

Integrity

Focus

Ability



## Valor Concepts, LLC

“Providing Strong Ideas from Concept to Completion”

### Systems Integrator

Security & Information Technology

Consulting, Design & Implementation

*Capabilities and Information Document*



# Valor Concepts, LLC

*"Concept to Completion"*

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## Company Information

**Legal Name:** Valor Concepts, LLC **Other Names DBA:** Valor Concepts

**Profile:** \* North Carolina based Corporation \* Est. October 15, 2004 \*  
\* **Veteran Owned Small Business**\*

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## Overview



Valor Concepts is one of the nation's premier design and integration providers for complex security and communication systems. We serve Fortune 1000 corporations; universities; high tech and biotech firms; Military; Federal; state, and local government clients; and other organizations with large scale, complex, and mission-critical infrastructure needs.

No-nonsense innovation is not a new concept for Valor Concepts. We have been using innovative ideas and technology to help our clients improve their situations since the start of our company. Valor Concepts experts take the no-nonsense—the sensible, the functional, the proven—and we leverage the latest technologies to enhance your systems and processes. Combining the sensible with the innovative is a unique and valuable proposition that communicates how we do business.

At Valor Concepts, we start with a sensible but deep dive into your applications, processes, platforms, requirements and business objectives. We listen carefully to your concerns and challenges, taking the time to thoroughly understand your business needs and objectives, and always looking for ways to improve them. We look at your existing situation to see what can be done to optimize and streamline what you already have; then we infuse innovative, new ideas and technologies where needed, recommending just the right solutions, to bring better, faster

Valor Concepts Capabilities



results for your success. Then, we deliver on our commitments with quality and accelerating speed to value. That's no-nonsense innovation. That's Valor Concepts.

## Mission and Goal

Valor Concepts combines security engineering expertise with unmatched knowledge and understanding of information systems, technology and infrastructure to deliver security services and solutions to meet your specific requirements. We adopt your mission as our own, providing solutions and services to protect assets, people and critical infrastructures from potential risks. And should a risk become a reality, Valor Concepts provides coordinated communication and emergency command/ control design to respond effectively, efficiently and quickly.

Valor Concepts' Technology Solutions Practice helps clients in multiple industries select, design and implement; the most appropriate infrastructure technology for their environments. Our goal is to help you drive maximum results from your investment, enhancing the productivity, while reducing capital requirements and operating costs.

## History



Valor Concepts was established in October of 2004 as the result of a successful consulting contract formed between the founder of the company and his former employer to provide security design, consulting, systems engineering and technical support. With this new idea and proven industry connections the partners 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; systems integrators and installation companies. What this meant was Valor Concepts not only performs duties as a traditional consulting firm, but we also bridged the gap between long time boilerplate style consulting and the end-user's needs by working closely with other system integrators.

The name Valor Concepts, "Strong Ideas" allows us to keep a broad scope of work while maintaining our ties to the security/ IT industry. Our business vision and genuine care for "Customer Satisfaction" has helped Valor Concepts grow into a respected security consulting and professional services firm. Valor Concepts has continuously expanded its capabilities in order to become a single point-of-contact company that strives to exceed our customer's expectations.

In 2006 Valor expanded into the IT/Communication/Infrastructure Industry offering Consulting and Design. Then in 2009 Valor expanded again joining forces with other small businesses to create a team including not only other companies offering the same services but also including team members who offer contract/accounting/GSA support, Audio/Video systems support and other specialized security consulting firms. Using this team mentality Valor Concepts has been able to increase our manpower, especially in areas such as Risk Assessment, Investigation, Penetration Tests and much more.

