



*Committed to Excellence*

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# *Excel Security Solutions AG*

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## **Global Risk Management, Crisis Management & Training**

**Excel Security Solutions AG**, Switzerland is an independent, global risk consultancy and resource centre, specialising in helping organisations manage security risks in complex and hostile environments.

Our support is vital to our clients when realising new opportunities across the world. By providing risk analysis, in-depth investigations, practical on-the-ground protection support and passing on knowledge and expertise through our tailor-made training workshops, we enable our clients and their employees to play a pivotal role in their own security and safety.

Excel Security Solutions AG, Switzerland embodies the Swiss concept of quality. We strive to offer our clients the highest quality, bespoke solutions in order to satisfy their requirements. We do this with our "can do"-attitude and the vast knowledge and experience we have acquired from conducting numerous tasks in emerging markets. We pride ourselves with the highest standard of commitment to act with honesty and integrity without compromising the level of service we offer. Our strength lies with working closely with our clients to achieve their goals.

From our base in Gstaad, Canton of Berne, Switzerland and with the assistance of an international network of security professionals, we are able to offer our services worldwide; wherever you require them.

We have conducted successful missions in the following countries: **Europe**: Switzerland, Italy, France, Germany, Austria, Liechtenstein, United Kingdom, Spain, Greece, Malta, **Africa**: Kenya, Nigeria, Libya, Tunisia, South Africa, Egypt, Chad, Niger, Somalia, **Middle East**: United Arab Emirates, Yemen, Saudi Arabia, **Asia**: Thailand, Hong Kong, **America**: United States of America, Mexico.

**Excel Security Solutions** executes all operations and projects in accordance with the laws applicable in the country and region where the missions are conducted.

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# *Our Services*

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## **Risk Management - Consulting - Executive Protection - Training**

### **Risk Management - Consulting**

Risk analysis; vulnerability assessments  
Comprehensive security surveys; risk management  
Contingency planning  
Political Monitoring

### **Executive Protection**

Executive Protection  
Security Drivers  
Protective Security Advance

### **Training**

Hostile Environment Safety Awareness Training  
Active Attacker Incident  
Personal Security Awareness  
Travel Security & Safety and Health Awareness  
Female Travel Security Awareness Workshop  
Kidnapping/Abduction Risk  
Tiger-Kidnapping Awareness  
Hotel Security Awareness

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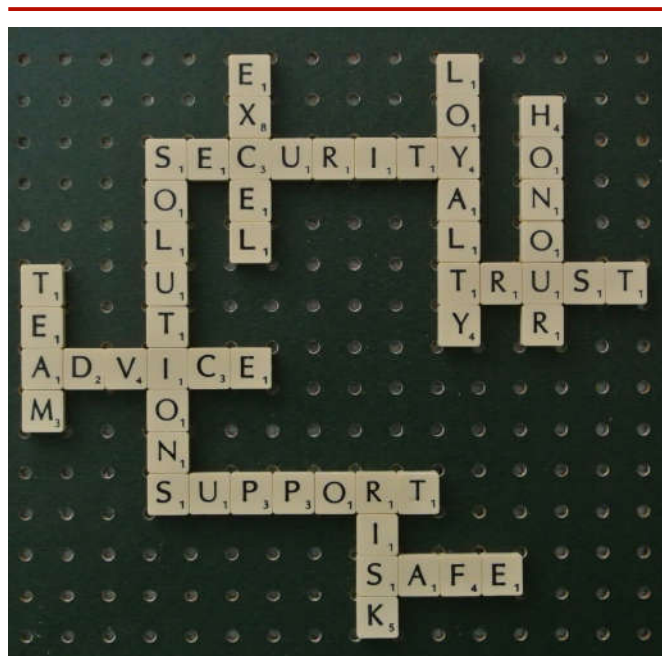
# Our Reputation

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Excel Security Solutions AG, Switzerland embodies the Swiss concept of quality. We strive to offer our clients the highest quality bespoke solutions in order to satisfy their requirements. We do this with our 'can do' attitude and the vast knowledge and experience we have acquired from conducting numerous missions and tasks in Switzerland and abroad. We pride ourselves with the highest standard of commitment to act with honesty and integrity without compromising the level of service we offer.

