





TELLUS

Tellus Management and Consulting



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tellus.management 

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Client Centric Approach

Tellus Management is a provider of all aspects of Security Management and Consulting across the world. The Tellus Team is comprised of security specialists with extensive education, experience, and training. Collectively, the Tellus Team has handled security for conferences, concerts and special events in 80 different countries over the past 10 years.

Tellus Management ensures that our response to our client's needs, whether they are emergency, urgent or routine, is immediate and thorough. We believe this is the major differing factor between Tellus Management and other firms within the industry. Our high level, proactive approach and attention to the details are at all times present in our dealings with both our clients and personnel.

Exceeding our client's expectations is an essential element in our everyday work. A long term commitment to our clientele with the understanding that we want to create a long-lasting business relationships is paramount to our organization.



Tellus Team Experience

Tellus Team Members have been in the Event Security and Conference industry for 10 years. We have coordinated and managed security for events ranging from 10 - 150,000+ attendees. We have worked extensively with local, state and federal agencies to coordinate the safety and security of attendees and staff pre-event, during the event and post event. Tellus has worked with several major brands which help us to understand and work with the attendee experience when planning for security. While each event is different in scope and size, Tellus has developed a system that is comprehensive and designed to incorporate the best practices in the security industry based on current world trending and events. This system is based upon a standardized framework that is secure yet flexible enough to be applicable across entire events worldwide regardless of the scope or size.

The Right Team, Consistent Framework and Total Flexibility.

The Right Team



After working many successful years in the industry, the owner of Tellus took an opportunity to build and grow his own management and consulting business. While his ownership and guidance in leading Tellus is important, it is the Team Members and various backgrounds that are the true strength of Tellus. Tellus Team Members collectively use their combine knowledge and experience to help make each project a success.

Consistent Framework

When designing the systems in place at Tellus, we set our sights on considering the Global aspects of each individual project. Balancing the safety and security for each attendee, employee, staff and guest with the budget, attendee experience and the risks and threats to the project in mind.

Total Flexibility

The answer at Tellus is Yes! We will work on any project and with any team. Tellus team members are contracted to work long days and short nights. In the world of safety and security, 24/7 is just not enough time. At Tellus, we maintain a level of flexibility that we believe is not matched across the world.

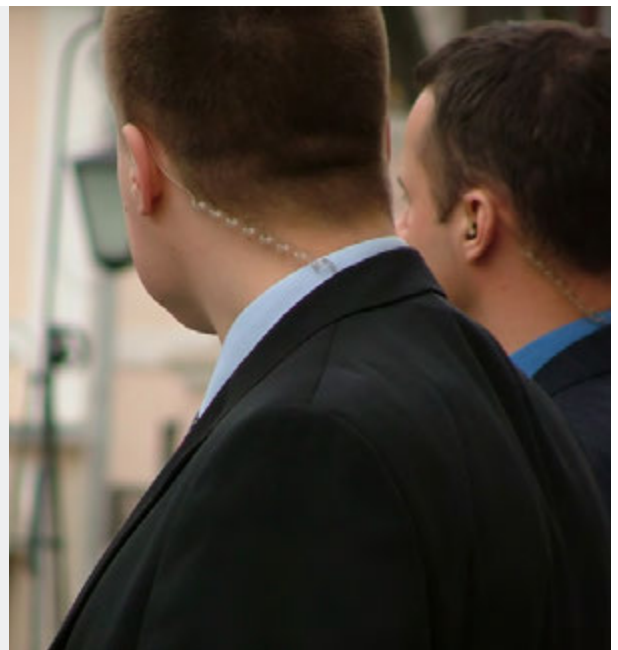
Tellus Management's Role at Your Event



Tellus can take the Security Management lead from the start which can include everything from pre-planning, load-in, show day execution of the security plan, load-out, post-event after action follow up and documentation, as well as invoice reconciliation for contracted security companies, law enforcement, support services and medical personnel.

