**Explosive Detection Dogs**

– to support manual operations.

**LAND AND UNDERWATER CAPABILITY**

Where highly specialised de-mining skills are required, for example, underwater, Scotia Group

has selected world class partners to deliver the safest and most effective solutions for their

clients.

**MANAGEMENT AND DELIVERY OF THE ENTIRE PROCESS**

All de-mining projects are delivered in accordance with PRINCE2 methodology and clients are

assisted in all aspects of planning and managing their de-mining projects. Where appropriate

the conduct of de-mining operations is done within this framework. Scotia Group is also

accredited to ISO 9001:2000.

**WORLD CLASS MANAGEMENT TEAM**

**INTEGRATION OF LOCAL STAFF**

Scotia Group seeks every opportunity to integrate local communities into our de-mining and

EOD programs, therefore utilising local knowledge. With a comprehensive skills transfer

process we endeavour to train and deploy local staff.

**ABILITY TO PROVIDE OWN SECURITY**

**Scotia Group supports**

In hostile environments like Afghanistan and Iraq, Scotia Group has the ability to provide its

own security services. The integration of this crucial element into each team enables the safe

mobilization of the de-mining teams and secures clearances.

**Scotia Group conforms**

**to International Mine Action**

**Standards (IMAS).**

**CONSULTING SERVICES**

**Scotia Group is**

Olive Group is able to offer specific de-mining and related consulting services including:

**ISO:9001:2000 accredited**

**and is dedicated to**

**quality assurance.**

-

**Weapons of Mass Effect (WME) Services -**

highly specialist WME consulting services

offering organisations (from Governments down) advice on how to prepare for and

**Scotia G RO UP SERVIC ES:**

subsequently deal with the aftermath of a WME incident.

Consulting

De -mining

Integrated Protective Services

Intelligent Security & Safety Solutions

-

**Procurement Advice -**

specialist equipment advice and assistance with developing

Locating & Tracking

and analysing the clients needs.

Strategic Analysis & Assessment

T raining

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-

**Battle Area Clearance**

- specialist consulting and technical advice to inform clients of

priorities for clearance during post conflict reconstruction phases.

**Appendix No 2 ( 1-2)**

**Integrated Protective Services**

Understanding and managing the diverse range of risks to personnel, assets and data

**Who is Scotia Group?**

is fundamental to preserving corporate reputation and shareholder value. At Scotia we

Scotia Group is a global provider

advise clients on implementing cost effective, bespoke and integrated security solutions

of integrated security and risk

to mitigate or transfer risk exposure.

mitigation solutions that enable

governments, non-governmental

A company's success is underpinned by its assets, and protecting them in volatile and

and international organisations,

extreme environments is necessary to allow you to focus on your core business.

and commercial customers to

The diversity of business assets – from personnel and information to cargo – requires a

assure high-value assets.

holistic approach to asset protection.

The company offers an

array of security services and

At Scotia Group we provide a full range of Security Operation services including close

technology-enabled solutions

protection, asset protection and medical support, ensuring all risks are accounted for

to support critical infrastructure

and mitigated against.

protection, post-conflict

reconstruction, humanitarian

work and emerging

Each security operation package is designed and tailored for the individual client by our

market requirements.

dedicated security advisors whose experience has been perfected by extensive

operational presence in high risk environments.

Our project managers are permanent employees of Scotia Group, hand picked by the

Group’s Director of Operations. All are formerly Warrant Officers from UK Special

Forces. Scotia Group’s security consultants must have a minimum of 10 years

experience in military or law enforcement and hold an industry-approved close

protection qualification. Scotia Group’s security operators are dedicated to providing the

highest operating standards in the industry, thus creating a benchmark for others.

The pursuit of excellence and highest disciplinary standards are what every Scotia

Group employee must strive to maintain.

Our consultants possess extensive regional and operational experience having

**Why choose Scotia Group?**

operated in Iraq, Afghanistan and other high risk countries around the world.

Each security operation is

Our teams of international staff, combined with local security professionals and support

designed and tailored for the

staff ensure local customs and regulations are adhered to. This mix ensures best

individual client

practice, by combining local knowledge and insight with international standards. This

Security operations are project

re-enforces our dedication to providing the highest operating standards in the industry.

managed by former members

of Special Forces from the

**SCOPE OF SERVICES**

United Kingdom, South Africa,

Australia and New Zealand

Executive Protection: Scotia Group utilizes the expertise of former UK Special Forces

Ongoing operational presence

and Royal Military Police Close Protection Operators to provide tailored, specialist

in high risk environments such

executive protection to diplomats, non-governmental organisations, CEO's, and high

as Iraq, since 2003

net worth individuals. Scotia Group prides itself on the professionalism of its close

Combination of operational

protection operators who are mindful of the profile of their clients and when they

planning, personnel provision

and logistical support.

themselves need to be high or low profile.

Hostile Environment Close Protection: Scotia Group conducts close protection in

some of the worlds most hostile and remote environments, including Iraq and

Afghanistan. We provide bespoke planning and implementation including the

provision of armed security, life support services, command and control solutions and

armoured vehicles. Our services are ready to be deployed in times of international

crisis whether through internal security issues, post regime change where the rule of

law has failed or through natural disaster. Scotia Group assisted in relief efforts in

Indonesia following the tsunami and in the US, post - hurricane Katrina.

Key Point Security: Using proven threat and risk methodology combined with a

wealth of experience, Scotia Group can identify and counter risks. We provide

effective key point security plans and ensure implementation and management are

carried out. From corporate headquarters to strategic power plants, Scotia Group can

provide the right level of manpower and technology to protect facilities in a cost

effective manner.

