

STRATEGIC OPERATIONS

www.strategic-operations.com

RATE CARD

(Effective 18 November 2005)

DESCRIPTION OF FACILITIES

Tactical Training Laboratory

Strategic Operations fills the void of realistic training for specialty tactical teams of law enforcement, military, and other professional organizations responsible for public safety. Managed and operated by highly trained tactical operators, Strategic Operations knows and understands the needs of both public safety and military professionals. They utilize a professional support staff trained to re-create tactical scenarios in great detail by controlling and manipulating both the physical and sensory environment.



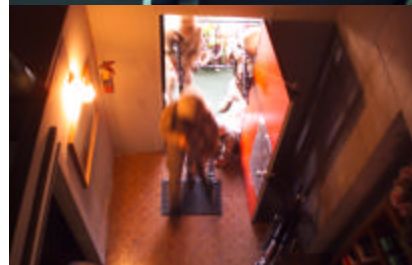
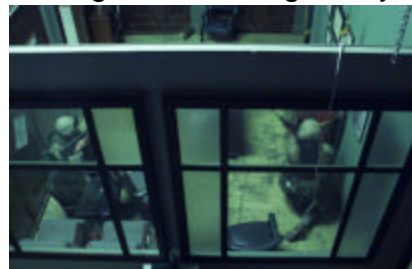
The structures were designed and constructed specifically for tactical training by seasoned architectural designers at the direction of public safety professionals. The environments utilize special effects experts who control lighting, smoke, and sound producing the most believable scenarios. Professional role players and wound make-up artists heighten the experience – creating a training situation that is unmatched by anyone in the industry.

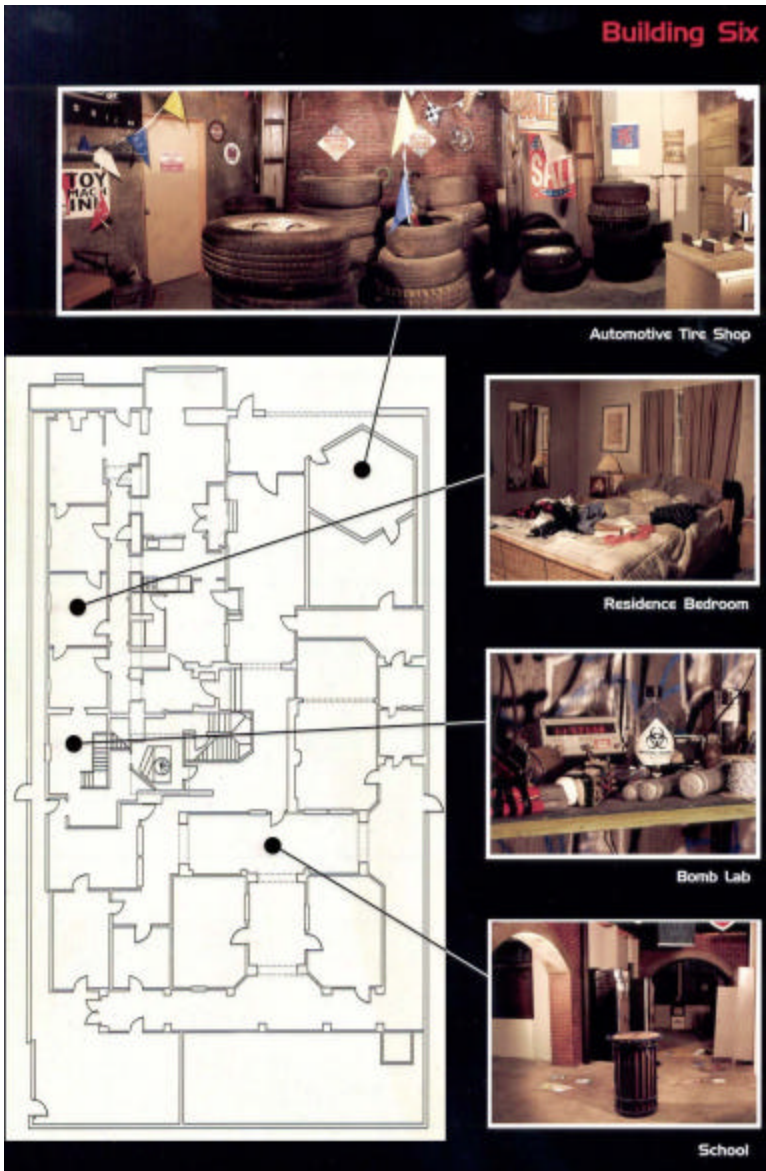
Role players add a convincing and haunting reality to each training experience,

regardless of the venue. They take the training exercise to another level – one in which law enforcement teams are faced with circumstances not available in any other training experience.

