



Safety, Security and Emergency Management Consulting and Training

Aanko Technologies Inc.

Statement of Qualifications

2026



Aanko Technologies Inc.

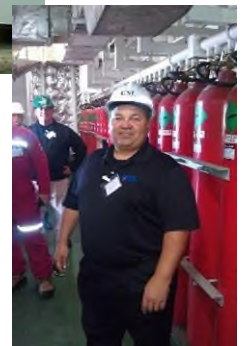
Safety and Security Solutions

Statement of Qualifications

AANKO (A-an-ko: a Dutch root word meaning: "Arrival at a destination during a journey.") Why follow the beaten path, when you can discover new frontiers at the forefront of your profession? Discover Aanko Technologies Inc., and "*Lead the Journey...*"™

Global Services

Risk Assessments
Safety & Security Consulting
Cyber-Physical Systems Consulting
Emergency Management Consulting
Engineering Studies
Training



www.aanko.com

Introduction

Aanko Technologies is a Certified Minority and Veteran-owned Business Enterprise providing Emergency Management, Safety and Security solutions since the summer of 1997. We have offices in Baltimore (MD), Honolulu (HI), Houston (TX), California (Los Angeles; San Francisco) and Federal Way, Washington.

We work with clients to analyze their Risk. Our assessments determine the **where and why** of investing valuable resources to protect their interests, **before** rolling out safety and security projects.

We are not aligned with any one product or methodology. We create solutions from best practices to promote your revenue generation and employee productivity, instead of selling a specific product that can drain your funds and may not further your strategic objectives.

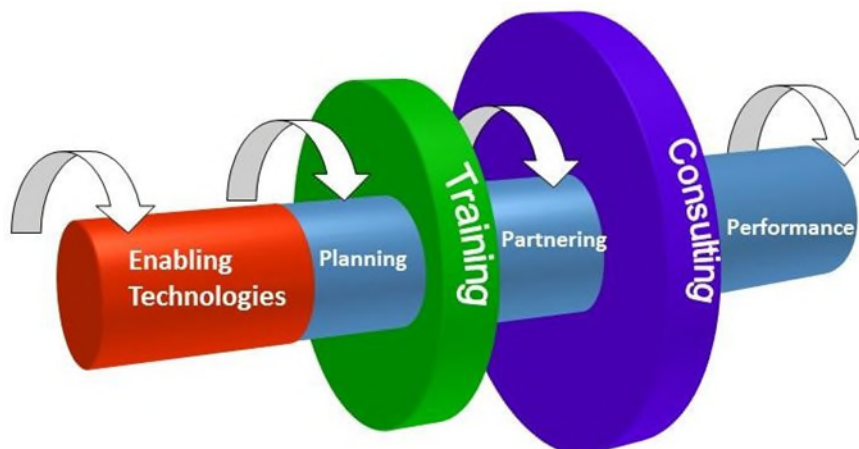
Our Mission

Assist clients to *Lead the Journey...*[™] at the forefront of their profession, by providing exceptional Safety and Security Consulting and Training Services.

The Aanko team comes from a broad multicultural background and includes over 160 years of combined experience with risk assessment, safety, cyber and physical security, and emergency management expertise, led by CEO Steve Longoria, the only person ever officially selected as the top professional in three different career classifications for the Department of Defense:

- **#1 Department of Defense Antiterrorism Manager**
- **#1 U.S. Air Force Security Specialist**
- **#1 U.S. Air Force Safety Manager**

Our dedicated team uses proven methodologies such as systems safety processes, industrial safety risk assessments, and cyber-physical security assessments, as well as emerging technologies to provide successful resolutions to client needs.