**Appendix No 2 ( 2-2)**

**Integrated Protective Services**

**Recent Projects**

Protective security and

management for oil and gas

facilities and pipeline projects

in central Asia, Latin America

and the Middle East

Convoy escort and personnel

protection in the Middle

East for commercial and

government clients

Airport facility security review,

guard force, supervision and

air marshalling task in the

Middle east for high value

cargo

Perimeter security and

access control advisory and

management teams working

with the Iraq Ministry of

Defence and Iraqi Ministry

of Interior

Compound security and

ammunition convoy escort

in Afghanistan

**Maritime Security**: Scotia Group has extensive knowledge and experience in the

field of maritime security with past performance of port security management and

ISPS accreditation management and implementation. Scotia Group can provide

Maritime contingency planning, vessel security (on board or port facility), Maritime

**Counter Terrorist** advice and tracking of maritime assets.

**Asset Protection**: Scotia Group has a wealth of experience in the field of asset

protection, from escorting high value cargo in transit to safeguarding specialised

high value equipment on static locations. All client requirements are taken into

account and a robust security posture implemented to ensure integrity of the assets

wherever they may be.

**Commercial and Residential Security**: Scotia Group has a proven past performance

not only providing protection to commercial and residential properties but also to

NGO and government compounds and facilities around the world. Scotia Group can

provide patrolling guards and access control supervisors where needed, coupled

with systems design and technology where appropriate.

**Surveillance**: Scotia Group has a proven covert surveillance capability, and can

deploy teams at short notice to conduct foot or mobile surveillance in urban or rural

environments. Using experienced operators and state of the art technical

surveillance equipment, Scotia Group can covertly collate intelligence, or can turn

the tables to conduct effective counter surveillance measures.

**Medical Support**: Scotia Group has integrated UK Special Forces paramedics within

its security teams who are advance trauma qualified. They are authorized to carry

controlled drugs for pain relief and to stabilize casualties for evacuation. Scotia

**SCOTIA G RO UP SERVI CES:**

Group medics can also run courses for clients and dependents at remote worksites

Consulting

De-mining

or within accommodation compounds.

Integrated Protective Services

Intelligent Security & Safety Solutions

Loca ting & Tra cking

Stra te gic Ana lysis & Assessmen t

Tra ini ng

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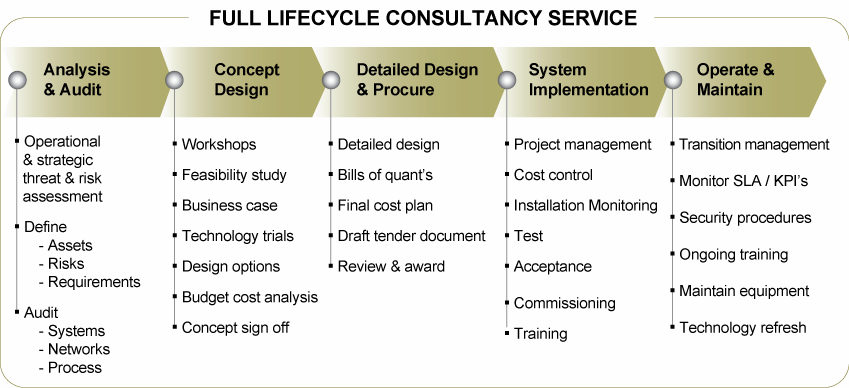
A ll r ig ht s r e s er v ed .

Fo r mo re inf orma ti on:

www. Scotia-World. com or inf o@scotia-world.com. com







**Appendix Number 3 (1-2).**

**Intelligent Security & Safety Solutions**

Understanding and managing the diverse range of risks to personnel, assets and data

**Who is Scotia Group?**

is fundamental to preserving corporate reputation and shareholder value. At Scotia we

Scotia Group is a global provider

advise clients on implementing cost effective, bespoke and integrated security solutions

of integrated security and risk

to mitigate or transfer risk exposure.

mitigation solutions that enable

governments, non-governmental

Scotia Group specialises in servicing the following markets and types of projects:

and international organisations,

and commercial customers to

assure high-value assets.

**SERVICES AND EXPERTISE**

The company offers an

array of security services and

technology-enabled solutions

**Property and infrastructure security**

– strategic and operational threat and risk

to support critical infrastructure

assessments, security and access control systems, area wide cordon and ring of steel

protection, post-conflict

networks, intelligent building systems, telecommunication systems, intelligent visual

reconstruction, humanitarian

systems, intelligent ID cards and business process analysis.

work and emerging

market requirements.

**Intelligent transportation systems**

– intelligent road, rail, air and maritime systems

Scotia Group operates in over

including vehicle monitoring and classification, RFID tagging, journey time

thirty countries with principal

management, tolling & charging, number plate and other vehicle and visual recognition

offices in Dubai, and UK.

and control centres and data and disaster recovery centres.

**Telecommunications networks**

– fixed, wireless, WiFi, WiMax, Mesh and IP

networks for deployment across various platforms and including the transmission of

voice, data and images.

**Data and Image centres**

– local and national command and control centres with data

capture and mining capabilities including resilience, disaster recovery, and business

continuity measures.

Olive Group’s in-house Intelligent Security and Safety Solutions division offers a

technology driven full lifecycle consultancy service from feasibility project delivery

to operational support. For clients needing to build and operate sophisticated

security systems we help turn complex projects into reality by offering a turnkey

**Why choose Scotia Group?**

service from initial inception to full implementation.