Strategic Operation's role players are highly experienced and expertly trained to ensure credible situations acting as wounded, frantic or outside observers and witnesses.

Strategic Operations corners the market on real-life tactical training environments. Residences, offices and a school are housed within a 12,000 square-foot, intricately designed facility, enabling multiple units to train in the various areas simultaneously. Rooms are fully furnished, floor plans are multi-changeable and overhead viewing catwalks are available in each scenario, resulting in the most accurate, believable and beneficial tactical movement training possible.





A significant portion of the facility is dedicated to a simulated residence. This fully furnished residence comes complete with a front yard and security door usable for repeated breeches. High-risk warrant services scenarios can be as simple or as complicated as the imagination of the instructor. This “home” is equipped with real furniture, operating fixtures, and life-like surroundings including laundry on the floor and cookware in the kitchen. Windows, mirrors and closets are located in strategic positions, creating credible concerns for tactical operators on an assault. Entrances and exits can be quickly hidden or exposed to create new floor plans preventing exercises from becoming predictable.

Boeing 727A200

A fully-outfitted Boeing 727 A-200 located at the Strategic Operations facilities provides military and law enforcement personnel with an opportunity to train in a variety of real-life scenarios in a work-like setting.

Special effects lighting, sound and smoke can replicate any aircraft scenario to achieve the intended training objective.

Training can encompass aircraft assault, hostage or hijacking situations, and unruly or disturbed passengers.



Maritime Interdiction Training Site / Optional Helicopter

The Strategic Operations Maritime Interdiction Training Site provides facilities to train in visit, board, search and seizure techniques under realistic conditions. The



facility replicates the types of ships, conditions, and scenarios encountered in drug interdiction and anti-terrorist operations. The Maritime Interdiction Training Site includes: a Ship Simulator with 5 levels, decks, hatches, and ladders; 8 separate areas with numerous compartments; a bridge (accessible by hatch, ladder, caving ladder, and rappelling); Captain's quarters; XO's quarters; communications room; galley; crew berthing area; engine room; engineering spaces; cargo holds; a Huey UH-1H helicopter body, with four fast rope positions to simulate various types of helicopters, co-located with Ship Simulator to enable ship boarding from a helicopter that can "hover" from 60 feet down to the deck. Boarding also can be accomplished from a small-team Zodiac that floats in a tank of water adjacent to the ship.



The helo at 60' (48' above main deck)

Special effects and features include: hidden compartments; flooding of lower decks from hidden scuttle valves; non-toxic "movie" smoke; heat; steam; sparks; lighting effects; an operating diesel engine.

Rappel/Fast Rope & Tactical Tower



60-foot Fast Rope/Rappelling Tower, 6-story, multi-level with balconies, access windows; climbing wall, topped with a Huey UH-1H helicopter body, with four fast rope positions, simulating various types of helicopters, which can "hover" from 60 feet down to the ground.

Each floor has its own set that replicates an office or an apartment, for example, each presenting unique tactical challenges for assaults, hostage rescues or other scenarios.

Climbing Tower



The exterior of the 60-foot Fast Rope/Rappelling Tower is available for use as a 6-story climbing tower that presents a unique multi-level climbing challenge with its balconies, access windows and climbing walls.

Each wall has numerous commercial building obstructions such as pipes and window ledges that can serve as foot and hand holds.

All facilities are approved for Simunitions® and all facilities have state-of-the-art digital audio and video systems that capture the training scenarios for analysis in classrooms with large screen projection. (The use of the Climbing Tower without the interior tactical facilities does not include the video and audio systems.). The digital video system can display all recordings simultaneously. Each room can be



viewed at the same instant giving an overall perspective of how the assault team is progressing. Creative and constructive debriefs can occur between training exercises with the added benefit of watching the events of each assault unfold. Users can take away DVD with the day's training scenarios downloaded for exclusive use by the unit or agency using the facility.

Custom scenarios can be developed and custom sets can be constructed. Strategic Operations can provide the "opposing force" for the exercises -- men and women who are fully trained, armed and dressed in appropriate wardrobe to match the mission specific scenario, freeing all personnel in the unit to participate in the training evolution. Role players can replicate indigenous people and their customs.