In 2011, Valor Concepts partnered with International firms specializing in Wide Area Surveillance and Communications. They also have a sound international deployment and implementation background. Using Valor Concepts' exceptional design and consulting capabilities and adding mobilization and implementation background of other partners makes Valor Concepts a complete package and well rounded systems integrator. Valor Concepts is ready willing and able to deploy anywhere within the U.S.



and Internationally. After the partnering between companies we now have staffing in North Carolina, District of Columbia (DC), Virginia and Tucson. We have partner companies and/or contract individuals located in District of Columbia (DC), Pennsylvania, Virginia, New Jersey, New York, Colorado, Missouri, Florida and Texas.

## Company Organization

Valor Concepts is a diverse and innovative integration company. We have taken our years of experience, both in the Physical & Electronic Security Industry and the Information & Technology World, and merged them into a business which is uniquely human but very much the wave of the future. While Valor Concepts has many competencies, it is made up of three main areas of expertise. These areas are:

- I. Security Consulting & Design
- II. Systems Integration & Implementation
- III. Infrastructure Protection & Planning

## Security Consulting & Design

Valor Concepts' consulting and design team consists of seasoned professionals in the areas of professional design, computer networking; integration; CADD; cost analysis; and project management. This team works with clients, equipment vendors, architects, engineers and product manufacturers to formulate design concepts that meet and exceed clients' expectations. Beyond this, project engineers work closely with the construction team to ensure design credibility. Our exceptional field staff offers years of systems construction experience.

Valor Concepts helps you define your requirements and narrow the list of technologies and/or platforms that can meet your needs. Plus, we will help you accurately evaluate the implementation costs, timing and resources required so you make the most of your investment.

The system design effort will consist of identifying the security system requirements, developing a preliminary design, and developing a final design. The design will cover the system hardware and software requirements, personnel requirements, operational requirements, support requirements, and installation requirements. Security system requirements will be developed for the following areas, which may be altered based on the results of the Threat/Risk Assessment and CONOPS tasks.

- Alert Notification System
- Intrusion Alarm Systems
- Assessment/Surveillance Systems
- Lighting
- Barriers
- Key and Lock Control System
- Access Control System
- Visitor Control System
- Mustering
- Vehicle Control System
- Visitor Inspection System
- Vehicle Inspection System
- Mail and Package Inspection System
- Communications, Command, and Control System
- Alarm Response System
- Evacuation Systems
- VIP Protection Systems
- Weapons of Mass Destruction Protection Systems
- Consequence Management Systems
- Security Infrastructure
- Integration of Systems
- Onsite VS Offsite Monitoring



In addition, a preliminary cost estimate and SOW will be completed for the Security System Design task. The Security System Design will consist of a drawing package outlined as follows:

- Cover Page
- Notes Page with Symbol and Wire Legends
- Overview Risers/ Block Diagrams
- Detailed Risers/ Block Diagrams per Site
- Floor Plans with Device Layout per Site
- Elevations of Devices

## Systems Integration & Implementation

Designing and implementing an integrated solution to fit a client's new technology requirement is much more than a "sizing exercise". It is an inter-related project of its own that is fundamental to the success of any overall integrated technology solution. To ensure a successful completion, a client's unique needs must be considered. Issues including database cost, goals and objectives surrounding required uptime and disaster recovery, new technology trends, virtualization, mobilization, existing workloads and perhaps multi-environmental transitional plans are only a few areas of discussion that need to be taken into account.

Once your decision is made, Valor Concepts works with your staff to design the optimal integrated solution, including sizing, configuring and installing your infrastructure, hardware and software. No matter what the scope of your project, we focus on providing the optimal architecture that meets your requirements. This includes all facets of the infrastructure, including servers, storage, software, and networks. Our solution architects and industry consultants work directly with the leading providers to assist in the sizing and configuration of your specific environment.