Security Management

Tellus can manage and assist with sourcing, evaluation and selection of any partner security agencies. Tellus then can coordinate and work with the contracted security to ensure the security personnel are on post when requested. Creation of security post orders for each post that will outline job duties. Ensuring security personnel will be strategically and efficiently placed throughout the entire area to ensure a highly visible security presence is established.



Attendee Registration / Security Access Control



Tellus uses a 1-1-1 model for security codes on badges. 1 Post/Guard, looking for 1 Code, in 1 square inch. This makes the sorting of attendees much easier on the Guard and ensures attendees are in the right place. Tellus can work with the Event Registration Team to build a system that not only give attendee recognition and look, but to also have the right coding for security access.

Emergency Services Coordination

Tellus coordinates Medical Personnel and work with the medical team to ensure all medical incidents are handled efficiently, safely and professionally. Tellus can also liaison with Local Fire and PD resources and State agencies as needed during the pre-planning and during the event. Tellus partners with those agencies to create a safe and secure environment. Tellus can manage and contract K9 EOD Teams to ensure venue and event spaces are swept and secure prior to attendee entrances.



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Event Staff Training and Tabletop Exercises



The primary objective of the Tellus Team is to ensure a safe and secure environment for all who attend the event. Tellus' focus before, during, and after the event is to make sure that this primary objective is constantly enforced. Tellus has developed methodology and training to help Event Professionals mitigate the Risk involved with each event. The methodology used to analyze all the risks associated with the event and the subsequent recommendations to protect the event, is based upon a proven system that incorporates the following aspects of FEMA's 4 Phases of Emergency Management and the National Incident Management System (NIMS). Tellus can work with the Events Team to create a tabletop exercise that will be held to review the Emergency Response and the Incident Action Plan for the event and give "real time" training for the Events Team.

Crowd Movement Plans - "Street to Seat"

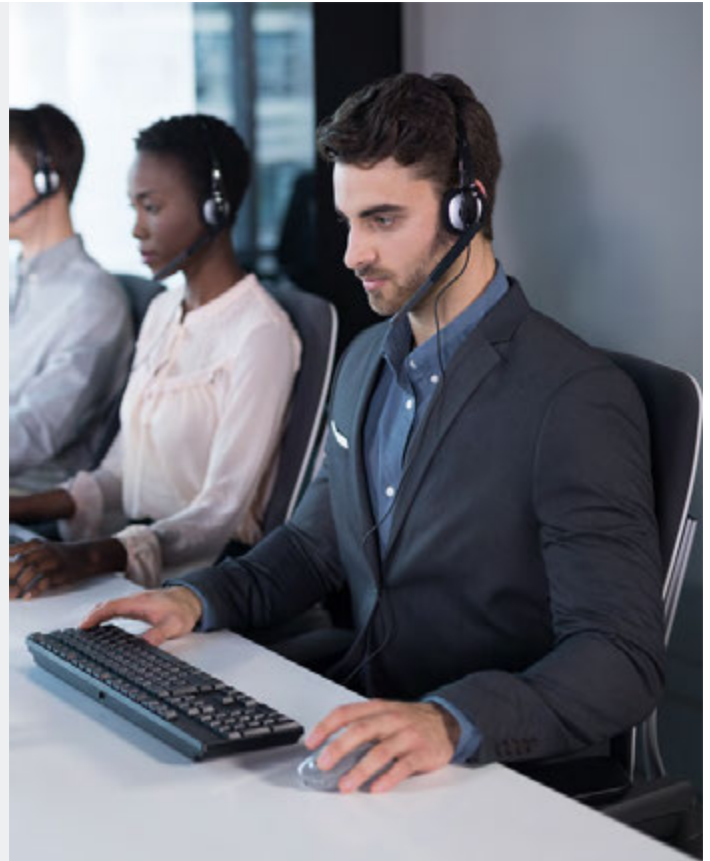
Tellus will, whenever feasible, maintain a safe and secure environment for all persons associated with the event. Tellus uses a "Street to Seat" model when designing crowd movement plans. Tellus can design a crowd movement plan that will assist in the attendee movement from their entrance into the venue, through the venue and into and out of any seats in training sessions, keynotes, meals, etc. Tellus will focus on the mass movement of crowds for keynotes and meals.