Special effects can include smoke, noise, and explosions that add the highest level of realism safely, and simulate the "fog of war." Make up artists can simulate actual combat wounds adding realism to the training.

TABLE 1 - FACILITIES RENTAL

Facility	GSA	
	Hourly Rate	Daily Rate
	Offered *	Offered
12,000 sq. ft. Tactical Training Llab	129	\$ 1,551
Tactical Training Lab plus MOUT	215	\$ 2,584
Boeing 727 A200 Aircraft and Classroom	108	\$ 1,292
Maritime Interdiction Training Site	172	\$ 2,067
Maritime Interdiction Training site plus Helicopter	224	\$ 2,688
Rappel/Fast Rope & Tactical Tower (includes helicopter)	129	\$ 1,551
Climbing Tower (excludes helicopter & tactical interior)	43	\$ 517

* Based on daily availability of at least 12 hours

LABOR RATES FOR SERVICES

In addition to the rental of facilities, custom scenarios can be developed and custom sets can be constructed. Strategic Operations can provide the “opposing force” for the exercises -- men and women who are fully trained, armed and dressed in appropriate wardrobe to match the mission specific scenario, freeing all personnel in the unit being trained to participate in the training evolution. Role players can replicate indigenous people and their customs.

Special effects can include smoke, noise, and explosions that add the highest level of realism safely, and simulate the “fog of war.” Make up artists can simulate actual combat wounds adding realism to the training.

These services can be provided on a custom basis. The labor categories and the labor rates for these categories are provided below.

TRAINING

Strategic Operations can provide fully qualified instructors to train in small arms and anti-terrorism, force protection techniques, including Navy Anti-terrorism/Force Protection Courses. The labor categories and the labor rates for these categories are provided below.

LABOR CATEGORIES FOR SERVICES AND TRAINING

Camera Operator – The person who operates the camera and is responsible to the Principal for composition, focus, camera movement, and anything that comes within the domain of photography in order to record the training activity. Requires specialized training to make appropriate use of the technical equipment and at least five years of professional experience in a related field.

Casting Coordinator – The person who finds, auditions, and negotiates for the services of the roleplayers. He or she breaks down the script by role, characteristics, and age. Compiles list of potential candidates, checks their availability, contacts agents, and schedules all auditions and callbacks.

Construction Labor I – Assists Construction Labor II and III in the construction of the set or any scenery or environment built indoors or outdoors for use in a scenario. Requires at least 3 years of professional experience in a related field.

Construction Labor II – The person responsible for constructing the set or any scenery or environment built indoors or outdoors for use in a scenario. Requires at least 5 years of professional experience in a related field.

Construction Labor III – The person responsible for managing the construction of the set or any scenery or environment built indoors or outdoors for use in a scenario, including supervision of Construction Labor I and II personnel. Requires at least 10 years of professional experience in a related field.

Driver – The person responsible for the transportation of role players, crew, and equipment from the various locations and sets used in scenarios. Requires at least 1 year of professional experience in a related field.

Editor – The person who edits film taken by the camera operator. The editor works with the principal to build a package from the raw tape sent in from the training.

Facilities Manager – The person responsible for overseeing the operation and maintenance of the facilities used for training including the Tactical Training Lab, Tactical Training Lab plus Outside Mout, aircraft, classroom, Maritime Interdiction Training Site and Tactical Tower

Instructor I (Navy Small Arms) — Possesses 3 years of documented military or civilian instructor experience in a field directly related to AT/FP. Documentation will be provided in the form of DD214s, certificates/diplomas, civilian schools, National Rifle Associations (NRA) training and or letters of completion or recommendations. All instructors are able to effectively communicate in English both orally and in writing. All instructors are able to lift 65 pounds. All instructors are able to travel up and down ladders and through narrow shipboard passageways. All instructors have familiarization with U.S Navy shipboard

terminology, configuration/layout, and watch structure. All instructors will have Basic First Aid Certification, and CPR qualified prior to assuming duties as instructors. All instructors will comply with the CNETINST 1500.20D and the Lautenberg Amendment to the Gun Control Act. All instructors will have completed a psychological evaluation within the last five years, prior to instructor performance. All instructors will be required to successfully complete the course they will be teaching before assuming instructor duties. All instructors will comply with all requirements set forth by the Navy for the courses of instruction they will teach. All instructors have Navy experience and/or understanding of Navy core values. All instructors will be qualified in all weapons taught and meet minimum score of Marksman. All personnel performing under contract training will submit to drug screening. All instructors that come in contact with Navy students will maintain a standard of grooming and personal appearance that reflect current Navy standards and are in keeping with their positions as training professionals.