End to end solutions -

from feasibility and design

to procurement and

implementation

Supplier independent solutions

Integrated solutions where

leading edge technology is

combined with effective

operational management

business processes

Innovative and forward thinking

Highly skilled staff with

experience in all market

sectors on a international basis

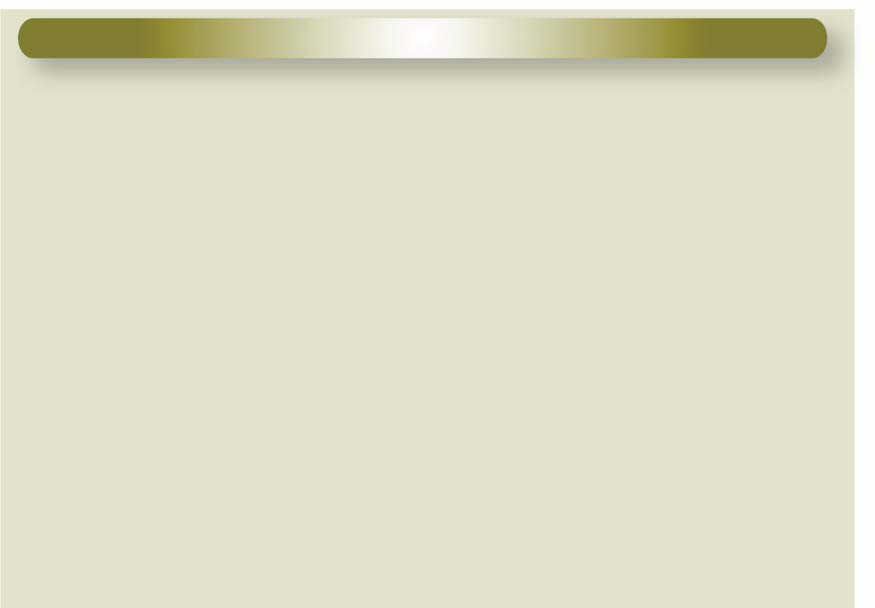
History of proven and

successful project delivery

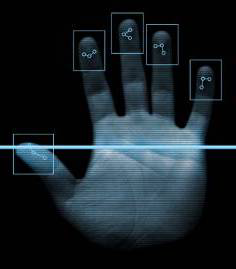
This enables us to address security, safety and technology issues and offer

integrated solutions where leading edge technology is combined with effective

operational management business processes.











**Appendix Number 3 (2-2).**

**Intelligent Security & Safety Solutions**

**STRATEGIC SECURITY AND RISK MANAGEMENT ADVICE**

Scotia Group offers bespoke strategic security and risk management advice in order to

protect critical assets including people, business information, infrastructure, products &

services and processes to brand reputation. We offer:

**Risk and Vulnerability Analysis**

– assessing the full spectrum of risks and

recommending measures to mitigate against them

**Threat Assessments**

(Criminal, Terrorist, Protestors & Activists, Saboteurs &

Subversives and Natural Disasters) – strategic, operational and tactical assessments

identifying & defining the current threat and assets and assessing the client’s exposure.

**Architecture Design Review**

– A complete review of the internal and external building

design is essential when ensuring that key security requirements are incorporated into

the building at the earliest, and therefore, the most cost effective time.

**Sector Experience:**

**Business Impact Appraisal**

– thorough analysis of the risks may identify potential

threats that could be avoided or eliminated by early consideration

Real estate developers

- Commercial

Our team follow tried, tested and proven methodology to conduct high quality risk

- Residential

Assessments. We tailor each assessment to the client’s needs and work with them to

- Retail

identify the risks and ascertain their risk posture. Our comprehensive reports provide

- Hotel & leisure

In-depth detail of the risk itself, an d highlight the appropriate strategies for the

Organisation’s team.

Transport authorities

- Road

- Rail

- Maritime

**LEADING EDGE TECHNOLOGY**

- Air

Our experienced and qualified design staff deliver supplier independent, innovative,

Communications providers

‘best of breed’ solutions that are relevant and value for money, drawn from the

Oil & Gas companies

latest technology on the market.

Government

The areas of technology that we specialise in are:

Police authorities

CCTV and surveillance systems

We have gained unrivalled

Intelligent visual systems & software

knowledge over the years,

working with a wide variety

Access control systems

of high profile organisations

on an international basis.

Intruder detection systems

Perimeter Intrusion and fencing systems

Biometric systems

Number plate reading systems

Intelligent parking systems

Screening solutions (vehicles, people, objects)

Guard tour systems

Ballistic protection

Bio hazard detection

Digital and analogue recording systems

Control Rooms (interface and integration)

Asset & RFID tagging systems

**SCOTIA G RO UP SERVI CES:**

Consulting

Communications networks

De-mining

Integrated Protective Services

Intelligent Security & Safety Solutions

Locating & Tracking

Strategic Analysis & Assessment

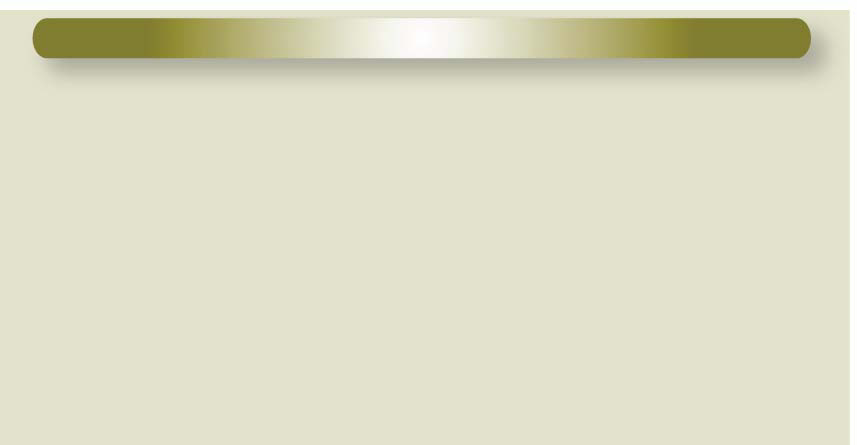
Training

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For more information:

www. Scotia-world. com or inf o@scotia-world. com



**Appendix Number 4 (1).**

**Life Support Solutions**

The Scotia Group Life Support Unit provides comprehensive life support solutions in

**Who is Scotia Group?**

the most extreme conditions, allowing you to focus on your core business. Life

Scotia Group is a global provider

Support Solutions include consulting services, temporary housing, general and

of integrated security and risk

specialist maintenance, food supply and catering, camp servicing and management,

mitigation solutions that enable

sea/land/air transportation and escort, equipment sourcing and shipping, and

governments, non-governmental

security. Scotia Group integrates internal and external resources to provide a one stop

and international organisations,

and commercial customers to

shop solution.

assure high-value assets.