Reference: CP Team Leader, 2012 Mission in Nigeria:

*"...On this occasion the CP were fortunate enough to have James Otigbah of Excel Security Solutions Switzerland as part of the team; [...] I tasked him with making sure the arrival and departure procedures incorporated the CP doing the meet and greet, by liaising with the airports authorities to ensure the team are given access. I'm convinced if James Otigbah wasn't present during this period, the arrival and departure of the VIP's would have been a logistical problem..."*



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# *Our Commitment*

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We are committed to assuring the safety and security of our clients wherever in the world they may be.

We are dedicated to offering the best quality service with the most suitable agents for the individual tasks. To guarantee our high level of service, we draw on our experience, our commitment to continuous professional development through a rigorous staff training regime and a solid network of reliable partners worldwide.

*Reference: Regional Security Manager of international risk management & security services provider, 2011:*

*"...I worked with James last summer when he was exploring opportunities for assisting one of his clients in Libya (Tripoli was about to fall into rebel hands). In the end, he seized the opportunity and sorted the job without any help from our own security teams, who were able to operate in Benghazi, but less well on the other side of the front line - a testament to his ability to operate in some extreme situations..."*



*Committed to Excellence*

**EXCEL**  
Security  Solutions

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# *Risk Management - Consulting*

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## **People - Properties - Assets - Information -Reputation**

Excel Security Solutions AG designs and implements integrated security and safety concepts.

Excel Security Solutions conducts in-depth security surveys of your existing protection setup and vulnerability assessments of existing properties. We also analyse conceptual plans for new constructions. The objective is to identify liabilities and recommend measures that will ensure the security and safety of people, properties, assets, information and reputation.

Our integrated security and safety concepts comprise physical security systems, security manpower, security training and policy-and-procedure development and implementation.

Whether you are planning to install a single alarm system, CCTV camera or an integrated security system to enhance your security anywhere in the world, we offer you our expert advice on what will be the best solution for your particular requirements. We recommend suitable system providers and can act as your representative to make sure you get the system that is suited to your own individual security needs.

We offer our services to:

- Companies & organisations
- Private individuals & family offices
- Architects & Interior designers



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# *Executive Protection*

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More than just a Bodyguard! Our approach to providing Executive Protection services is quite unique. Our agents do more than just accompany and protect the client. They are trained to blend into the client's environment effortlessly, thereby remaining discreet. We will find the right agent to suit the client, the occasion and the destination, be it in Switzerland or abroad. As Executive Protection specialists, they will also assist with logistics.

We have successfully protected high-net-worth individuals and their families, corporations, people from the film and music industry and high-profile politicians. Our agents are trained and accustomed to working with adults and children. We provide both male and female agents. Depending on the country and its laws, our agents can provide armed services.

We also provide Security Drivers for individual and corporate clients alike. Rest assured that you will be transported from one destination to another in complete safety, luxury and comfort. Our transport solutions include:

- Advance travel and logistics arrangements
- Security briefing with client
- Trained Executive/Security Drivers

*"Wherever in the world you have a need  
for safety and protection services,  
Excel Security Solutions will be your provider."*



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# *Training*

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Excel Security Solutions provides training programmes to organisations and individuals in security and safety related subjects. The workshops are a balanced mix of class-room briefings, short practical sessions and real-life based scenarios delivered by experts in their respective fields. We offer training workshops in the following categories:

*Corporate Trainings:*

- Personal Security Awareness
- Conflict Management
- Travel Security & Safety and Health Awareness
- Hostile Environment Safety Awareness
- Active Attacker Incident
- Kidnapping / Abduction Risk
- Tiger-Kidnapping Awareness
- Hotel Security Awareness
- Team Building
- Medical First Aid

All trainings can be undertaken in the region of our base in Gstaad (Switzerland), where we have access to several ideal locations to conduct outdoor training, or at any other location of choice in Switzerland and abroad.

