



# CEOCFO

## Interviews & News!

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**GlobalOptions Group is a global leader in the areas of risk mitigation, disaster preparedness and crisis management services to governments, corporations and individuals - helping them move forward in the safest and best possible way**



**GlobalOptions  
Group**

**Services  
Management Services  
(GOPG-OTC: BB)**

**GlobalOptions Group, Inc.**

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**Harvey W. Schiller, Ph.D.  
Chairman and CEO**

**BIO:**

Harvey W. Schiller, Ph.D., joined GlobalOptions Group from a position as Chairman of Assante U.S., a leading provider of financial and life management

products and services to many in the sports and entertainment industry. Prior to joining Assante, Schiller served as Chairman and CEO of YankeeNets, an integrated sports-based media company with ownership of the New York Yankees, New Jersey Nets, and New Jersey Devils. Until December 1999, Dr. Schiller served as vice president, sports programming for Turner Broadcasting System; president of Turner Sports, a division of Time Warner; and president and governor of the NHL expansion franchise, Atlanta Thrashers.

Before joining Turner in 1994, Dr. Schiller was Executive Director/Secretary General of the United States Olympic Committee. Holding this position since 1990, he was instrumental in instituting significant changes within the organization to improve its financial health, including support, planning, and award of the 1996 Centennial Olympic Games to the city of Atlanta.

Dr. Schiller also served as Commissioner of the Southeastern Conference from 1986 to 1990 and as a member of the NCAA Executive Committee. He was a pilot in the U.S. Air Force, including combat service in Vietnam and attained the rank of brigadier general. In 1980, the President of the United States appointed Dr. Schiller as Professor at the U.S. Air Force Academy. He is a recipient of several military awards including the Legion of Merit and Distinguished Flying Cross.

Dr. Schiller earned his bachelor's degree from The Citadel. He earned his master's degree and doctorate from the University of Michigan. He also holds honorary doc-

torates from The Citadel and Northern Michigan University.

Dr. Schiller is active in a variety of national organizations and corporate boards. Appointed by Mayor Michael Bloomberg, he served as Vice Chair of the New York City Host Committee of the 2004 Republican National Convention. He was a member of the Independent Commission of the United States Olympic Committee created by the Senate Commerce Committee, and was recently appointed a Member of the Commission on Presidential Scholars.

**Company Profile:**

GlobalOptions Group, with headquarters in New York City and offices in 16 cities, is a provider of high-end risk assessment and mitigation services to Fortune 1000 corporations, governmental organizations and high-profile individuals throughout the world. GlobalOptions Group's services currently include risk management and security, investigations and litigation support, and crisis management. These engagements take GlobalOptions Group staff around the world and are typically highly-sensitive engagements where GlobalOptions Group is interacting with senior leaders in corporations and governments. Its overall mission is to identify, evaluate, assess, prevent and correct issues that may threaten people, organizations or strategic initiatives for corporations or governments.

**Interview conducted by:  
Lynn Fosse, Senior Editor  
CEOCFOinterviews.com**

**CEOCFO:** Dr. Schiller, what was your vision when you became CEO of Globa-

Options Group, and where are you today?

**Dr. Schiller:** “The collective vision of the organization was to create a public company that could be the single leader on a global basis in the areas of risk mitigation, disaster preparedness, crisis management and all of the closely aligned allied services to present to government, corporate America, private sector and individuals. That vision included being a one-stop shopping place for meeting their concerns and to ensure that the activities that they were involved in and would be involved in would move forward in the best possible way.”

**CEOCFO:** Why did you need to be a public company to do that; what are the advantages?

**Dr. Schiller:** “There are a couple of reasons we decided to be a public company. One was that we were in an acquisition mode and in that regard; we found it much easier to be able to have a currency that was tradable as opposed to investing in private equity for the acquisitions. In the last twenty-four months we have been able to acquire 8 different companies and I think all of that was really possible mainly for the use of equity in a public company vs. another way.”

**CEOCFO:** What are you offering and who is taking advantage of your services?

**Dr. Schiller:** “We are offering a wide range of activities internationally, including representing a wide range of government and individuals in corporations on what most people would consider to be the day-to-day background information activities of acquiring companies and doing background reports and asset recovery. We also created a division which is mainly focused on fraud and special investigations. Most of our activities in this unit are focused within the medical community. We also represent a number of insurance related corporations, railroads and other businesses to investigate fraud. In many states within the United States, workman’s compensation fraud and disability claims have reached a re-

markable and concerned level. We acquired James Lee Witt Associates who had a strong background based on his formerly being the head of FEMA, and two of his partners, Rodney Slater (former secretary of transportation in the Clinton administration) and General Wesley Clark, they brought to the table the ability not only to do the disaster preparation and recovery, but also the whole area of crisis management in terms of consultation.

