



Former Secret Service Agent  
Presidential Protection, The White House

**GLOBAL CUSTOMIZED  
PRIVATE SECURITY &  
INVESTIGATIVE SOLUTIONS**

**(888) 831-0809**  
**[info@Lasorsa.com](mailto:info@Lasorsa.com)**  
**[www.Lasorsa.com](http://www.Lasorsa.com)**



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# CAPABILITY STATEMENT

## Capability Statement - Corporate Profile

LaSorsa & Associates is a national and international firm, one of only a few who provide such services while maintaining the highest standard of care in performing our obligations to our clients. Our goal is to provide specialized security and investigative services to the public, corporations and to local, state and federal organizations. Our specialties are providing protective services for executive and employee travel, risk assessment and threat analysis services, travel and logistical management services, emergency coordination and crisis management, technical surveillance countermeasures, asset protection, investigations, security consulting services and the full spectrum of training for the above service categories. Whether long or short term, our capability to staff our clients' needs are accomplished in an efficient and cost effective manner.

LaSorsa & Associates differentiates from other security companies by the experience and dedication of the people providing the services. LaSorsa & Associates' employees and contractors have successful careers with experience in relevant private sector, law enforcement or military backgrounds which provides not only tremendous experiential knowledge but also ensures the discipline needed to provide exceptional service. We possess extensive national and international experience in both corporate and government settings and have participated in some of the most notable global events of the past several years. All employees and contractors have passed a comprehensive background check to include criminal and financial screening as well as submit to on-going drug screening.

LaSorsa & Associates is a North Carolina Limited Liability Company and has been in operation and providing security solutions since 1999. LaSorsa & Associates provides and holds licenses for the full spectrum of private investigations and security services.

### **Contact & Registry Information:**

Joseph LaSorsa, CPP® / Director

DUNNS #: 100280366

NAICS: 541690, 561611, 561612, 561613, 611430, 611519, 611692, 928110

CAGE #: 7K8S6

EIN: 36-44-92878

NC PPSB License #: PI-4503

FL DOL License: A-1600261

VA DCJS #RE-1025931

Accept Credit Cards

Purchase Cards: YES

Corporate accounts / Billing: YES



**Joseph A. LaSorsa, CPP®** is a Security Expert, Practitioner, Consultant and Strategist providing Expert Witness testimony and consultation services concerning premises liability as it relates to negligent security or security negligence, crime foreseeability, third party criminal acts, Security Standards of Care, Security Operations to include, Security Staffing and Training, Security Systems Integration and Countermeasures, Security Assessments and Analysis; Counterfeit U.S. Currency and Investigations and Investigative Processes. Other investigative and consultative services include: Computer Forensics; Executive Protection and Security Consulting Training Courses; Asset and Executive Protection services; Corporate Security, Loss Prevention, Safe Rooms/Security Systems and Workplace/School Violence Intervention and Consulting; Anti-wiretapping Services & Countermeasures; Event and Tour Security; Confidential Investigations: Due Diligence, Asset Searches, Insurance Claims, Patent Infringement, Product Tampering and Diversion, Missing Persons, Mate screenings, Personal and Business Profiles; Undercover Operations; Suspect Interviews; Surveillances; Threat and Security Vulnerability Assessments; and Crisis/Disaster and Business Continuity Management plans. These services are provided nationally and internationally to law firms, commercial property management firms, retail establishments, corporations and security companies. Mr. LaSorsa has over thirty years of experience in the Criminal Investigations, Executive Protection and the Security Field, which includes a twenty-year Federal Law Enforcement career as a Senior Special Agent with the United States Secret Service. During his Secret Service career, he was:

- a member of the Director's Total Quality Management Team (1990-91);
- a member of the Access Devices Fraud pilot program development team (1987);
- assigned to the White House Presidential Protection Detail (President Reagan 1984-86)

**Joseph M. LaSorsa, CPP®** is a board certified security professional (CPP®) and currently a senior partner managing and conducting Protective Operations Training Courses, Executive Protection & Bodyguard Services, Risk Management Consultations & Seminars, Workplace Violence Prevention Seminars & Intervention Services, Security Consulting Services & Seminars, Private Investigations and Technical Surveillance Counter-Measures TSCM Bug Sweeps.