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“Customer Service Officers”

Tellus can identify staffing positions that fall under a “Customer Service Officer” or “Usher.” We draw from a pool of people who are familiar with the event process, Brand Ambassador companies. These companies have databases of staff who fit a certain look or capability. Tellus will define the parameters and request the same staffing for all event days. On day 1, we train the staffing with emergency procedures, access control, credential sheets, etc. This pool of people have experience in events a whole and will understand and function better on a directional post than a guard who has never worked an event. This accomplishes the awareness of the guard force by requesting a smaller number of posts from a single guard company. While a balance must be struck between the BA and Security elements so there is not a staffing struggle on either side, there are far many more people qualified to work this Customer Service Officer or Usher position who live locally.



Special Operations Team

Tellus can provide and manage a Special Operations Team (SOT). The SOT will be on stand-by and dedicated to predetermined zones to assist with specific crowd movements and respond to any suspicious activity or any challenges that may occur during the event. This team consists of Manager level, high functioning, highly trained in event protocols for an immediate fix to any challenge they respond to.

Executive Protection Details

The SOT also provides high level Executive Protection Details. These teams can be visible and proactive or discreet and use a hands-off approach. We refer to this as “Shadow Work.” You never really notice your shadow, but when you turn and look for it, we are there. Pre-assessments and risk analysis is also part of these details role and responsibility.

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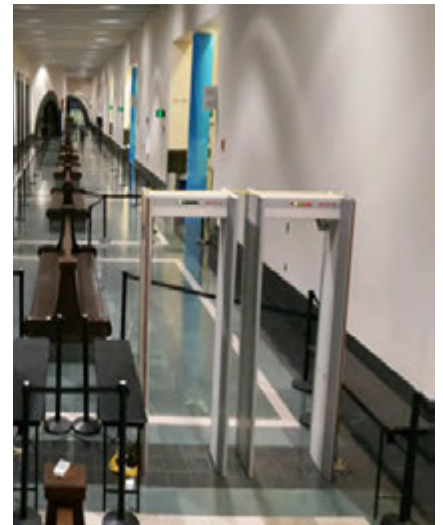
Emergency Services and Incident Response

Tellus can author and maintain an Emergency Communication and Emergency Incident Response Plan. Tellus will provide such Plan to the Client. All Tellus Team Members are trained in the application of those plans. Tellus Team Members also maintain NIMS Certifications applicable to the event. Additionally, Tellus will design Security Ops plans including; Incident Response, Threat Evacuation, Emergency Services and Communication. Part of those plans include Emergency Services and Incident Response and Police and Fire liaison and coordination.

Asset Protection

During the event, Client assets are at risk for theft, damage, destruction, etc. Tellus will attempt to ensure the protection of such assets to the best of their ability, training and experience.

Entrance/Exit Access Control - Metal Detectors



Security access control designated at any entrance and exit of any area, room or hall can be managed by Tellus. If metal detector searches or other security measures are required, Tellus can manage the security process. Tellus can manage the security process for development and deployment of a perimeter and attempt to maintain that secure perimeter during the event to help ensure a safe environment.

Additional Resources and Services as requested

Venue Site Visits (Advances) ◆ Risk Assessment Reports ◆ Vehicle Movement

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Dan Clark - Owner/CEO



Dan Clark has 19 years experience in the Security and Law Enforcement field. He served 10 years with the Ventura County Sheriff's Department where he had opportunities to work in many various assignments in the Corrections Division such as the Sheriff's Work Farm, a Classification and Gang Unit, a Women's Facility and was a member of the Emergency Response Team. After leaving California and returning to his home state of Utah, he moved to the Private Security Field. He worked briefly in a local hospital and worked a majority of his time handling mental health crisis patients, both adult and youth. In late 2009 he started with a Security Consulting firm as the Training Manager and for the next 9 years worked to the role of VP of Operations. He also owned and operated a local Security Guard Company in Salt Lake. In 2018, Dan started Tellus Management and Consulting to continue to work with great companies to maintain the safety and security of events, conferences or any size project. His goal is to provide a high level of personalized management and consulting to each client. He has brought together a team who echo his values and standards. Over the years, Dan has managed and supervised thousands of security personnel for all types of events and protective details. He has worked in conjunction with other security directors, event promoters and staff to ensure safe and secure environments during major events. He has worked with major corporations on asset protection, fraud prevention, risk management, employee investigations, employee safety and security guidelines. He has designed, written and implemented several operations manuals. Dan and the entire Tellus Team's goal is to always strive to maintain a safe and secure environment for anyone who attends an event Tellus helps manage.