**EXPERTISE IN EXTREME ENVIRONMENTS**

The company offers an array

of security services and

technology-enabled solutions

Since 2003, Scotia Group has provided life support services for corporate and

to support critical infrastructure

government clients in Iraq and Afghanistan, in Mississippi after Hurricane Katrina and

protection, post-conflict reconstruction,

in post-tsunami Indonesia.

humanitarian work and emerging

market requirements.

**SCOPE OF SERVICES**

Scotia Group operates in over thirty

countries with principal offices in

Offering life support in extreme environments is challenging even for companies with

Port Harcourt – Nigeria, UAE & UK..

experience in operating in difficult areas. Scotia Group offers an integrated solution

**Why choose Scotia Group?**

including technical sourcing and logistics capabilities, as well as deploying a wide

range of expertise in the most extreme environments.

Successful history of providing life

support integrated solutions in the

most challenging environments.

**SERVICES**

Integrated solutions - including

security and consulting services.

**Temporary housing solutions**

**Camp servicing and management**

Full service offering from temporary

housing solutions, general and

Safe houses, camp design and

Reception management, cleaning, garbage

specialist maintenance, utility

construction, tents, pre-fabricated and

removal, sewage management, fuel supply

and fuel supply, food and

containerized accommodation, kitchen

and point of distribution management,

catering, transportation to

and leisure facilities, water and power

health care and sanitary evacuation.

camp management.

supply, garbage and sewage facilities.

**Transportation and escort**

**Why an integrated solution?**

**General and specialist maintenance**

Fixed or rotary wing, sea and land

Generators, general electricity and

transportation of cargo and personnel, hard

When security is a key success factor

to your operation, then an integrated

carpentry, reefers, kitchen equipment,

and soft skin vehicle rental.

solution helps you mitigate risks and

soft and hard skin vehicles.

focus on your core business:

**Additional Services**

**Food supply and catering**

IT and communication solutions (voice and

This reduces your exposure to risk

Food procurement from local or domestic

data), office related services and technical

as we manage the pre-deployment

markets, shipping and catering.

sourcing.

and deployment phases, you may

even consider operating in an area

you previously excluded because of

the risk level.

**INTEGRATED SOLUTIONS**

We integrate internal and external

resources, so that you have only one

**Security, Consulting, Tracking and Locating Solutions**

point of contact. You decrease your

Life Support Solutions are thoroughly integrated with other areas of our business

mobilization costs and reduce your

expatriate staff to the minimum.

which include:

security services which can ensure that personnel, and other assets reach

their destination safely,

advanced tracking and locating solutions with managed response, and risk

alert capability,

a consulting division to provide pre-deployment, research, risk assessments,

business feasibility and due diligence.



**Appendix Number 5 (1-2).**

**Locating and Tracking Solutions**

**Who is Scotia Group?**

Scotia Group is a global provider

of integrated security and risk

mitigation solutions that enable

governments, non-governmental

and international organisations,

Ensuring the safety of critical assets, whether personnel, information, equipment or

and commercial customers to

cargo, is key to success in today’s business environment. Loss or damage of any one

assure high-value assets.

of these can have serious implications for an organisation’s operational continuity. Scotia

Group can help clients protect and monitor essential assets through its integrated

The company offers an

array of security services and

tracking system, SecureLocate™.

technology-enabled solutions

to support critical infrastructure

Building on proprietary software, Scotia Group’s dedicated research and development

protection, post-conflict

team can ensure that the tracking capability provides adequate protection for

reconstruction, humanitarian

work and emerging

employees and assets without infringing on the client’s operational capability.

market requirements.

As well as offering standard tracking, locating and alarming capability, Scotia Group can

Scotia Group operates in over

provide hardware (including GSM cell phones with built-in tracking device and panic

thirty countries with principal

offices in Port Harcourt - Nigeria

button), software, installation and training, and primary monitoring from Scotia Group’s

UAE and UK.

24/7 Operation Centre.

SecureLocate™ feeds can also be integrated into Google Earth, allowing clients to

**Why choose Scotia Group?**

easily track their assets on screen and make sense of their movements. Additionally,

Highly innovative research

Scotia Group can provide real time threat and risk information to clients through the

and development team.

SecureLocate™ system ensuring that high risk areas can be ring-fenced ‘out of

Provide customer focused

bounds’ and assets diverted if necessary.

solutions tailored to specific

requirements.

In certain operating environments, Scotia Group can also offer a bespoke

End-to-end solutions

SecureLocate™ Response Team, delivering a comprehensive alert and response

include hardware, software,

capability in an emergency.

installation, integration with

Google Earth, client and

operator training, additional

SecureLocate™ solutions can be used in a wide range of situations, including:

intelligence data feeds and

primary monitoring 24/7

Fleet management

from the Control Centre.