- Organized and directed over 300 international executive protection assignments as well as worldwide private investigations serving executive and high-profile clientele.
- Supported and managed Protective Operations internationally for high profile clients, executives, VIP's and private families for the past 12 years in 39 states and 4 countries.
- Provided over 150 TSCM inspections for Fortune 100-500 companies, VIP's and at-risk individuals.
- Senior Instructor/Trainer executive protection fundamentals, medical response, defensive/evasive driving, private investigations, technical surveillance countermeasures and security consulting
- Accountable for a \$250k/year advertising budget, maintaining 19 websites, blog sites and social media accounts in which total over a quarter million accessible viewers and have achieved, maintained and exceeded organization return-on investment goals.
- Effectively trained and ensured the combat readiness of a 28-man Light Armored Reconnaissance Platoon with 100% accountable of all essential gear and 100% accomplishment of defined Mission Essential Task List training requirements in support of Operation Enduring Freedom.
- Planned and coordinated training events for over 1200 Marines and 500 tactical vehicles as a Battalion Training Officer.
- Honor Roll Graduate and Class Leader of The Basic School, Infantry Officer's Course, and Light Armored Reconnaissance Leader's Course.



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# PROTECTIVE SERVICES

## Security you can count on: Safe, Secure & Successful

Internationally providing executive protection, security driving services, private investigations, security consulting and technical surveillance counter measures to corporate executives, dignitaries, law firms, the public and VIP/celebrity clientele, LaSorsa & Associates develops a relationship throughout the organization to create a safe, secure and successful atmosphere to support the lifestyle of the client and enable the organization to accomplish their goals.

We accomplish this by providing world-class consulting, protective and investigative services that are dependable and customized to the needs of the client.

### Protective Services: *We set the standard.*

- Preliminary assessment & risk analysis
- Protective intelligence & coordination
- Secure transportation & route checks
- Protective advance screenings of all hotels and event venues with logistical coordination
- Expedited hotel, airport, customs and immigration protocols
- Threat assessment & investigations
- Internet research & tracking
- Social media reports & tracking
- Identifying & vetting local resources
- Asset liaison & coordination
- Identify and assess the quality of local medical and emergency facilities



### What sets us apart?: *A proactive approach*

- Experiential & practical knowledge
- Focus on risk mitigation
- Subject matter expertise
- Emphasis on cutting-edge technology
- Low-profile, highly effective
- Exceptional quality of service providers
- Inter-personal attention to the client



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# INFRASTRUCTURE SECURITY



## **Protecting assets and interests through: *Quality, not quantity.***

LaSorsa and Associates brings decades of experience providing pipeline security services and construction security services to mitigate unnecessary risks that could impact successful operations

### **THE ENERGY INDUSTRY: PIPELINE SECURITY SERVICES**

Protecting oil and gas construction projects is a critical component to the overall success of the project and company, and crucial to the country's infrastructure and economy. Our on-site security staff, vehicle check points, gate guards and perimeter patrols monitor for hazards and unsafe conditions while protecting employees and equipment to reduce the risk of operational delays, equipment theft and vandalism.

### **THE CONSTRUCTION INDUSTRY: CONSTRUCTION SECURITY SERVICES**

We cater to the various demands of construction companies' projects and developments with a security plan that is as thorough as their business plan. Patrols, asset protection and site monitoring ensure each new development or project achieves key performance and incident avoidance goals to reduce risks, impacts, and loss of assets.



In addition to protection of critical assets and infrastructure we also provide services in afflicted zones; other services provided by our disaster response teams include:

- Recovery and transportation of assets.
- Rescue of client employees stranded in locations with damaged infrastructure.
- Protection of assets such as power line trucks and supply convoys traveling through affected areas.
- Providing emergency communications, food, fuel, transportation, and even medical assistance.