Jordan Page - Sr Project Manager



Jordan Page served in the United States Marine Corps from 2003 to 2015, serving his first four years as an Infantry Rifleman with 2nd Battalion, 3rd Marine Regiment 3rd Marine Division. Jordan then laterally moved into Criminal Investigations, serving eight years as a Criminal Investigator for the Marine Corps. During his 12 years of active duty, Jordan deployed to Afghanistan three times, served on the 31st Marine Expeditionary Unit, and has cross trained or worked in conjunction with Afghan, Australian, British, Bahrain, Danish, Georgian, Japanese, Jordanian, South Korean, Thai and many other Coalition Military Forces. As a Criminal Investigator, Jordan worked in conjunction with US Secret Service, US Marshals, Drug Enforcement Administration, Bureau of Alcohol Tobacco and Firearms, and many Metro Police Departments for cross training and/or joint operations. Some of the courses Jordan has attended include Small Arms Instructor Course, US Army Special Agent Course, US Army Personal Security Detail course, Crisis Negotiations, Special Victims Unit Investigations, Child Abuse Investigations/ Prevention, Domestic Violence Investigation Training, Kinesics, Tactical Site Exploitation.

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Kellie Bryant - Sr Project Manager



Kellie Bryant is a Senior Project Manager and Event Producer who has worked alongside major brands and high profile clients to ensure seamless activations, film productions and experiences. Kellie is a graduate of Loyola Marymount University, Los Angeles with a degree in Business Administration & Management with an emphasis in Marketing, Sports & Entertainment. After spending 12 years in the industry, Kellie has developed a keen awareness of each brand's DNA and the importance of emphasizing those qualities with every interaction. Kellie's professional experience spans far and wide - having worked with tech, beauty, lifestyle and sports brands along the way. She has led and supported teams large and small in a variety of event formats such as large-scale festivals and concerts (Coachella, SXSW), Award Shows (Essence Black Women in Hollywood, Golden Globes), brand activations (Google Pop Up Store, Nike retail launches), and 150+ others. With a law enforcement centered upbringing and the aforementioned professional experience, Kellie brings a unique perspective and ability to provide creative, functional, safe and proactive solutions to any challenge. Kellie brings Senior Project Leadership experience and ideas to Tellus. Kellie's Projects focus on Security Management and how it best fits in the overall event experience.

Micheal King - Project Manager / CSO Lead



Michael founded StriKing Marketing ten years ago on the principles of hard work, excellence in client service, and delivering value through attention to detail at every stage of the event's lifecycle (process). Micheal's 20+ years in the event industry have taught him that you have to "enjoy what you do, make a positive impact and outwork the next guy." It's with this passion, resilience and drive, Michael has grown StriKing into an impactful presence in the marketplace. In assembling the right team to get the job done, Michael has worked with national and international clients such as American Express, AVON, Coca-Cola, GM, Kaiser Permanente, Major League Baseball, Pepsi, and Red Bull. In his spare time, Michael can often be found supporting the Atlanta Improv scene as one of the owners (and a performer) of The Village Theatre in the O4W. He is also a huge U2 fan, a multi-year Atlanta Advertising Softball League champion and a cat fancier - especially if you're talking about his two feline housemates: Linus & LT. Michael brings a different perspective than Security is used to. Micheal's projects with Tellus become Customer Service Projects rather than Security Management Projects. His leadership is vital to the new idea of Tellus Customer Service Officers and their role at conferences and public facing events. Micheal also is the Lead Trainer for all Tellus Staff including the CSOs.



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THANK YOU