Aviation and maritime tracking

Convoy security

Static alarms / panic alarms

Immediate employee and asset location in the event of a serious incident

Scotia Group’s ownership of the SecureLocate™ source code, combined with its

integrated system offering ensures client requirements can be covered from hardware

provision through to asset recovery.

**EXPANDING YOUR SECURE ENVIRONMENT**

SecureLocate™ uses both GSM and high sensitivity GPS networks to provide precise

location information. The monitoring system is web-based, allowing clients to track

their assets’ location through a secure server even when on the move themselves.

Equally, asset monitoring and alarm response can also be outsourced to the Scotia

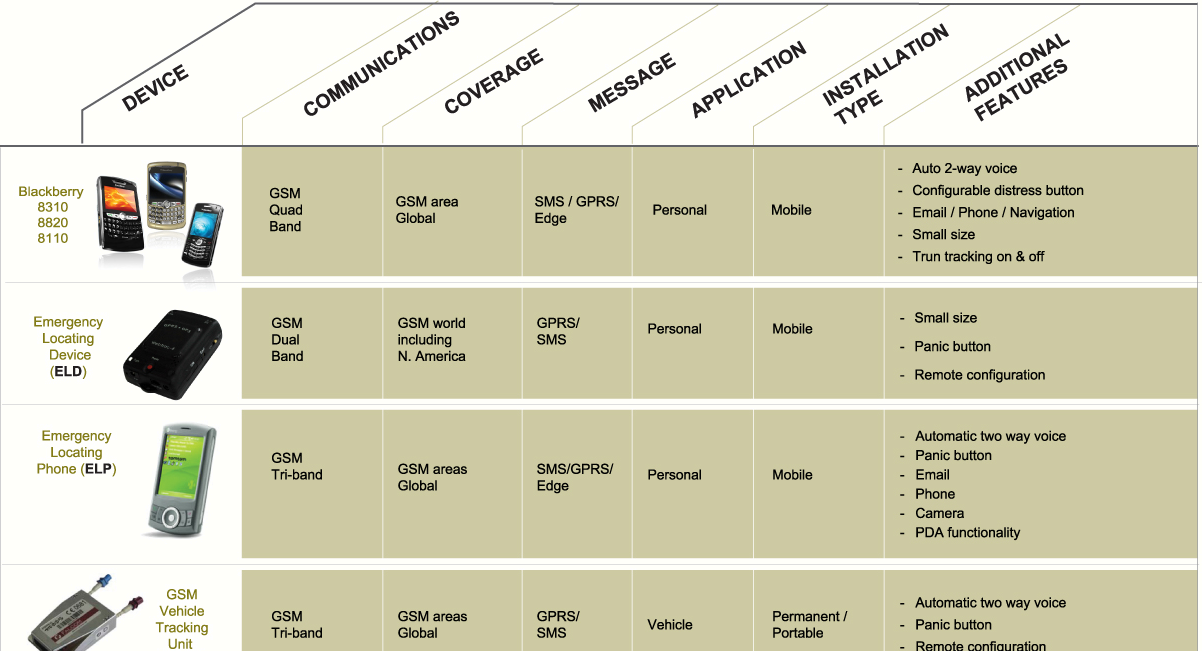
Group 24/7 Control Centre, where a dedicated team can provide advice and ensure

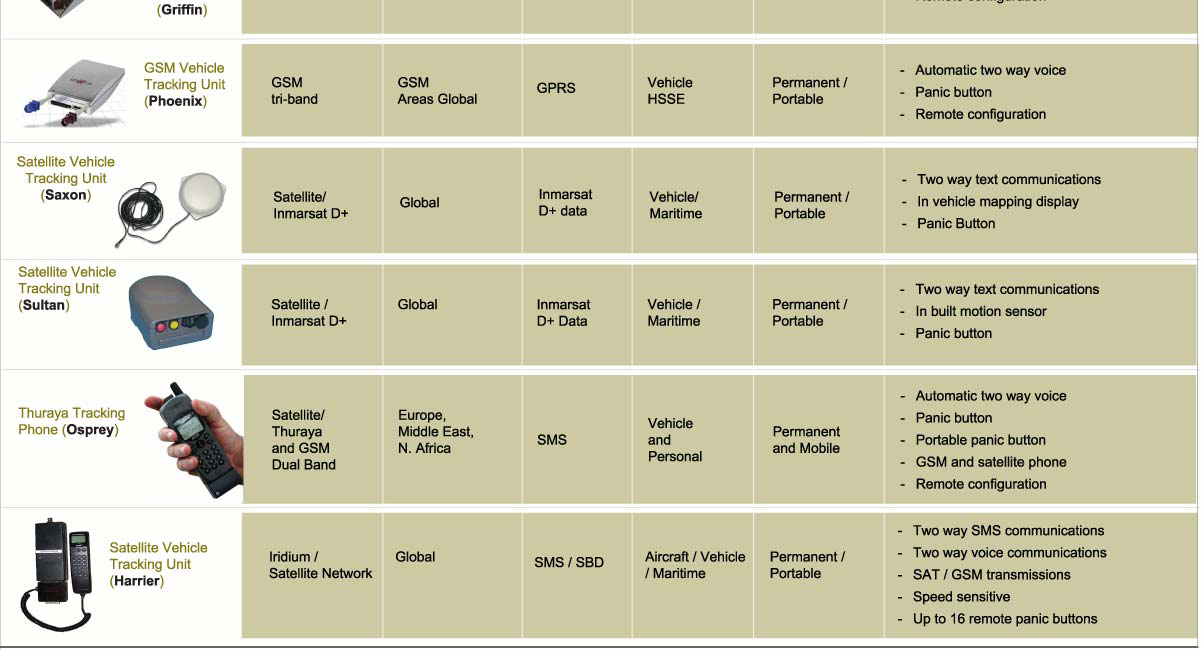
appropriate responses are in place to recover assets following an incident.