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# CANNABIS & HEMP SECURITY

## CANNABIS HEMP AND CBD SECURITY

### **Integrating Leading Technology with Trained Personnel**

Modern farmers have unparalleled opportunities in today's market with hemp, cannabis and CBD product farming. Transitioning to hemp or cannabis farming from other traditional crops can be an incredibly challenging process, especially due to the value of the assets in all phases. These assets need special considerations and efforts in order to be adequately protected – seeds, fibers, oils – in growth and in transport. Cannabis and Hemp security services include blending technology with people – utilizing smart fences, drones and a human presence to secure areas inaccessible by conventional means, or too large for people to efficiently protect alone – offering a fully scalable, duplicable, and profitable venture in an exciting emerging market.

**Utilizing leading technologies, knowledge and experience, our services increase yields, improve farm security, ensure safe development and delivery of products and payments.**

### **CANNABIS SECURITY: EXPERIENCE THE DIFFERENCE EXPERIENCE MAKES.**

We provide the full spectrum of hemp and cannabis security services that is unmatched anywhere in the world. We incorporate a constant assessment process with complete physical security as well as drone technology into the evaluation, management and security of cannabis farms and hemp farms.

Services include:

- Consulting and Advisory Services for Efficiency, Safety and Security
- Crop efficiency through drone technologies for yield improvements, utilizing analytics and mapping
- Hemp security and risk assessment
- Cannabis security services
- Transport security for valuables
- Best-in-class perimeter security and surveillance
- Vault and safe design and installation
- Agricultural security teams and trained security professionals



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# PROTECTIVE INTELLIGENCE

## Knowledge is Power.

Protective Intelligence is the process for collecting and assessing information about persons who have interest, motivation, intention and practical capability to do harm. Such investigative work requires a high degree of experience and discretion to avoid negative results or unfounded suspicions. Investigations are conducted in a close, confidential collaboration with legal advisors, ensuring concrete evidence remains usable in court, if produced. Our investigative team is comprised of experienced practitioners and analysts, including former detectives and investigators, who ensure the assignment will be completed professionally and in full compliance with the law.

## Threat Management: Protective intelligence in action

- Targeted violence is accompanied by identifiable and observable behavior that when identified, assessed and tracked is proven to prevent a violent outcome
- Research and planning to develop and determine their intended action is also required
- Violent offenders typically express their intent via social media for support or sympathy

## What Sets Us Apart? *Experience & Discretion*

Our investigations team conducts a preliminary investigative work-up of every file. The foundation of any risk analysis or threat assessment is intelligence discovered in a fact based investigation. Our experienced investigators use open-source investigative tools and restricted databases to analyze potential threats and develop comprehensive profiles.

CIRCUIT MAGAZINE



### Protective Intelligence: Modern Tools for a Traditional Task - Circuit Magazine

Many protective service providers and law enforcement agencies have protective intelligence units that conduct investigations, manage threat assessments and provide tactical, operational and strategic analysis of the information they uncover. However, they may fail to utilize the contemporary collection and analysis methods used by today's intelligence professionals but rather lean on the standard criminal investigation processes they have always performed.

[Read the article on circuit-magazine.com >](#)

ASIS SECURITY MANAGEMENT



### An Intelligent Solution

As concerns about workplace violence rise, companies should adopt protective intelligence strategies to prevent attackers from succeeding.

[Read this on sm.asisonline.org >](#)



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# SECURE TRANSPORTATION

## Logistics, support & security: Not just driving

Our clients are most at risk while traveling, therefore they should not only be driven place to place but facilitated through screening or check-in expediently and discretely, as is necessary to ensure a successful protective mission. Our services include on-site coordination and assistance that will exceed the client's needs, enabling a safe, secure, and successful engagement. Additionally, anticipation of the client's schedule ensures that all meetings and appointments are met; our services enable our clients to have the freedom to accomplish their goals.