Instructor II (Navy AT/FP, i.e., ATTO, SAMI, FPFT, SSEW, VBSS, and ATO) – in addition to the Instructor I (Navy Small Arms) qualifications, the Instructor II meets Navy Physical Readiness Standards (OPNAVINST 6110.1 series). All VBSS instructors will be Class 2 swimmer qualified unless waived by the respective AT/FP Center Element or designated POC. All instructors have backgrounds that include at least one of the following: Navy SEAL, Marine Recon or Special Forces, US Coast Guard LEDET, Master at Arms/Gunners Mate Personnel or former Navy small arms instructors or equivalent. All instructors are proficient in small arms weapons and tactics and have extensive knowledge of ongoing MIO VBSS operations. All instructors for the AS training will have Navy shipboard experience or an excellent knowledge of shipboard terminology and configuration/layout and watch structure. All instructors will have a high-risk screening, to include personal and medical screening, National Criminal Investigative Computer Check (NCIC) and psychological evaluation. All Anti Terrorism Officer and Anti Terrorism Officer (Mobile Training) instructors will obtain a security clearance to the SECRET level. All Visit Board Search and Seizure Team Training (Mobile Training) and Force Protection Fundamental Training (Mobile Training) instructors will be U.S. Navy Range Master certified or a graduate of the Small Arms (Ashore/Afloat) Instructor (SAI) course (NEC 0812).

Instructor III – In addition to the qualifications of Instructor II, this person possesses an advanced degree (Masters or PhD) in a related field. Requires at least 10 years of professional experience in a related field.

Key Principal – Senior corporate manager responsible for the management, direction, and operation of major aspects of the business. Provides executive-level guidance and direction to single and multiple program areas. Manages complex organizations and teams by integrating skills into client-focused, results-oriented solutions. Requires 20 or more years of professional experience in a related field, or a bachelors degree in a related field and 16 or more years of professional experience in a related field, or a masters degree and 14 or more years of professional experience in a related field, or a Ph.D. degree in a related field and 10 or more years of professional experience in a related field.

Principal – Senior corporate manager responsible for analyzing, planning, directing, and coordinating activities of designated projects and organizations within the business. Ensures that goals and objectives of these projects and organizations are accomplished within prescribed time frames and budgets. Requires 16 or more years of professional experience in a related field, or a bachelors degree in a related field and 12 or more years of professional experience in a related field, or a masters degree and 10 or more years of professional experience in a related field, or a Ph.D. degree in a related field and 8 or more years of professional experience in a related field.

Property Labor – The person responsible for the availability, maintenance, and placement of all props on the set. Requires at least 3 years of professional experience in a related field.

Role Player I – Possesses acting ability to deliver a performance that has continuity in emotion, energy, speed and reality appropriate to the scenario. Requires at least 1 year of professional experience in a related field.

Role Player II – Possesses the acting ability to deliver a performance that has continuity in emotion, energy, speed and reality appropriate to the scenario. Possesses knowledge of weapons and tactics, and the skills to simulate law enforcement and military tactics. Requires at least 3 years of professional experience in a related field.

Set Decorator I – The person responsible for placing furnishings such as furniture, rugs, lamps, draperies, wall paintings, books, and more around the indoor or outdoor set. Requires at least 3 years of professional experience in a related field.

Set Decorator II – The person responsible for creating the set design and responsible for the supervision and coordination of the Set Decorator I personnel. Requires at least 5 years of professional experience in a related field.

Special Effects I – Assists makeup, pyrotechnic, and sound special effects artists. Requires at least 3 years of professional experience in a related field.

Special Effects II – Makeup, pyrotechnic, and sound special effects artists are responsible for many special effects such as realistic wounds, bullets hitting walls, buildings or vehicles exploding, fires, and more that are used in scenarios. Requires at least 5 years of professional experience in a related field.

Special Effects III – The person responsible for layout and design of the various special effects used, and supervision and coordination Special Effects I and II personnel. Responsible for assembly and management of explosive devices and firearms. Requires at least 10 years of professional experience in a related field.