We offer our training courses to:

- Governmental and non-governmental organisations
- Corporate clients
- Private individuals





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# *Hostile Environment Safety Awareness Training*

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Our Hostile Environment Safety Awareness Training 'HE-SAT' workshop is an intensive, 3-day interactive modular course, carefully designed to provide participants with the skills required to recognise the threats they may encounter when living in or travelling to hostile environments.

Attendees will learn how to mitigate security and safety risks in order to successfully manage threatening situations. The workshop comprises a mixture of presentations and practical scenarios involving realistic training exercises.

Our instructors draw on their own personal experiences to offer a reality-based perspective to the workshops.

*The modules are:*

- 1) Personal Safety Awareness
- 2) Travel Security & Safety and Health Awareness
- 3) Kidnapping/Abduction Risk



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# *Active Attacker Incident*

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## ***“Active Attacker Incident”***

*can be termed as "... one or more persons who will use deadly force - using a multitude of different methods - on other persons and continue to do so while having unrestricted access to additional victims."*

The world is facing an unprecedented number of active attacker incidents. In the past, this kind of threat was restricted to specific regions in the world. Within the last few years however, Europe has experienced an increase in such attacks, and recently, the number of these attacks has risen dramatically, with no end in sight.

What characterizes an active attacker incident is the fact that its date, time and location are practically unpredictable and that they unfold rapidly. If by coincidence law enforcement is not already on the ground, they will not be able to arrive in time to mitigate the loss of life. The attackers will usually continue to spread throughout the location or area, with attackers killing a maximum number of people until they are taken out by law enforcement or until they decide to commit suicide or until an unplanned turn of events put a stop to the killing.

This workshop will center on the risk of an active attacker incident occurring in an enclosed location. However, the tools acquired will be of use when visiting and interacting in populated locations anywhere in the world.

This workshop intends to provide each participant with the personal awareness and a survival mindset that will give each person a chance to survive an active attacker incident.

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# *Personal Security Awareness*

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Personal safety is paramount; be it at home, at work, when socialising or generally interacting within the community.

With a surge in violent crime, terrorist attacks against innocents, anti-social behaviour and racial and sexual harassment, it is important to be aware of the potential dangers that we face in our everyday lives.

In addition, when travelling or working in regions of civil disorder, religious or ethnic tensions or in areas experiencing political instability, we should:

- be adequately equipped with the skills that will help us to avoid potentially dangerous situations
- learn strategies to safely manoeuvre ourselves out of threatening situations.



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# *Travel Security & Safety and Health Awareness*

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This workshop provides practical advice on Travel Security & Safety and Health Awareness. It includes:

- Pre-trip planning
- Travel risk assessment
- Retaining focus when in unfamiliar environments
- Journey planning between various destinations
- Security within the hotel setting
- Safe evacuation in the event of a shooting or terrorist attack

The medical and health awareness module focuses on prevention of diseases (e.g. malaria) and on acquiring Basic Life Support skills in the event of medical emergencies in remote areas that lack suitable emergency and medical facilities.



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# *Kidnapping/Abduction Risk*

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Kidnappings and abductions can take place for various motives; the two main ones being ideology and financial gain.

These nefarious activities remain a very real threat in many parts of the world. In numerous countries such as Nigeria, Brazil or Mexico, kidnapping represents a relatively easy and quick way to obtain large sums of money. Just the colour of your skin may make you stand out as a potential victim; companies therefore have a duty of care to their travelling and expatriate employees to protect them from this risk.

Participants on this workshop are given an insight into the various motivations for kidnapping and abduction and some practical techniques on how to avoid such situations. Attendees will also learn about strategies to survive in the event of falling victim to a kidnapping or abduction.





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# *Tiger-Kidnapping Awareness*

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This workshop is designed for management and employees of high value merchandise and high value intellectual property companies. It is structured into different modules that address different hierarchical levels of employees, depending on their level of access to the objects of interest to criminals.