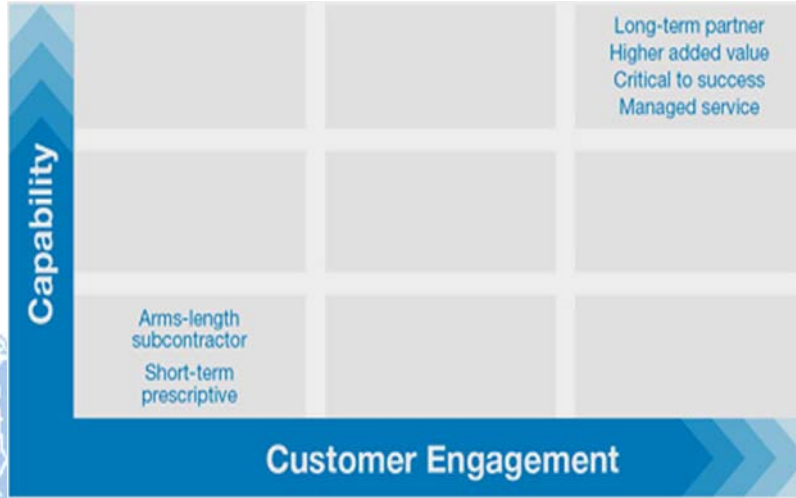
## Infrastructure Protection & Planning

In order to survive in today's environment, enterprises of all sizes must understand the cost of business interruption, plan to deal with the unexpected, protect life and safety, and, for those most critical business processes, maintain continuous operations under any circumstances. To help our clients meet that threat, Valor Concepts offers solutions in three main areas of Business Resilience.

1. Disaster Recovery - begins at the incident, ends at the resumption of normal operations, and is focused on resources. Valor Concepts will engage with you to develop disaster recovery plans and conduct exercise coordination and plan testing.
2. Business Continuity - begins before the incident, is continuous, and focused on processes. Valor Concepts' services include impact and risk analysis, continuity strategies and planning, and education and exercises.
3. High Availability - ongoing protection of data and application accessibility are key ingredients of IT organizations of all types and sizes. Valor Concepts offers solutions, regardless of platform, that help to achieve true 24x7 data processing capability.



## Value Proposition



The convergence of physical security solutions and Information Technology (IT) requires both security and IT directors to manage far more information than ever before. What good does all the gates, fences, alarm systems and guards do, if the enemy is present and active in your computer systems and networks? In addition, ever-expanding security and technology options bring more advanced capabilities, but also require more expertise to implement, integrate and use.

Valor Concepts provides the expertise you need -- in IT, physical security, infrastructure management, policies/procedures, risk assessment and system integration. With many years of experience in designing and successfully delivering integrated security and situation management solutions, Valor Concepts has the experience, qualifications, and capabilities to help you fulfill your security and IT mission.

### **"Vendor-Neutral Systems Integrator"**

Valor Concepts is a vendor-neutral security/IT consulting, design and systems integration firm. We provide standards-based open systems to protect your investments while you grow your capabilities to meet new security/IT needs – without the restrictions that proprietary systems may impose.

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.



We strive for excellence and exceptional results by having a "can do" and "will do" attitude to our approach with innovation and integrity. One way we do that is by playing well with all in the sand box. We partner with multifaceted vendors to include: manufacturers, installation/service companies, professional service providers as well as other consulting firms in order to achieve common goals. And we do this through maintaining positive relationships and developing well-built teams.



Other valued strengths the Valor Concepts possesses are:

- Extensive experience in delivering Service solutions to customers
- End to End implementation experience coupled with consulting and design services
- Turnkey Projects playing a role of a system integrator involving services, hardware/ network services, operating system support, etc.
- Process engineering/ re-engineering capabilities
- Large pool of system(s) experts
- Certified consultants having extensive project experience
- Strong Partnership with vendors of all market leading tools

## Disciplines

- Physical Security
- IT/ Network
- Cyber Security
- Critical Infrastructure
- Information Infrastructure
- Audio/ Video