Quality / Environmental Management Systems

The Aanko team is familiar with the International Organization of Standards (ISO) implementing an effective Quality Management System (QMS) and Environmental Management System (EMS) to comply with regulatory, industry, and customer quality requirements. The QMS/EMS applies to all engineering activities that affect the quality of services furnished by Huron. It also defines the basic requirements of the client service contracts and serves as a commitment to our clients. Our QMS/EMS incorporates quality planning and provides a basis for managing project activities allowing us to monitor processes for continual improvement and overall cost control. The QMS/EMS activities are documented in accordance with written manuals, procedures, instructions, specifications, and drawings that contain appropriate criteria for determining whether prescribed activities have been satisfactorily accomplished. The following outlines the basic principles:

- Accuracy
- Constructability
- Cost Control
- Drawing Clarity
- Milestones
- Thoroughness of Detail

We have assisted Fortune 500 companies, municipalities, healthcare facilities, police agencies, fire departments, energy, chemical and aviation industries, universities and Ports in conducting risk assessments and developing emergency response plans, terrorism countermeasures, injury and illness prevention plans, hazardous materials business plans, and employee safety and security training programs.

Our efforts have helped to increase client safety and security ***while recovering over 50 million dollars*** in client corporate assets.

By partnering with Aanko Technologies Inc., your business has access to some of the best security and counterterrorism experts, emergency managers and safety engineers, and cutting-edge information technologies, providing quantifiable returns on your investment from the start.

We believe concepts and technologies implemented without a comprehensive plan is relevant to chaos. To ensure consultation derives the most cost effective, employee-involved benefit for clients, we have identified seven core indicators in our **SUCCESS™** pyramid.

Sustainment is our ability to deliver sustained strategic concepts. These concepts become the foundation blocks for short and long-range plans.

Uniformity is the merging of your key personnel with our “outside” view consultants to form a decision-making team. This ensures all facets of the safety and security environment are identified and analyzed.

Customer Focus is our understanding of core products or services to be delivered. This drives the identification, selection and level of shared risk taken to arrive at the project concept.

Creativity involves team openness, sharing and discussion of innovative ideas. We value each team member’s role in analyzing safety and security data and in creation of ongoing processes.

Empowerment identifies the knowledge each person brings to the team and provides the tools and authority necessary to meet their responsible tasks. This allows everyone to grow and excel while meeting team objectives.

Stability is provided by our client/consultant partnership to mentor, coach and advise teams to support safety and security process improvements for complete organization development.

Strength is gained by sharing knowledge among teams to classify project results, creating a learning organization that turns identified processes into action. Through a safe and secure environment, you can successfully position your organization to effectively lead your competition, while increasing revenue and productivity.

We customize our services to maximize your organizational strengths. This allows strategies and resources to work in practical, economical and powerful new ways to spur innovation and create new or expanded capabilities to increase revenue and maximize productivity.

At Aanko Technologies Inc., we plan, partner and perform with the client’s result in mind. We plan by using the concept of Understanding by Design, which is a framework for visualizing the client’s requested outcome with them and gaining insight to the organization’s ideas, people, and situations. We then analyze potential obstacles to success and partner with the client to resolve bottlenecks.

Through **Consultation**, our experts identify safety and security gaps and provide solutions to maximize an organization’s human and capital resources.



Aanko Technologies Inc.’s Success Pyramid®

In **Safety**, we perform a gamut of state and federal regulatory compliance consultation and training. Clients include organizations with several employees to several thousand, allowing us to offer expertise to clients and communities in a manner that best suits their needs.

In **Security**, our team includes cyber and physical system experts, with over 36 years of vulnerability assessment, counterterrorism, threat management and intrusion detection systems expertise.

Our **Emergency Management** assistance includes designing, developing, and implementing plans and programs that result in meaningful pre-disaster and emergency response actions by community and business personnel. Comprehensive drills and exercises are also designed and facilitated, as they are the most direct means of assessing client emergency plans and procedures and demonstrating the readiness of internal organization or external mutual aid responders.

Through **Training**, we assist organizations in fully developing their people for increased protection, awareness, and revenue generation.

