

## INTRODUCTION

### THE TRIDENT ADVANTAGE

Trident provides the “best of both worlds” from national and local guard firms – combining the security expertise found in national companies at their corporate headquarters with the flexibility found in local firms. Unlike other companies, who have a “cookie cutter” approach to security services, Trident’s service approach is tailored to be proactive and best meet your needs. Beyond that, we provide gratis consulting and Trident’s owners are available 24/7.

**100% FOCUSED ON UNARMED GUARD SERVICES:** Another reason why Trident is the best firm in the guard business is that we aren’t distracted by other security business offerings, such as, selling security cameras, armored patrol deliveries or alarm systems.

Trident’s registered trademark sums it all up: *We provide what others can only promise.* ® Our unmatched servicing track record attests to our unequaled ability to provide superior customer service. Trident is unique in the Arizona in that it combines its security expertise and experience with a focus on the customer experience through proactive measures. Adding our sincere commitment to excellence – *you have direct access to the owners* – plus our generous employee wages, benefits/incentives results in the best security services program in the industry!

Trident’s extensive operational background and expertise in security is unmatched in Arizona. Trident’s 3 owner-operators, Dominic Boragina, John Earl, and Rob Pennell have *over 75 years of security related experience; 56 years of which have been in providing contract security services in the Valley.*



**THE OWNERS**

Their background and owner-operator dedication have enabled Trident to raise the benchmark for quality in security services.

**John M. Earl** (Northern Arizona University Graduate, US Navy, MBA) founded Trident in 2001 with the mission to provide the highest level of security services for its clients, while providing its employees with the best compensation and incentives. Prior to starting Trident, John operated JME & Associates, LLC. Since the mid 90's, JME has provided professional consulting services nation-wide, specializing in security and safety. These years of consulting experience are incorporated in Trident's gratis consulting services, included as part of our value added approach to total client satisfaction.

**Dominic N. Boragina** (US Air Force Academy Graduate) joined Trident in 2003 as a Principal Partner. Dom's 7 years of experience (1995 to 2002) as a key manager and record breaking performer for a national private security firm; customer service knowledge gained with Hewlett Packard; and training system quality assurance management and national security experience from the USAF adds excellent depth to Trident's security services expertise.

**Robert E. Pennell** (Michigan State University Graduate, Security Management/Law Enforcement Degree) joined Trident in 2004 as a Principal Partner. Rob has 20 years of local private security guard management experience. Prior to Trident, Rob managed the Arizona operations for a national contract security firm for 12 years (1991 to 2003) and was a branch manager and then a vice president. In 2000 he was named their Manager of the Year after many years of company-leading quality of service and client retention. Rob has personally managed over 250 new account start-ups, transitioned more than 2,000 officers and mentored more than 80 managers.

**EXECUTIVE TEAM (In Addition to Trident's Owners)**

**Kelly D. Pinebird (Executive Vice President and Board Member)** is a 2002 graduate of Arizona State University – Business Management. He joined Trident in 2004 as a security officer and moved steadily up through the ranks (from Supervisor to Account Manager to Sr. Account Manager to his current position) based on his performance continually exceeding client expectations. Kelly has been an integral part in the development of Trident's customer service culture. Additionally, he offers his commitment to organizations such as Arizona Association of Community Managers (AACM), Community Associations Institute (CAI) and American Society of Industrial Security (ASIS).

**Lisa Kantarowski (Senior Vice President and Board Member)** has a Master's Degree in Business Communications from Emerson College and joined Trident in 2005 as Director of Human Resources and was promoted to Senior Vice President in 2010. Prior to Trident, Lisa worked in human resources for a national contract security firm for 8 years in the Valley. In this position she was responsible for hiring and placing security officers for more than 60 accounts valley wide and with Trident she is responsible for 65 accounts and has 2 full time HR managers and 1 part time HR assistant in her HR department.