SecureLocate™ mapping and data are constantly updated to provide the most

accurate information available.







**Appendix Number 5 (2-2).**

**Locating and Tracking Solutions**

**How Does it Work?**

Pressing the alarm on a

SecureLocate™ device triggers

an alert/display either in the Scotia

Group Control Centre, on an

authorised laptop or authorised

mobile phone. Location

information is reported and

one or two-way GSM voice

communications are opened,

enabling the 24/7 Control Centre

to either discreetly ascertain the

nature of the problem (e.g. in

case of kidnap) or to talk directly

to the respondent (eg in case

of

**LOCATION AND TRACKING DEVICES**

remote location road traffic

accident). Scotia Group and/or

Scotia Group will work with the clients to ensure the correct form of tracking device is

the client can then respond in

the pre-arranged manner.

used and can provide an extensive variety of tracking hardware. Devices can either

Using the SecureLocate™

be set to track constantly, provide intermittent tracking, or only be used to pinpoint an

system ensures that:

asset’s location in the event of an incident or emergency.

Appropriate and timely

assistance can be provided in

the event of an incident. This

can range from receiving

instructions by phone to the

deployment of a Rapid

Reaction Team (RRT).

Available intelligence

information can be used

proactively to advise personnel

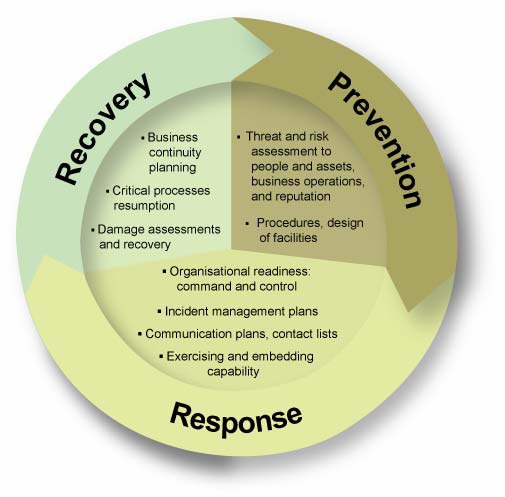
of risk.

Detailed and proven SOP’s

formulated by a team of

ex-military officers ensures

the highest quality of support.



**Appendix Number 6 (1 -3).**

**Strategic Advisory Services**

Scotia Group’s Consulting division provides strategic advisory services to support

governments, quasi-government organisations, industry and individuals to

**Who is Scotia Group?**

understand and manage their key risks. Our services are aimed at protecting our

clients’ highest value assets. Focusing at the senior decision-making level, we

Scotia Group is a global provider

of integrated security and risk

enable our clients to understand their critical risks, identify priorities, and make

mitigation solutions that enable

informed choices about where to invest resources to manage and reduce those

governments, non-governmental

risks. Equally, we enable them to identify and take advantage of opportunities that

and international organisations,

can create competitive advantage.

and commercial customers to

assure high-value assets.

Scotia Group has a breadth of experience advising and supporting clients at the

The company offers an

highest levels of government and the corporate sector in the areas of security

array of security services and

strategy, crisis management, and new market entry. Our capability is built on

technology-enabled solutions

to support critical infrastructure

operational experience in high risk environments and senior level expertise in the

protection, post-conflict

areas of national security, defence sector reform, and technology-enabled critical

reconstruction, humanitarian

infrastructure protection.

work and emerging market

requirements.

**CORE AREAS OF OUR WORK ARE:**

Scotia Group operates in over

thirty countries with principal

**Crisis Management Strategy and Planning**

offices in Port Harcourt - Nigeria

UAE and UK.

We provide end-to-end support to governments and industries in crisis

management. Our starting point is to examine existing capability for crisis

**Why Choose Scotia Group?**

preparedness, with a view to improving what may exist to meet current and future

challenges. Our perspective is strategic, addressing the full spectrum from

**Breadth of Capability**

Crisis management strategy

prevention to response and recovery. Improving prevention planning through a

and planning

robust threat and risk assessment and strengthening procedures that would reduce

National security and resilience

risks of untoward incidents is critical. Effective response mechanisms can make all

Major events security

the difference between a well managed incident and a disaster. We help our clients

Critical infrastructure protection

Market entry support

to develop effective organisational systems, well trained personnel, and specific

plans for managing incidents such as natural disasters, pandemics, or terrorism.

**Unique expertise**

Security and defence

Scotia Group’s commitment goes well beyond delivering a crisis management plan.

sector reform

Governments, oil and gas,

We support our clients in implementing the plan, through a range of activities

construction, and infrastructure

including:

industries

Due diligence

Exercises and scenario

Operational experience in high

planning to build organisational

risk environments

readiness

**End-to-end solutions**

From strategic planning to

Bespoke threat and risk

implementation support

assessments on specific

Organisational readiness

locations or scenarios

Threat and risk assessment

Tracking

Asset and people tracking

Technology-enabled security

solutions through our 24/7

systems design

Logistics and security support

control centre

Enhancement of physical

security of facilities through

intelligent and cost-effective

use of technology

Operational support and

security in the event of

evacuation



**Appendix Number 6 (2-3).**

**Strategic Advisory Services**

**Security Strategy**

We enable governments to identify their current and future national security risks,

assess capabilities, and develop solutions to manage risks. Areas of our work

include national security, critical infrastructure protection, and major events

security. Our work with industry focuses on corporate security policy, interface

with government bodies, and crisis management planning.

We help our clients to address the following type of questions:

What should security priorities be in the immediate and longer term?

Are existing mechanisms for threat and risk assessment and integrated

response capable of meeting future needs?