We have **Information Technology and Cyber-Security** experts to integrate client processes for maximum asset protection and value. This expertise includes cybercrime identification, computer forensics, and network and cloud security with CFE, CISSP and CISA backgrounds.

Our team enhances an organization's development through additional human resources training to promote full safety and security prevention and protection for public and private sector clients.

The partial list of reference letters identified in the next pages provide measures of Aanko Technologies Inc.'s, performance through planning and partnering with clients over a sustained period of success.

By carefully defining each client's need relative to their mission, we continue to identify and overcome obstacles to achieve client goals. Achievements that help our clients "*Lead The Journey...*"[™] at the forefront of their profession.





Office of Emergency Services

3500 Apron Avenue Atwater, CA 95301
P (209) 385-7548 | F (209) 725-0174

Chris Trindade
Director
(209) 966-3622

March 31, 2026

Mark Pimentel
Assistant Chief
(209) 385-7344

Steve Longoria, CEO
Aanko Technologies, Inc.
1320B S. Main St, Ste. 191
Salinas, CA 93901

Adam Amaral
OES Manager
(209) 385-7344 x4866

Subject: Letter of Recommendation for Steve Longoria and Aanko Technologies, Inc.

It is my pleasure to provide this letter of recommendation for Steve Longoria and his team at Aanko Technologies, Inc.

Aanko Technologies recently completed a comprehensive update to the Merced County Emergency Operations Plan (EOP), which included the development of a Threat and Hazard Identification and Risk Assessment (THIRA) as well as countywide Continuity of Operations (COOP) plans. These plans are critical to Merced County's ability to effectively prepare for, respond to, and recover from emergencies and disasters of all types. The updated EOP establishes a clear framework for coordinated response across all county departments and partner agencies, while the THIRA identifies capability gaps and informs strategic investment in resources and training. The COOP plans ensure that essential government functions can continue without disruption during emergencies, supporting both immediate response and long-term recovery efforts. This project also included EOPs for the six incorporated cities, Hazard Annexes and 18 Emergency Support Function (ESF) Annexes, inclusive of county and city Critical Infrastructure and Cybersecurity areas.

Throughout the project, Mr. Longoria and the Aanko team consistently demonstrated a high level of professionalism, technical expertise, and dedication. Their staff brought extensive real-world experience from emergency operations centers (EOCs), which was evident in the practical and actionable nature of the planning documents they produced. Aanko's deep understanding of federal and state laws, regulations, policies, and best practices was seamlessly incorporated into all deliverables, ensuring both compliance and operational effectiveness.



Office of Emergency Services

3500 Apron Avenue Atwater, CA 95301 P
(209) 385-7548 | F (209) 725-0174

At the conclusion of the project, Steve and his team facilitated a large-scale all-day tabletop exercise involving well over 100 participants across the spectrum of the whole community. This exercise successfully validated the updated plans and provided valuable insights to further strengthen the County's preparedness and coordination capabilities.

I highly recommend Steve Longoria and Aanko Technologies, Inc. for emergency management planning, exercise development, and exercise facilitation. Their expertise, professionalism, and commitment to excellence make them an outstanding partner for any organization seeking to enhance its preparedness for all hazards and threats.

Sincerely,

A handwritten signature in blue ink, appearing to read "Adam Amaral", is written over a light blue horizontal line.

Adam Amaral
Merced County OES Manager
Merced County Office of Emergency Services
3500 Apron Avenue
Atwater, CA 95301
(209) 385-7344 ext. 4866
adam.amaral@countvofmerced.com

Selected Letters of Reference

STATE OF CALIFORNIA

GAVIN NEWSOM, Governor



CALIFORNIA DEPARTMENT OF TECHNOLOGY

P.O. Box 1810
Rancho Cordova, CA 95741-1810
(916) 319-9223

Liana Bailey-Crimmins, Director
Jared Johnson, Chief Deputy Director

January 3, 2023

Steve Longoria, CEO
Aanko Technologies, Inc
607 Elmira Road, Ste. 191
Vacaville, CA 95687

SUBJECT: Letter Of Recommendation for Steve Longoria and Aanko Technologies Inc.