Training Coordinator – The person responsible for planning and coordinating the training exercise based on the unit training schedule and operations

requirements. This person identifies the role-player and instruction support, the special effects, vehicles and locations to be used. Advises the unit trainers in the best methods to coordinate the special effects and role-players into scenarios to achieve the training objectives.

Wardrobe Labor – The person in charge of designing and assembling costumes and clothing to accurately depict the customs and time periods for the scenario being portrayed. Requires at least 3 years of professional experience in a theatrical or related field.

SERVICES AND TRAINING

The labor categories and the hourly and daily rates for each of the services provided by Strategic Operations are specified below.

TABLE 2 – LABOR RATES FOR SERVICES

Labor Category Offered	Government Hourly Rate Offered *	Government Daily Rate Offered
Camera Operator	\$ 37.85	\$ 454.25
Casting Coordinator	26.85	322.18
Construction Labor I	26.85	322.18
Construction Labor II	29.55	354.61
Construction Labor III	44.33	531.91
Driver	27.12	325.45
Editor	32.58	390.99
Facilities Manager	26.85	322.18
Instructor I	28.67	344.01
Instructor II	38.28	459.31
Instructor III	49.12	589.45
Principal I	81.08	972.95
Key Principal	104.25	1,250.94
Property Labor	26.85	322.18
Role Player I	17.37	208.49
Role Player II	32.58	390.99
Set Decorator I	26.85	322.18
Set Decorator II	36.20	434.36
Special Effects I	37.85	454.25
Special Effects II	56.78	681.38
Special Effects III	63.09	757.09
Training Coordinator	27.51	330.09
Wardrobe Labor	26.85	322.18

* Based on daily availability of at least 12 hours

ST/OPS rates are for Continental United States (CONUS) efforts only. For outside CONUS efforts ST/OPS rates will be increased to include Department of State required differentials. Other related international expenses required to support employees outside of the CONUS, like travel and per diem, will also be included.

Outside CONUS efforts will be negotiated specifically with ordering activities on an individual task order basis.

Contact Strategic Operations for custom quotes.

GSA Contract # GS-07F-5527P

For reservations and information, contact: Kit Lavell, Executive Vice President
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STRATEGIC OPERATIONS

COMMERCIAL RATE CARD

(EFFECTIVE 01/02/07)

GETFO

“Get-Forces off-and-on-fast” Rapid Egress System (Marine Corps version Mod 2) for a 7-ton MAS-equipped MTVR truck



STRATEGIC OPERATIONS provides the military with cutting edge, next generation, live-training simulations and facilities unique in the training arena.

Thousands of Marines have trained at Strategic Operations prior to deployment to OEF and OIF during which many lessons learned have been incorporated into the design of facilities and equipment.

This fertile ground has also contributed to innovative research and development and rapid prototyping. One product of this effort - the GETFO – resulted from watching the difficulties Marines sometimes have in rapidly mounting and dismounting from 7-ton trucks.

The small ladder attached to the tailgate of a 7-ton truck is the only way to safely get in and out of the back of the vehicle. When troops carrying 80-100 pounds of combat gear need to dismount in a firefight they either have to use the ladder or jump almost six feet to the ground, all too often injuring an ankle or leg. *

Strategic Operations designed a solution to innovatively allow troops quick injury-free egress from the back of a 7-ton truck and to re-enter the bed of the truck quicker and safer than standard methods, all the while maintaining their situational awareness.

Using a technique similar to “fast-roping,” the GETFO system allows troops to slide down a pole – decelerating – and controlling their rate of descent until safely on the ground.

The GETFO is a simple system easily retrofitted in the field with two hand tools within 20 minutes.

The GETFO is adaptable – other versions can be retrofitted to various models of military and commercial vehicles.

Marine Corps MTRV with MAS

The Marine Corps requires the ability to rapidly ingress/egress fully loaded infantry combat Marines from the cargo bed of a Medium Tactical Vehicle Replacement (MTRV) retrofitted with Marine Armor System (MAS). MTRVs, which are in direct support of infantry operations, require a rapid, safe, and efficient manner to load/unload Marines carrying a full combat load. This system will be provided to MTRVs deployed in Iraq and specifically being utilized with motorized infantry.

