



# Valor Concepts, LLC

*"Concept to Completion"*

## Company Profile

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June 4, 2010

*Small Business*



*Service Disabled  
Veteran Owned*



## **Table of Contents**

<b>1.0</b>	<b>Introduction .....</b>	<b>3</b>
1.1	Company Summary .....	3
<b>2.0</b>	<b>Company Background .....</b>	<b>6</b>
2.1	Valor Concepts History .....	6
2.2	Valor Concepts Headquarters.....	6
2.3	Owner's Background.....	7
2.4	On Staff Certifications and Skills.....	8
<b>3.0</b>	<b>Project Experience .....</b>	<b>8</b>
<b>3</b>	<b>Financial and Technical Information .....</b>	<b>9</b>
3.1	Dunn & Bradstreet Report.....	9
3.2	Financial and Trade References.....	9
3.3	Other Company Information.....	9



## 1.0 Introduction

### 1.1 Company Summary

Security/ IT Systems Design and Consulting are the primary focus of Valor Concepts. Over the years, we have evolved into a professional services company that specializes in providing much needed technical and administrative services to our customers. Valor Concepts is a service disabled veteran owned small business that was incorporated in North Carolina in October 2004. We deliver our services to our customers with our own staff of employees or contract employees as required.

Valor Concepts offers security system design, consulting and related services that are essential in the security industry. With customers ranging from local alarm shops to large regional and national security system integrators, our wealth of experience and range of services is vital to their continued growth. Valor Concepts can get involved at virtually any stage of a security project. At the initial stages of a project, Valor can provide services ranging from risk assessment, concept and requirements analysis to security systems design including equipment configurations, drawings and scope of work, proposal support and much more. For projects already underway, Valor can provide submittal analysis and preparation, program and project management services, compliance analysis and more. For projects nearing completion, Valor can provide project/contract closeout services including services such as "As-Built" drawings, maintenance, support and training development and planning.

Valor Concepts is technically competent and/or certified many of the Security Industries top systems but we do not sell or represent any manufacturer or product. This independence maintains our unbiased design integrity and assures our customers trust. While Valor Concepts has many departments it is made up of three main divisions. Those divisions are:

- Consulting & Design Division
- System Engineering Division
- Technical Support Division

#### Consulting & Design Division

You need more than someone who understands security and/or network technology. You need more than someone who can tell you where to put equipment. Valor Concepts consultants use their experience and knowledge of administrative and operational functions, along with their technical experience, to assist you with designing effective and practical systems to meet your specific needs. Our staff consists of professionally trained and dedicated employees who are known throughout the security/network industry for their wide variety of experience and technical capability. Our goal is to make sure that your security investment is properly configured or operates at its maximum potential. Valor Concepts neither represents nor endorses any specific line or brand of equipment. Rather, the staff works to keep abreast of the latest developments in security technology to provide the expertise and guidance necessary to decide which solutions will best serve the needs of the client.



The systems design team at Valor Concepts has found that whether working for an Integrator, an end-user or an architectural/engineering firm, some form of the following processes will take place:

- Figuring out what are the expectations of the security system(s) and/or network for the project? What should the goals of your system(s) program be?
- Program defines the administrative components of your solution.
- Basis of Design outlines the conceptual design and specifies the components of the system(s), such as ID cards, access control, CCTV, intrusion detection, vehicle control systems, intercom, LAN/WAN, WiFi and others.
- Design of a system(s) should be well planned out prior to the implementation not during the implementation. Design Development is the process where components are selected, their placements are specified, integration requirements are spelled out and installation requirements are detailed.
- Implementation is the last step in the process where bid packages are prepared, an RFP is issued, prospective vendors are selected and project life-cycle management is conducted.

The normal consulting package is so top level that by the time a project comes to the implementation stage the entire project actually needs to be re-engineered. Valor Concepts is more of a technical consultant than most. For Integrators, Valor Concepts creates that bridge needed to be successful bidders by helping decipher those RFP's that are strictly boiler plate and may not even match the scope of work. For End-Users and Government entities we create security and/or network systems that will work as designed prior to implementation. Most systems are instead installed the cheapest way it can be done. Security and/or networks are no longer just bells, lights, locks, and pushbutton switches. Advanced technical knowledge of data communications, network architecture, and computerized data storage systems is a requirement for maintaining an effective security program.

Some of our security/ network consulting services are listed below. We offer security and/or network surveys and audits, and can develop or evaluate programs, as well as policies and procedures. And we take into consideration each client's specific needs and goals, because a successful program must be as unique as the company it's designed to protect. As a partner to you and your organization, Valor Concepts will be your advocate during the design and implementation process.