### What sets us apart?: *Experience*

- Fully dedicated and vetted professionals who focus on client safety and productivity; we implement stringent continuing education and proficiency requirements for our service providers
- Unlike the industry standard, we understand that there is a clear difference in skill sets between secure transportation and chauffeur services; a “one size fits all” approach is not the most effective method for client security or for meeting their goals





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# CONSULTING SERVICES

## Security through conformity: Meeting or exceeding standards

Threats confronting businesses are constantly evolving and increasing in their complexity. Our consultants are skilled at analyzing corporate security programs to discover gaps, exploitable vulnerabilities and prioritizing areas for improvement. We are able to offer concrete recommendations for accepting, reducing, transferring or mitigating risk. The ultimate goal of our assessments, enabled by our methodology, is to identify the risks and vulnerabilities that can have a severe negative impact on the corporation or place critical infrastructure at risk, causing downtime in business operations and reducing continuity.

Our philosophy is to provide security assessments and audit services which result in useable, real world solutions for our clients. We understand the needs of our clients and are committed to providing effective deliverables to the client.

## Consulting services:

- Risk identification and analysis
- Threat and vulnerability assessment
- Review of site and facility security
- Evaluation of present security program
- Prioritization of recommendations
- Due diligence & business intelligence

## What sets us apart?

- Front line communication with the client to understand needs and appropriately assess risk
- Our assessment methodology involves observation, inspection and prioritization of recommendations
- High risk catastrophic triage protocols resulting in a higher return on investment
- Experienced professionals with experiential and practical knowledge





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# OSINT/SOSINT SERVICES

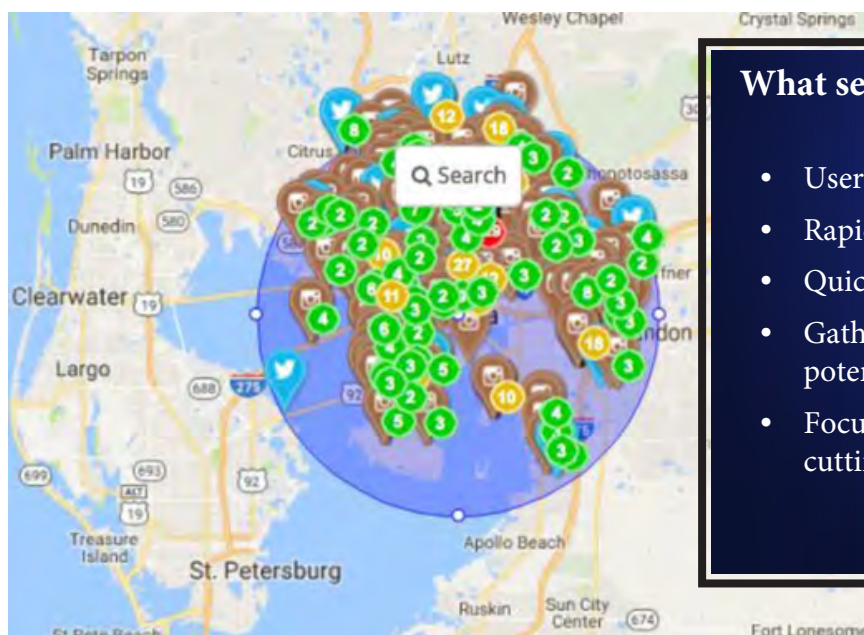
## Enterprise-Level Social Media Investigations & Protective Intelligence

Leveraging location-based Social Media Intelligence (SOSINT) for preventive investigations and protective services using, Open Source Intelligence (OSINT) monitoring is now used as a global tool for threat detection, risk management, and executive protection. Business professionals face a complex set of challenges related to financial security, product data protection, identity theft, building security, and travel/situational awareness; all of which can be affected by cyber-attacks and Online communication.

Tailored alerts can be sent directly to any mobile device, informing security teams of threatening posts published in relation to you, your facility, or organization.