## Core Competencies

- Vulnerability & Risk Assessments
- Emergency Response/ Contingency Planning
- Business Continuity / Recovery
- EOC "Con-Ops" Planning
- System & Software Integration
- System Design & Installation
- Command Center/Console Design
- Project Management / Managed Services
- Service & Support
- System Engineering
- AutoCAD Drafting & Graphic Design
- Technical Writing and Response
- Program Development & Management
- RFP/RFQ/SOW Development
- Traditional IT Security Assessments
- Wireless Security Assessments
- Systems and Network Resilience
- Cyber Security Policy and Procedures
- Project Cost/ Workload Estimates
- RFP/ RFQ/ SOW Deconstruction
- Quality Assurance Testing & Certification
- Technology & Process Integration
- Situation Management
- Enterprise Multiple System Integration
- Ethical Hacking/ Penetration Testing
- Feasibility & Growth Studies
- Vendor Management
- Client Representation
- CONUS & OCONUS Deployment
- Contract/ Accounting/ GSA Support
- RFI & DID Document Creation
- Cyber Incident Response & Forensics
- Cyber "Perimeter" and Sensors
- Cyber Security CDC Concerns
- Information Technology Virtualization



## Technologies

- Security, IT, Network, Infrastructure, Communication & Audio/Video
- Enterprise Biometrics & Smart Card
- Access Control
- Intrusion Detection & Alarm Notification
- Mass Notification
- Video Surveillance & Thermal Imaging
- Video & Behavioral Analytics
- Mobile/ Remote Audio/ Video Solutions
- Sensor Detection Integration (CBRNE)
- Perimeter Fence, Gates, Barrier Systems
- Surface Radar Systems
- Sonar Systems
- RFID, Asset Management & Tracking
- Servers and Workstations
- X-RAY and Gamma Portals
- Explosion Detection
- Switches/Routers
- Racks and Consoles
- Modems and Comm. Devices
- Mass Storage/ Off-site Storage
- Firewalls/VPNs/IPS/IDS
- Cyber Sensor Technologies
- Video Walls
- LAN/WAN/Wi-Fi
- Satellite/ Vessel DATA Comm.
- Etc...

## Industries We Serve

In the defense industry, the job of 'Systems Integrator' is growing in importance as defense systems become more 'connected'. As well as integrating new systems, the task of integrating current systems is attracting a lot of research and effort. It is only in recent years that systems have started to be deployed that can interconnect with each other; most systems were designed as 'stovepipe' designs with no thought to future connectivity.

The current problem is how to harness all the information available, from the various information generators (or sensors) into one complete picture. Valor Concepts has the knowledge and the ability to bring all the necessary technologies together for precise performance.

**U.S. Military**



## Government



For almost a decade, Valor Concepts has served local, state, and Federal government agencies. We have established and maintained long-term relationships with these agencies, meeting their ongoing complex systems needs with advanced technology and mastery of the state-of-the art in design and integration.



## Corporate



Valor Concepts offers advanced technical services to corporate and institutional clients. Our client list includes Fortune 1000 corporations, colleges/ universities, hospitals/ health care facilities, pharmaceutical/ biotechnology firms, museums/ cultural centers, and other industries with unique demands. Valor Concepts rises to these challenges, meeting our clients' requirements and surpassing their expectations.

Valor Concepts harnesses cutting edge technologies that allow commercial market customers to offer tenants unsurpassed amenities such as fiber to the desk, Content Delivery Networks, comprehensive access control and security monitoring systems, and critical/ backup power systems. Our experience encompasses new construction, renovations, expansions, and tenant fit outs. Leading developers and private owners consistently select Valor Concepts to deliver complex systems on time, within budget, and to exacting quality standards.

## Commercial



## International



Valor Concepts offers systems integration and implementation worldwide. We are able to accomplish this partially in-house with our own staff and the rest through strategic partners around the globe. Those partners include: manufacturers, installation/service companies, financial agencies, logistics, shipping and operations. Including our parent company (Aria International) we have performed successfully in the following regions of the world: South & Central America, Caribbean, Middle East, Africa and Asia.