- Multiple System Design
- Standards Development
- Project/ Program Management
- Console/ Command Center Design
- Submittal Review
- Policy & Procedure Development
- Contingency Planning
- System Testing/ Validation
- Enterprise System Design
- System(s) Review
- Bid Evaluation
- RFP Development
- Lighting Evaluation
- Owner Representation
- Punch List Evaluation
- Product Evaluations
- Final Certification
- Quality Control



### System Engineering Division

While we offer many services within the system engineering division, we understand that there are many unique services needed to be performed for all types of customers. We are able to fit into roles that can help all types of system integrators and all sizes. There are some companies who choose to use us as their sole engineering staff and there are others who choose only to use us to assist their own in house engineering staff especially when becoming overloaded with work.

Whatever the case may be, Valor Concepts will perform as much or as little as needed. Below is a list of some of the services in which we offer through our system engineering division:

- |                              |                                                   |
|------------------------------|---------------------------------------------------|
| *Bid Submittals              | *Bid Evaluation (Bid/ No Bid recommendation)      |
| *Project Risk Assessment     | *Proposal Development                             |
| *Workload Estimation         | *Site Surveys and Audits                          |
| *Security System Design      | *Design Intent Document & RFP Development         |
| *Cost Estimating             | *Plan & Specification Deconstruction & Evaluation |
| * Riser Diagrams             | *CAD/ Visio/ Micro-Station Drafting               |
| *Block Diagrams              | *Scope of Work Development                        |
| *Project/ Program Management | *Contact Compliance Analysis and Reporting        |
| *Technical Writing           | *Document Design                                  |
| *Specification Development   | *Negotiated Contract Services                     |
| *Battery/ Amp Calculations   | *As Built Drawings with Markups                   |
| *Submittal Drawings          | *Wiring Diagrams                                  |
| *Private Label Data Sheets   | *Recap/ Quote/ Contract Creation                  |
| *Project Schedule Estimation | *Presentation Material                            |

### Technical Support

Valor Concepts' and contractors has many years of experience in the system integration world and a wide array of system types and brands. We have a large library of supported systems in which we can assist companies with supporting.

Whether we assist a direct client or a system integrator we offer the following within our technical support division:

- |                               |                                              |
|-------------------------------|----------------------------------------------|
| *Software Updates             | *Software Upgrades                           |
| *Database Linkage             | *Database Conversions                        |
| *Software Development         | *Software Enhancements                       |
| *Adobe Conversions            | *Special Applications                        |
| *Document Automation          | *Document Design                             |
| *System Admin Assistance      | *System Testing & Commissioning              |
| *On-Site & Virtual Training   | *On-Site & Virtual Support                   |
| *Multiple Systems Knowledge   | *On-Call & On-Site Service Level Design      |
| *Large Network of Integrators | *Network of Installation & Service Companies |

Valor Concepts and our staff and contractors have served this area for many years and Valor is currently managed today by the founders. Quality people and products have been our commitment throughout and have assisted in successful continuance of our relationships. Our relationships with our technology vendors specify their continuing in-field training or our sales and technical staff and quick availability in system operational challenges.



In summary, Valor Concepts, LLC is an integrated systems consulting, engineer and design firm able to design and respond to all security and IT needs for modern day businesses, government entities and military bases. Valor Concepts' owners, employees and contractors are committed to:

- Effective Communication
- Efficiency and Integrity
- Consistency and Quality
- Professionalism and Trust

## 2.0 Company Background

### 2.1 Valor Concepts History

Valor Concepts was established in October of 2004 as the result of a successful 1-year sole proprietor consulting contract formed between the founder of the company, Gary D. Harmon and his former employer to provide security design, consulting services, systems engineering and technical support. After forming the company and discussing this new concept with David Hedges the two decided to become partners. With Gary's new idea and David's industry connections the two decided that the importance of uniformed systems engineering could be of great value to other companies. Specifically, it was formed to focus primarily on a segment of the market that has long been overlooked by the traditional security design and consulting firms; security industry dealers and systems integrators.

The name **Valor Concepts**, "**Strong Ideas**" allows us to keep a broad scope of work while still staying in the technical industry, specifically the security industry for now. Since then our business vision and genuine care for "Customer Satisfaction" has caused Valor Concepts to grow into a reputable security consulting and engineering firm that is very well established and respected within the local and regional industry circles. Valor Concepts has continuously expanded its capabilities in order to become a single point-of-contact turnkey company that can meet all of its customers' system integration needs.

### 2.2 Valor Concepts Headquarters

Valor Concepts is set up to be a virtual service provider. We like to say that our customer's office is our office. We have many employees and contracted employees strategically located throughout the East Coast and are always looking to expand our footprint. However, our main office is located at: 7951 Monument Lane, Suite 101/ Raleigh, NC 27615. This location is approx. 10 miles outside of Downtown Raleigh, NC.