### Intelligence-Based Protective Services: *Proactive, not reactive.*

- Custom-built queries for Live Monitoring of threats and assets
- Geo-Fence & Inferred Location Capabilities
- Social Graph with advanced Link Analysis for Sub-Communities, Influence, and Location Maps
- People Search to uncover digital footprints of individuals based on minimal information
- Deep Web Search for crawling of Google pages that are not indexed and deep web sources
- Case Management functionality & Alerts via SMS or email
- Singular reports to record and cascade a profile for evidence support



### What sets us apart?: *Tailored Intelligence*

- User-defined queries and reports.
- Rapidly assemble and filter information.
- Quickly identify, and locate emerging threats.
- Gather and utilize actionable data to mitigate potential incidents in real-time.
- Focusing on proactive risk mitigation utilizing cutting-edge technology.



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# DEPLOYABLE SECURITY

## Natural disaster, Human-made Catastrophe and Emergency Security Response

Protecting assets in post-disaster environments is a unique mission which can be difficult for even in the best-prepared companies and corporations. The magnitude of public safety issues, unpredictable consequences and non-functional infrastructure can be overwhelming public authorities and limit the capacity of police and first-responders to be effective during these times. As with previous incidents, such as Hurricane Katrina, organizations that fail to be proactive to these problems via disaster recovery planning and by relying on local public safety and security providers often find themselves unprotected or paying unnecessary premiums.

### Protecting assets and interests through: *Quality, not quantity.*

Our disaster response teams provide a range of security and mitigation assistance to companies and government agencies located in multi-state post-disaster environments.

In addition to facility protection in afflicted zones, other services provided by our disaster response teams include:

- Recovery and transportation of assets.
- Rescue of client employees stranded in locations with damaged infrastructure.
- Protection of mobile assets such as power line trucks and supply convoys traveling through affected areas.
- Providing emergency communications, food, fuel, transportation, and even medical assistance.

### What sets us apart?: *Quality Staff*

- Experienced and competent personnel.
- Tailored to the requests of the client and task.
- Quickly deployed and sustainable.
- Scalable solutions to fit any catastrophic event.
- Focus on proactive risk mitigation utilizing cutting-edge technology to observe, report and collaborate with our field agents and clients.





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# INVESTIGATIVE SERVICES

## Results You Can Count On

LaSorsa & Associates provides you the results other investigative agencies cannot offer. Whether it's our cutting-edge technology, highly experienced and professional investigators, or our extreme quality control measures, it all boils down to results. Our investigative results simply blow the competition away.

## Investigative Services:

- Surveillance
- AOE/COE
- Statements
- Facility canvasses (hospital, pharmacy, clinic)
- Activity checks
- Scene canvasses
- Accident reconstruction
- Pre-surveillance investigations
- Internet research
- Social media research
- Employment checks
- Background reports
- Due diligence reports
- Litigation Support & Intelligence
- Asset Searches



## What Sets Us Apart?

- Industry leading 80% surveillance hit ratio
- We lose fewer claimants, burn less cases, and correctly identify and locate more claimants than our competition
- Our investigators average 8 years of experience
- Emphasis on cutting-edge technology
- Continuing education requirements for all staff
- Review of every investigative report



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# SURVEILLANCE

## Results You Can Count On

Nothing in the anti-fraud arsenal can combat a potential fraudulent claim like surveillance. Effective surveillance can help mitigate the exposure on even the toughest claims, and this is where LaSorsa & Associates stands above the rest.

Combine a verifiable 80% + video hit percentage with high definition cameras, the industry's best investigators and the results will earn your trust and keep your business.

## Included with all 24hr+ surveillance cases, Social Media Investigation includes:

- Background check
- Criminal check
- Social networking investigation

## What Sets Us Apart?

Our Preliminary Investigations Team conducts a pre-investigative work-up of a file. Before surveillance is conducted this information is provided to the investigator to fully equip our field team with the knowledge needed to conduct an effective and successful surveillance assignment.





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# TECHNICAL SURVEILLANCE

## Confidential, Professional and Dependable

In today's world despite the laws designed to protect from this type of invasion, almost anyone can easily and cheaply acquire surveillance devices or bugs that can be used to invade your privacy and intercept valuable information. Our dependable, discreet and highly professional Technical Surveillance Countermeasures (TSCM) or bug sweeps can help individuals and businesses protect their privacy and confidential information.