To: Whom It May Concern

It is with great pleasure and confidence that I write this letter of recommendation for Steve Longoria and his team at Aanko Technologies, Inc. (Aanko).

Aanko recently completed the California Department of Technology's (CDT) threat and risk assessment (THIRA) project for 2022. The THIRA is conducted biennially, and this was the third consecutive contract awarded to Aanko. The THIRA includes comprehensive, enterprise-wide emergency management and business continuity risks, and physical and technological vulnerability assessments; an audit of the CDT—from response capabilities for environmental and natural hazard vulnerabilities, to physical security risks; and a final presentation and written report which provided THIRA findings that included mitigation and prevention recommendations.

Mr. Longoria and his Aanko team have consistently demonstrated that they are highly productive, detail oriented, and exceptionally knowledgeable in the field. They always uphold project timelines, adhere to budget, provide regular communication and status updates, and produce exceptional deliverables that are practical and ready to implement. Overall, the wealth of experience and knowledge in physical and information security, emergency and business continuity management, and federal and state policy compliance was exemplified throughout the project. Mr. Longoria and his team continue to surpass our expectations.

It is also noteworthy to mention that the final presentation provided by Aanko in November 2022 was so thorough, informative, and attention-grabbing, that our director commented on how impressed and engaged she was throughout.

I highly recommend Mr. Longoria and Aanko Technologies, Inc.'s security and emergency management services to any organization that wants to ensure safety and security risks are identified and mitigated.

Sincerely,

Karen Bailey

Karen Bailey, Business Continuity Specialist
CDT, Business Continuity Unit
10860 Gold Center Drive
Rancho Cordova, CA 95670

STATE OF CALIFORNIA

GAVIN NEWSOM, Governor

PUBLIC UTILITIES COMMISSION

505 VAN NESS AVENUE
SAN FRANCISCO, CA 94102-3298



DATE: April 28, 2022

TO: Steve Longoria, CCP, CPE, CPM, CBPATS, CPTED, TLO
Chief Executive Officer
Aanko Technologies, Inc

SUBJECT: Letter of Recommendation for Steve Longoria and Aanko Technologies, Inc.

To whom it may concern.

It is with great confidence that I provide this professional Letter of Reference for Steve Longoria and his Aanko Technologies Inc. ("Aanko") staff. The California Public Utilities Commission (CPUC) selected Aanko to develop our formal Business Continuity Plan and work with our leadership team to build a scalable and achievable product supporting our core businesses.

This large project is being led by Steve Longoria as the Project Manager and Technical Lead from Aanko, and the level of engagement, communication, knowledge-sharing, and diligence to statewide standards has been crucial and invaluable. The Aanko team understands the full scope of our enterprise needs and works to manage the needs of our varied and broad Divisions. This still developing project required extensive document reviews, site surveys, and security reviews with leadership, operations, Information Technology Services, and our varied Program Divisions. The Aanko team has been successful in merging the CPUC's diverse oversight responsibilities to these complex standards and has been a strong partner in working with our teams to position the CPUC for continued success and operational integrity.

Lastly, it is of note that much of this work has been done under pandemic controls and staffing shortages that have impacted the CPUC's teams. Even with these obstacles, our mission remains on track, and I have been pleased with Mr. Longoria's commitment to not only our project, but the training and development of CPUC staff to develop a superior product. It is my honor to recommend Aanko and Mr. Longoria and I have confidence that his team's robust industry knowledge and steadfast partnership will produce an excellent outcome.