Where should investment in improved processes and critical infrastructure

protection be focused?

Building on the decisions that result from this, Scotia Group is able to support

clients in taking good ideas into effective implementation through its capabilities

in providing integrated security solutions.

**Market Entry Support**

New market entry can be a daunting challenge for many companies. Scotia can

help clients understand and manage the risks involved to enable them to take

advantage of the market opportunity. We help clients understand and take steps

to mitigate three types of risk factors involved in new markets:

Situational risk, focused on political, regulatory and security issues

Business partner risk, focused on understanding who our clients may need to

work with

Stakeholder relations risk, focused on identifying and building relations with

key influencers

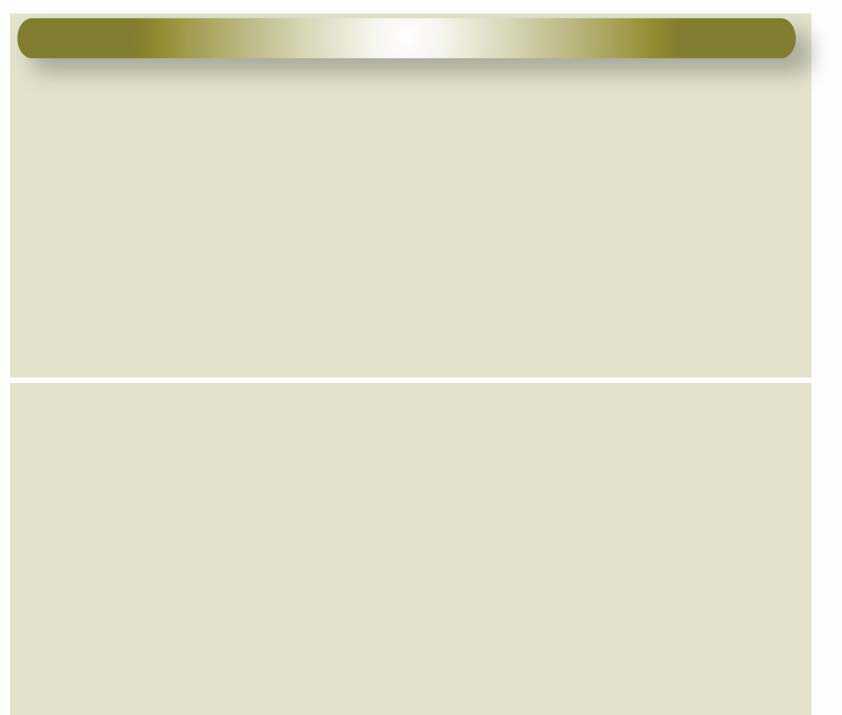
Scotia Group utilises its deep experience in certain countries and partners with

other select high-quality providers to enable market entry in a range of countries

across the Middle East, South Asia, North Africa and West Africa. Our work

dovetails into implementation support as per clients needs.

**Turnkey Market Entry Solutions**



**Appendix Number 6 (3-3).**

**Strategic Analysis and Assessment**

The core competency of Scotia Group’s Strategic Analysis and Assessment (SA2)

**Who is Scotia Group?**

division is the creation of networks that collect, analyse and disseminate information.

SA2 helps clients make timely, well informed decisions that can enable business by

Scotia Group is a global provider

reducing risks and facilitating business continuity. All SA2 services function in

of integrated security and risk

support of the client’s core business objectives through the provision of intelligence

mitigation solutions that enable

governments, non-governmental

to pursue competitive advantage, demonstrate duty of care, mitigate risk and

and international organizations,

assure business continuity.

and commercial customers to

assure high-value assets.

Unlike providers of ‘generic’ information services, SA2 holds workshops with clients

The company offers an

to understand exactly their unique footprint, threat profile, risk tolerance and

array of security services and

reporting requirements, and to design their own intelligence support retainer using

technology-enabled solutions

a bespoke combination of the below services.

to support critical infrastructure

protection, post-conflict

reconstruction, humanitarian

Extensive use is made of cutting-edge incident databases and advanced mapping

work and emerging

techniques to quantitatively analyze and visualize the threats that are directly

market requirements.

relevant to the user, no matter how volatile the location.

Scotia Group operates in over

thirty countries with principal

On-the-ground sourcing is the cornerstone of SA2’s collection capabilities. Direct

offices in Port Harcourt - Nigeria

access to SA2’s analysts is another important part of Scotia Group’s intelligence

UAE and UK.

offerings. Intelligence support services are delivered to the points-of-contact

defined by the client using the means of dissemination (SMS, email, verbal

**Why choose Scotia Group?**

briefings) that the users deem most effective.

As a well respected and highly

professional international

**SA2SERVICES**

provider of total security

solutions Scotia Group provides

comprehensive intelligence

**Watchkeeper 24i**

**Data Mapping**

services

**Decision Support Tools**

support based on any security

needs.

delivers a 24/7 SMS

allow layers of tactical

are Scotia Group’s unique

security alert service on

data to be displayed and

metrics-based risk

As a boutique information

security-critical events

configured to client

monitoring service. Users

provider the A2 division

through the

specifications on a highly

define a set of benchmarks

specializes in the design and

Control Centre, using a

secure d satellite imagery

that will trigger market

delivery of bespoke reporting

special team of

mapping platform. Users

entry, evacuation or a

systems.

experienced A2 analysts.

can visualize their

change in security posture.

Clients also receive

operating locations and

Scotia Group monitors the

The A2 division has a high-

calibre analyst team which

authoritative "post

personnel in real-time to

situation at key locations on

benefits from exploitation of

incident analyses" to

support pre-entry project

the ground and warns when

Scotia’s operational footprint

advise on how major

planning plus crisis and

risk levels re ach the user’s

and support from a robust

security events may

incident management.

specified levels.