Following Hurricane Katrina in New Orleans, that activity has grown on a global basis and we are able to offer in combination with our other activities a single place whether it is preparing for what could be a natural disaster or reactive to

**“In the Main as one measures the kind of things that are important in the world that we live in, it is just not a terrorist threat, but the day-to-day business activities and how you ensure the success of what you are doing as a family, government agency or others. I think the most important thing that we have is we are somewhat immune to the other kind of factors that might affect businesses and that is that we are in the disaster preparedness business, and recovery business. When those kinds of things happen and there has been an average of one natural disaster in the United States a week in the last ten years, we are there to serve and we will continue to serve.” - Harvey W. Schiller, Ph.D.**

one that has already occurred, or to all the activities that make sure that businesses and individuals continue operating, on a day-to-day basis. We also acquired SafirRosetti; Howard Safir was the former police and fire commissioner of the city of New York, along with experience with the justice department and his partner Joe Rosetti who was the head of security of IBM for a number of years and also the vice chair of Kroll Associates, before joining Safir. The knowledge and expertise of the executives that I have mentioned gives us a range from investigations to systems engineering. We have also done a number of tuck-ins and acquisitions that give us the ability to do forensic accounting. As you can see, it is a wide range of activities. Our most recent addition Bode Technologies and

Bode Labs is, we believe, the leading private DNA laboratory in the United States. This unit fits well with the other services we provide and gives us a single place for groups to find the answers to the activities that they need answers to.”

**CEOCFO:** Is it mostly having the range of high-quality and knowledgeable people, the right science or a combination?

**Dr. Schiller:** “The obvious side of our business whether it is James Lee Witt, Howard Safir, or Halsey Fisher; any of the people that we have brought in terms of their background is significant. They collectively have hundreds of years of experience in terms of consulting. One of the things we made early decisions on was not to get in the low-end guard work

and not to get into anything in technology that would be yesterday’s technology. We can stand clear in terms of our recommendation whether it is to the fire department, police department, business, communications or identifications equipment; they were going to pick the best, because we have no vested interest in anything less.”

**CEOCFO:** You deal with different types of companies, how do you present your services, and where are the best areas for you?

**Dr. Schiller:** “In today’s business world, we do advertising

and release marketing materials, but really, when you have the market leaders that we have, the relationships and the knowing of these people from their past experiences is really the best way to develop business opportunities and market what you have. Whether it is New York, Hong Kong, or Los Angeles, when one understands that you have the people that we have in the businesses that they develop, the marketing goes on. That is not to say that we do not specifically go after certain activities; we are certainly a part of professional conferences and exhibits and other things where the leaders of these businesses come together. We have held a meeting of risk managers on several occasions describing our abilities and

the activities we offer, that has been extremely successful for us.”

**CEOCFO:** Will you give us an example of a typical project?

**Dr. Schiller:** “We have put out press releases on a number of things that one could look at. It could be a hedge fund in the financial district of New York that is bringing in international investors to ensure they are complying with various government regulations, patriot act, and others. They would like to do background checks on those individuals to discover what they may or may not be involved in. It could be in East Asia, Middle East or anywhere. We have been very successful in putting those associates together and coming up with specific recommendations. In terms of disaster preparedness, we are now doing a considerable amount of work in universities and schools. Some of that has to do with reacting to unfortunately some of the recent tragedies that we have had in elementary schools as well as the other end; you might remember that a university such as Tulane after Katrina had to curtail many of their activities. Universities are now concerned about what happens from anything from a power outage to a windstorm, ice storm, hurricane or earthquake, on how they can continue their medical schools, law schools, and their day-to-day activities. It is a wide range of things that we do and we are very pleased with having the professionals to do those.”

**CEOCFO:** What is the financial picture of the company?

**Dr. Schiller:** “It is very good. We started out as a \$5 million a year revenue activity two years ago. Our run right now is approaching \$100 million. We are turning to be profitable as we speak and our acquisition strategy continues. As you know

for any major business that is in the public sector, we spend a good deal of our time to be Sarbanes-Oxley compliant and to be completely transparent to our shareholders. We have just recently filed for a NASDAQ listing; we hope to complete that within the next month or so. Everything in that area is moving forward well.”

**CEOCFO:** You believe 2007 will be a year of substantial growth for the company; what is ahead for the next few years?

**Dr. Schiller:** “I think it is a combination of growing organically and pushing profitability. We have done a successful job of integrating our company and at the same time we understand in order to grow in the marketplace, we are going to have to look beyond our borders as our acquisition strategy moves forward. We continue to look at those companies that could be closely aligned with our interests. We have a probable listing and pipeline of those activities and combining those two elements. Therefore, there is increasing profitability of the companies we have acquired, to bring in those companies that can supplement and add to our activities; I think we will be successful in the years ahead.”

**CEOCFO:** Is there much competition for you?

**Dr. Schiller:** “Not any public company that I am aware of. In the truest sense in terms of the range of activities, I think we are somewhat unique and as we continue we will even be more unique in the future. There are mom and pop investigative related ventures, companies and private activities that are around, but at the size we are, I believe we are the market leader and will continue to do that.”

**CEOCFO:** Why should potential investors be interested and what might they miss when they first look at the company?

**Dr. Schiller:** “We are not inventing a new product. We are using a software that is somewhat unique to the environment that we work in and we develop that. In the Main as one measures the kind of things that are important in the world that we live in, it is just not a terrorist threat, but the day-to-day business activities and how you ensure the success of what you are doing as a family, government agency or others. I think the most important thing that we have is we are somewhat immune to the other kind of factors that might affect businesses and that is that we are in the disaster preparedness business, and recovery business. When those kinds of things happen and there has been an average of one natural disaster in the United States a week in the last ten years, we are there to serve and we will continue to serve. I think the basic answer to the question of what is available to shareholders is a strong developing company that is growing organically as well molding and building those kind of companies that make us even better in the future.”

**CEOCFO:** What should readers remember about GlobalOptions Group?

**Dr. Schiller:** “I think that GlobalOptions Group is a somewhat unique company in its ability to meet the needs from individuals, companies to governments and I think those folks have recognized it and will continue to recognize it.”

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