Why is this so relevant today? With the quality of physical and electronic security measures steadily increasing and ostensibly turning a company's premises into an impregnable fortress, the most vulnerable link in any company's security concept remains its employees.

Cases in the past have demonstrated, that Tiger-Kidnapping is one of the only ways by which up-to-date comprehensive physical security systems may be breached.

Course participants will gain enhanced awareness of the risks of this threat and be empowered with the tools to initiate behavioural changes to make their lives and the lives of their families safer. Attendees will also learn about strategies to survive, should they or a member of their families fall victim to a tiger-kidnapping.



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# *Hotel Security Awareness*

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This workshop targets anyone who works in the hospitality industry or who is attending a hotel management school.

It is the nature of the business of a hotel to accept strangers into their property and this makes the hotel the ultimate soft target for terrorist attacks and general criminal acts.

A major issue with hotels is also the safety aspect; fire being the biggest threat.

Participants will learn about the different aspects of hotel security and safety, how to raise awareness and mitigate risks. In addition, a module on conflict management is integrated into the workshop.

*Reference: Female participant of Swiss hotel management school, Switzerland, 2012: "...I am very happy and feel lucky to have taken this course. I believe that what I have learned would be very beneficial to my life and future career in hotels. Also, I am more confident about what to do in case of a conflict."*



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# *Profiles*

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## **James Otigbah CPP MSyl Fda**

James Otigbah is a Executive Protection Specialist and Security Consultant.

He holds, among other qualifications, the widely recognised CPP certification of ASIS, a degree in Protective Security Management from the University of Buckinghamshire (UK) and a Certificate in Security Management from the University of Leicester (UK). He has also been elected a Member of IISec; having met their academic and professional requirements.

He has vast experience in the Executive Protection field and has an excellent track record in the security industry, having operated among others in most European countries, in African countries such as Libya, Somalia, Kenya, Nigeria, Tunisia, Egypt and South Africa; in Yemen and other Arab countries as well as in Mexico, the USA, Hong Kong and Thailand.

In 2011, during the height of the Libyan conflict, he was called upon and successfully extradited the expatriate staff and clients of an international company from Tripoli. He was instrumental in organising and providing asset security until the situation was deemed safe.

Upon completion of a two-year mandate, he returned from Nairobi, Kenya, where he was attached to the Swiss Embassy as the Security Advisor/Third Secretary. He was responsible for the security of the embassy, the ambassador and the staff, as well as for high level Swiss delegations on their visits to the region. His area of responsibility and operation were the countries of Kenya, Somalia, Burundi, Rwanda and Uganda.

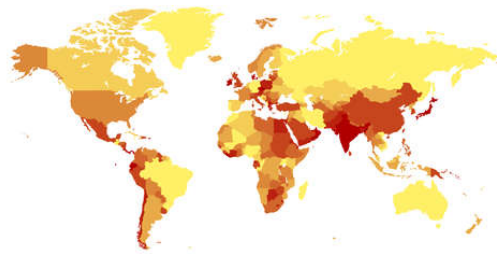
James Otigbah understands personal security from an intercultural, interreligious and international point of view. He is passionate about sharing his know-how and experience with other people; he knows that with more awareness and knowledge, everybody can considerably improve their own security and safety. This led him to design and deliver various courses and workshops to government, corporate and private persons. Participants are taught in an interactive and experiential way how to improve their personal security and safety.



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## *Countries we have operated in*

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### ***Europe:***

Switzerland  
Germany  
Italy  
United Kingdom

France  
Austria  
Malta  
Luxembourg

Spain  
Greece  
Netherlands  
Monaco

### ***Africa:***

Kenya  
Nigeria  
Niger

South Africa  
Egypt  
Tunisia

Chad  
Libya  
Somalia

### ***Middle East:***

Yemen

Saudi Arabia

U.A. Emirates

### ***America:***

Mexico

United States of America

### ***Asia:***

Thailand

Hong Kong