Given the complexity of today's threats, it is essential to use highly trained, qualified technicians. We utilize state-of-the-art devices to perform frequency spectrum analysis and other technical searches. These search techniques cover the entire usable frequency spectrum and can even find bugs that are inactive or turned off. In addition, the area will be physically inspected thoroughly to detect covert devices. Our technicians are some of the most highly trained specialists in the world, most with former federal agency training and experience.

### What Sets Us Apart?

- Experienced and highly trained technicians
- Rapid response anywhere in the continental US with international capability
- Our business is to keep yours private





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# BACKGROUND CHECKS

## A Holistic Approach

We offer all types of background checks, including criminal background checks, to businesses and individuals. With a combination of at-the-source record searches and the industry's most comprehensive criminal conviction and personal information databases including county court records, state repositories, departments of corrections, administrative office of courts, state sex and violent offender registries, government exclusion and terrorist watch lists, and more. You can be confident that the information you receive is comprehensive, accurate and timely.

## Background Reports include:

- Name, Birth Date, SSN verification, Current Address & Address History
- Driver's License Info, Phone Numbers & Email Addresses
- Criminal History, Accidents & Traffic Crimes
- Civil Court Records, Bankruptcies, Liens & Judgments
- Properties Owned/Rented, Evictions, Foreclosures & Assessments
- UCC Filings, Professional Affiliations & Licenses
- Relatives & Associates Contact Information



### What Sets Us Apart?

- 500 million criminal records from over 1,000 sources
- Confident, accurate and timely.
- Cost Effective & Comprehensive
- Multi-Jurisdictional and Nationwide



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# DUE DILIGENCE

## Corporate Intelligence

A due diligence investigation can uncover details of a company's management, finances, performance, mission, history, suppliers, clients, industry and many other details that may affect how a company does business and ensures that liabilities are not hidden. We can conduct forensic accounting investigations, background checks, surveillance, mystery shopping, asset searches, and other business investigation methods to find out what is happening at a location to give you the most complete picture of the company. We can also review public records and speak with clients or customers to uncover the legitimacy and potential of a company.

## Due Diligence Reports include:

- Corporate registry & filing records
- Criminal records queries
- Civil court record queries
- Intellectual property, assets and facilities
- Individual profiles on corporate officers
- Liabilities and equity
- Media searches

## What Sets Us Apart?

- Attention to detail on what matters.
- Experienced investigators.
- Return on investment.
- International capabilities.





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# TRAINING PROGRAMS

## Industry Leading Training from Industry Leading Practitioners



Our comprehensive program is designed to cover the skills and procedures required to provide effective personal protection and exceed the needs of every trainee: the fundamentals of executive protection, evasive driving, medical response and full-spectrum conflict resolution.

### SECURITY CONSULTANT TRAINING COURSE

This course serves as an introduction to security consulting, covering the fundamentals of performing assessments and analysis in the private sector. Terminology and services, scope of work, security assessments and surveys, CCTV, CPTED and more will be covered, effectively providing the student with the fundamental knowledge on how to perform and market security consultant services.

### PRIVATE INVESTIGATOR TRAINING COURSE

Our course covers the primary and fundamental aspects of intelligence discovery in the private sector. The instruction covers things such as terminology and services, information gathering through social media, how to utilize resources, physical surveillance and more.

### TECHNICAL SURVEILLANCE COUNTER-MEASURES COURSE - TSCM TRAINING

This course will provide the trainee with basic knowledge and introduction to Technical Surveillance Counter-Measures for security professionals, investigators and protection professionals.

### What sets us apart?: *Realistic, Relevant & Valuable Training for Today's World*

- Highly experienced trainers & staff.
- A focus on reality, efficiency & survivability.
- Fundamental, lean content maximize value.
- A unique training methodology leveraging each trainee as an individual.
- Task, threat and environment based system of training.