To reduce operational risk and unnecessary injury risk to infantry Marines, the Marines need a kit that will allow a rapid exit and entrance to the MAS MTRV during combat operations and training. Constraints of the current MAS on the MTRV have made it difficult for rapid egress from the rear troop compartment. Strategic Operations developed a kit that aids in rapid egress deployment from the bed of the MAS MTRV. This kit attaches to MAS MTRVs without interfering, weakening, damaging, or decreasing arm or protection. This system is able to withstand repeated ingress/egress activity of combat loaded Marines simultaneously while allowing the occupants to exit the MTRV within three minutes. The Rapid Egress System is a bolt on/removable system weighing approximately 311 pounds.

Commercial Price			3,806
Discount to Federal Government	5%		<u>190</u>
Government Price			\$3,616

FOB: San Diego. Individually packaged in a wooden shipping container - \$604 ea.

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STRATEGIC OPERATIONS

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RATE CARD

(Effective March 2007)

SECURITY (COMPOUND) WALLS



Strategic Operations manufactures a variety of appurtenances including walls, gates, and tunnels systems. Security (compound) wall components are made of composite materials over steel frames and can replicate the look of brick, masonry,

adobe, or any material or construction technique.

Components are portable, scalable, easily assembled, and rugged. The walls can be scaled, the gates can be breached, and the surfaces can withstand weather, and training wear and tear.

The front of this compound depicted in the photo to the right, is comprised of corner pieces, 10-ft. wall sections, gate columns, and wooden gates.

This compound surrounds two structures, but there is no limit to the size of the walled compound, or the number of structures that can be contained within.



These wall systems can be made with “spider holes,” sections of walls that can be explosively breached in simulations using pyrotechnic special effects. The wall systems can be made into tunnel complexes, and connected to bunkers, structures, or could contain hidden caches. The wall system components are very cost effective alternatives to permanently constructed walls, and they can be moved, re-configured, and easily re-decorated to achieve a look that can replicate any geographical area of the world.

DETAILS



The interior of the compound has been set decorated with furniture, furnishings, window and door treatments, and props to replicate a typical Iraqi structure.



PRICE LIST

(March 2007)

Description	Commercial	Government
10 Foot Wall Section	\$1,183.00	\$1,132.00
10 Foot Corner Section	\$1,183.00	\$1,132.00
3 Foot Gate	\$889.00	\$851.00
2 Foot Gate Post	\$1,204.00	\$1,152.00
15 Foot "T" Section	\$1,774.00	\$1,698.00

Prices are FOB Origin and do not include assembly.

Assembly on site is \$15 per linear foot for materials and labor (excluding per diem as applicable). Assembly includes anchoring into ground, caulking, and finish (including "scenic" painting, i.e., weathering).

ST/OPS rates are for Continental United States (CONUS) efforts only. For outside CONUS efforts ST/OPS rates will be increased to include Department of State required differentials. Other related international expenses required to support employees outside of the CONUS, like travel and per diem, will also be included.

Outside CONUS efforts will be negotiated specifically with ordering activities on an individual task order basis.

Contact Strategic Operations for custom quotes.

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STRATEGIC OPERATIONS

RATE CARD (EFFECTIVE 04/07)

MOBILE STRUCTURES (“RHUs”)

The basic structure of the Hyper-Realistic Mobile MOUT is the RHU (“re-locatable habitat unit”), a 12 ft long x 8 ft wide x 8 ft tall modular building, made of composite



materials. Materials and construction provide all-weather, long-lasting structures suitable for year-round military training in all environments.

RHUs can be connected and assembled in a variety of configurations: side-to-side,

back-to-back, offset, stacked, or in any combination of ways.

The photos above and below depict façades typical in many areas of Afghanistan.



RHUs are modular, scalable, transportable, and can be assembled without tools.

Features include breachable doors with “sacrificial jams, and hidden compartments.

Relocatable Habitat Unit		
Size	Commercial Price	
8'X12'	\$15,577	
12'X16'	\$23,874	
12'X32'	\$40,013	
Description: Each RHU comes complete with all wall, roof and floor panels. This includes exterior façade panels designed to resemble your selected part of the world. Also included are 2 doors and 2 windows per RHU.		
RHU Option Items		
Porch/Outside Overhang	\$483	
Replacement Panels	\$473	
Stowage Racks	\$2,020	
Set Dressing (per square foot)	\$5	
Set Dressing Roof (per roof panel)	\$89	
Set Dressing Stowage	\$945	

The Government discount of 5% applies.

Note: The prices above are based on FOB San Diego and do not include assembly and installation. If assembly is desired, it would be added to the order separately and quoted using established GSA labor rates. Travel costs would be per the Joint Travel Regulations.



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