## **2.3 Owner's Background**

### **2.3.1 Gary Harmon – Founder, President & CEO**

- U.S. Marines – Infantry & Intelligent Systems from 1989 to 1992
- U.S. Marines Reserves - Intelligent Systems from 1992 to 1997
- N.C. Dept of Corrections – Inmate Transport from 1992 to 1993
- Security Solutions Inc. – Division Manager from 1993 to 1999
- Security Solutions Inc. – Stockholder & Vice President from 1999 to 2004
- Valor Concepts – Owner & CEO from 2004 to Present
- MCP, MCSA, MCSE, MCDBA, Microsoft Corporation, 2005
- PMP, Project Management Institute, 2006
- BS in Engineering Technologies, Belford University of Technology, February 2010

### **2.3.2 David Hedges – Stockholder**

- BS in Decision Sciences, George Mason University, May 1982
- Honeywell, Federal Division – Technical & Marketing from 1982 to 1986
- Cardkey Systems, Government Sales Executive from 1986 to 1992
- Wells Fargo Engineered Systems Manager from 1992 to 1998
- Ultrak/MDI Regional Manager from 1998 to 2005
- Valor Concepts, Owner & Managing Partner from 2005 to 2010
- VT-Group, Security Program Manager from 2010 to Present



## 2.4 On Staff Certifications and Skills

### Degrees and Certificates:

Computer Science Degrees  
Engineering Technologies Degrees  
Criminal Justice Degrees  
Computer Science, Networking, Microbiology Certificate  
Project Management Certificate  
Microsoft Certified Systems Engineer  
Microsoft Certified Systems Administrator  
Microsoft Certified Database Administrator  
Teradata Certified SQL Specialist  
Teradata Certified Professional  
Numerous Manufacturer Certifications

## 3.0 Project Experience

The following project information is provided for evaluation purposes only. Due to confidentiality arrangements, no further information or details will be provided.

**Site:** International Airport

**Systems:** Access Control, CCTV, Intercom, Gate Controls, Fiber Optics

**Services:** Design Engineering, Consulting, Specifications, Scope of Work

**Value:** \$5.7M (Total Installed Cost)

**Site:** Financial Services Firm (Multiple Projects)

**Systems:** Access Control, CCTV, Intercom, Ethernet Network, Integration

**Services:** Design Engineering, Consulting, Specifications, Scope of Work

**Value:** \$20.0M (Total Installed Cost)

**Site:** City Government (Multiple Projects)

**Systems:** Access Control, CCTV, Gate Controls, Ethernet Network, Wireless Communications, Fiber Optics

**Services:** Design Engineering, Consulting, Specifications, Scope of Work, Project & Program Management Services

**Value:** \$1.8M (Total Installed Cost)

**Site:** Regional Airport

**Systems:** Access Control, CCTV, Intercom, Gate Controls, Fiber Optics, Integration

**Services:** Design Engineering, Consulting, Specifications, Scope of Work

**Value:** \$1.0M (Total Installed Cost)

**Site:** Manufacturing Firm (Multiple Projects)

**Systems:** Access Control, CCTV, Intercom, Gate Controls, Turnstiles, Fiber Optics, Ethernet Network, Integration

**Services:** Design Engineering, Consulting, Specifications, Scope of Work

**Value:** \$2.2M (Total Installed Cost)



**Site:** County-Wide Government (Administrative & Corrections Sites - Multiple Projects)

**Systems:** Access Control, CCTV, Intercom, Gate Controls, Ethernet Network, Fiber Optics, Turnstiles, Man Traps, Detention Electronics, Integration

**Services:** Design Engineering, Consulting, Specifications, Scope of Work

**Value:** \$5.0M (Total Installed Cost)

**Site:** City-Wide Government

**Systems:** CCTV, Ethernet Network, Fiber Optics, Integration

**Services:** Design Engineering, Consulting, Specifications, Scope of Work

**Value:** \$4.0M (Total Installed Cost)

**Site:** Middle East Country (Administrative & Corrections Sites - Multiple Projects)

**Systems:** Access Control, CCTV, Intercom, Gate Controls, Ethernet Network, Fiber Optics, Turnstiles, Man Traps, Detention Electronics, Integration

**Services:** Design Engineering, Consulting, Specifications, Scope of Work

**Value:** \$25.0M (Total Installed Cost)

### 3 Financial and Technical Information



#### 3.1 Dunn & Bradstreet Report

A full D&B report is available upon request.

#### 3.2 Financial and Trade References

- Wachovia Bank – Raleigh, NC
- Protective Insurance Agency – Apex, NC
- Marvelous Ink – Smithfield, NC
- American Express – Ft. Lauderdale, FL
- Bell South – Raleigh, NC

#### 3.3 Other Company Information

- Date and State of Incorporation: October 15, 2004 - North Carolina
- Valor Concepts, LLC currently employs approximately 5 personnel and contracts approx 5 people.
- Federal Tax ID: 75-3176104
- Dun & Bradstreet, Inc. Duns No. 177487910
- Insurance coverage is written by Protective Insurance Agency (we carry Workers Compensation, General Liability and Professional Liability)