Expert Network.

impact their business and

personnel.

A2 reporting is enabled by both

human intelligence and

advanced technology. The

**Commissioned Reports**

**Environmental**

**Executive Briefings**

give

24/7 Control Centre

serves as the fusion point for

**Scanning**

uses website,

result when users task our

senior decision-makers

our Security Operations,

media and public opinion

expert team to report on

the access to regular and

Intelligence, Tracking and

single issues of very

sampling to scan for

ad hoc briefings by Olive’s

Emergency Response

hostile intentions and

specific and highly

authoritative experts across

surveillance, plus risks to

confidential interest to their

the full range of threat and

market entry, reputation

business. Using on-the-

risk issues. The service

and intellectual property.

ground sources, A2 can drill

is confidential, flexible,

down into local security and

A surprising number of

interactive and completely

threats and indicators are

political dynamics. Verbal

bespoke to requirements.

visible for those who

briefings can be arranged

Briefings can be targeted

either in conjunction with

know where to look.

at board- level decision-

commissioned reports, or

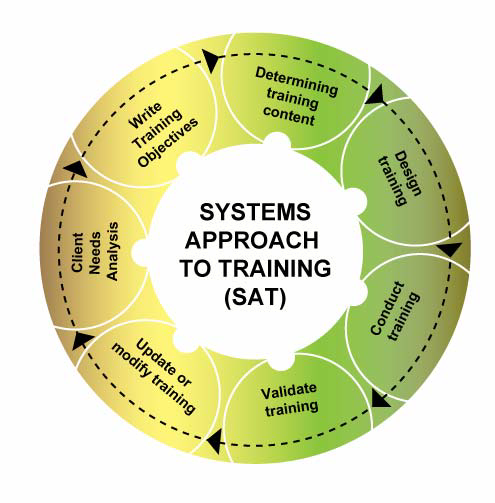
makers, security

as a stand-alone service.

management, or even

expatriate personnel

and families.



**Appendix Number 7 (1-2).**

**Training**

An organisation’s success is underpinned by its people ensuring they are

**Who is Scotia Group?**

effectively trained to operate in volatile or high risk environments is critical. Scotia

Scotia Group is a global provider

Group believes training is an essential element of both capability and duty of care.

of integrated security and risk

This drives our approach and ensures that we work with our clients to provide the

mitigation solutions that enable

highest quality and most relevant training for their needs.

governments, non-governmental

and international organisations,

and commercial customers to

Scotia Group offers bespoke training solutions for corporations, executives, NGOs,

assure high-value assets.

governments and emergency services, as well as military and law enforcement

personnel. Courses are taught by highly experienced trainers, a majority of whom

The company offers an

are former Special Forces Instructors. Scotia Group trainers combine current

array of security services and

technology-enabled solutions

methodology with contemporary operational experience and courses are

to support critical infrastructure

continually reviewed and updated to ensure their relevance and adherence to

protection, post-conflict

standards of best practice.

reconstruction, humanitarian

work and emerging

market requirements.

Scotia Group offers over 70 courses, including;

Close Protection

Emergency Response

Security Management

Health and Safety

Driving Courses

Fire Safety

Firearms

Scotia Group’s US training facilities

unparalleled experience, complete with live fire capability for anyone working in

very high risk environments. In addition to the US training base, Scotia Group also

provides peripatetic training teams which can deliver courses at locations

convenient to the client’s centre of operations.

**Why choose Scotia Group?**

**CUSTOMER FOCUSED SOLUTIONS**

End to end solutions -

from feasibility and design

to procurement and

Rather than provide generic courses, Scotia Group works in close consultation with

implementation

clients to determine their exact training or learning requirements. This enables us to

design the courses or products which will be of most benefit and value to the client,

Customer focused solutions

tailored to specific

potentially providing time and cost savings, while delivering an optimum service.

requirements

**INSTRUCTORS WITH**

World class training facility

**CONTEMPORARY OPERATIONAL**

in the US, with multiple

driver training tracks and

**EXPERIENCE**

live fire ranges

Scotia Group instructors are experts in

Experts tuition from former

their fields, and are recruited from the

UK Special Forces instructors

UK Special Forces or UK Emergency

Guaranteed to deliver on

Fire and Rescue services. Their

time and budget to the

teaching expertise is underpinned by

highest standard

contemporary operational experience in

Training consultancy and

a range of challenging environments

mentoring capability

enabling them to give clients relevant,

realistic and potentially life saving

instruction.

**CONDUCTED USING THE SYSTEMS**

**APPROACH TO TRAINING (SAT)**

Scotia Group employs SAT – the benchmark training methodology – at all levels of

its training programmes.

**Appendix Number 7 (2-2).**

**Training**

**MANAGEMENT AND DELIVERY OF THE ENTIRE PROCESS**

Scotia Group can provide complete turnkey integrated solutions to meet clients’

training needs. The group also employs project management methodology to ensure

that services are delivered on time, to the agreed standard and at the agreed price.

Outsourcing training requirements to Scotia allows clients to focus on what really

matters to them, and to benefit from a better informed and equipped workforce.

**TRAINING CONSULTANCY**

If clients are formulating their own training strategy and requirements, Scotia Group

offers a Training Consultancy service to advise, guide and mentor.

**SCOTIA GROUP TRAINING FACILITIES**

Scotia Group is continuing to develop its Memphis-located Scotia Security Training

Centre (OSTC). OSTC currently offers state of the art training facilities, including a driver

training circuit, an off road driving circuit, live fire weapons and explosives ranges, as well

as fully equipped training rooms and an extensive fleet of practice vehicles.