Sincerely,

Daniel Dias

Daniel Dias
Staff Services Manager III
Management Services Branch
CA Public Utilities Commission
Daniel.Dias@cpuc.ca.gov
(916) 894-5637



PORT OF REDWOOD CITY

Serving Silicon Valley

Port Commissioners
RICHARD S. CLAIRE
RALPH A. GARCIA
LORIANNA KASTROP
STAN MAUPIN
NANCY C. RADCLIFFE

August 08, 2022

Steve Longoria, CCP, CPE, CPM, CBPATS, CPTED, TLO
Chief Executive Officer
Aanko Technologies, Inc
607 Elmira Road, Ste. 191
Vacaville, CA 95687

Subject: Port of Redwood City Letter of Reference for Aanko Technologies Inc.

To Whom It May Concern:

Please allow this letter to serve as the Port of Redwood City's (Port) Letter of Reference for Aanko Technologies Inc. ("Aanko") to assist in the Safety, Security or Emergency Management needs for any private/public sector organization. Strategically located between San Francisco and Silicon Valley, the Port is a key component of security and emergency operations for the south San Francisco Bay Area. Aanko has served the Port for nearly 20-years, in safety, security and emergency management.

Mr. Steve Longoria, CEO of Aanko, is an exceptional "hands on" project manager who, along with his highly effective team, keeps all communication channels open and engages collaboratively in all project facets to deliver exceptional results every time. Aanko's noteworthy expertise validates our trust in their work over the years, resulting in our Port achieving many successful operational outcomes. In the last four years, Aanko's outstanding accomplishments at the Port include:

1. Developed the 5-Year Facility Security Assessment and Facility Security Plan approved by the U.S. Coast Guard in 2022, including the Cybersecurity Annex.
2. Updated the Port's Emergency Operations Plan in 2022.
3. Developed the FEMA Federal Staging Area (FSA) Activation Plan for the Port, including Tabletop (TTX) and Full-Scale Exercise (FSE) validations to gain FEMA FSA approval.
4. Wrote and secured over \$5 million dollars in grant funding for critical maritime infrastructure improvements.
5. Created the initial design for the Port's new Interagency Operations Center.
6. Trained Port staff, contract security guard force and tenant FSOs in Safety, Emergency Management, and Port Security Operations.
7. Created and oversaw the re-design of the Port's security infrastructure, including video surveillance, lighting, and restricted area fencing.
8. Conducted and evaluated multi-jurisdictional TTX and FSEs annually with mutual aid partners to meet U.S. Coast Guard Maritime Transportation Security Act regulatory requirements.
9. Worked (Mr. Longoria) as our Contracted Chief Security Officer, Port Facility Security Officer (FSO) and also as Interim Director of Port Operations for over one year during the Port's critical COVID-19 Pandemic staffing shortage, providing exceptional operational leadership to Port field staff, regulatory agencies and Port tenants.

I highly recommend the Aanko Team for any critical projects that require high-quality outcomes. The Aanko Team is highly professional, great to work with, and always exceeds our expectations. I am confident future clients will gain similar results.

Sincerely,

Kristine A. Zortman
Executive Director

675 Seaport Boulevard, Redwood City, CA 94063 | 650-306-4150 | info@redwoodcityport.com

Fire Department
755 Marshall Street
Redwood City, CA 94063



Administration
Telephone (650) 780-7400
FAX (650) 780-7461
<http://www.redwoodcity.org>

May 14, 2021

To whom it may concern,

It is with great confidence that I provide this Letter of Reference for Aanko Technologies Inc. ("Aanko") to assist in any Safety, Security or Emergency Management needs any private or public sector organization may need. Our Fire Department, and the City of Redwood City as a whole, including the Port of Redwood City, has benefitted immensely in the 18 years of working with Aanko.

Their "Hands-on" CEO, Steve Longoria, is an exceptional Project Manager who, along with his highly effective team, keeps all communication channels open and engages collaboratively in all project facets -and they deliver high quality results every time.

From Incident Command System training for over 700 City and Port workers, to developing City and Port Emergency Operations Plans and Annexes, to regionally integrated FEMA/CalOES required Federal Staging Area Activation Plans at the Port, Aanko has been successful in every endeavor.

Aanko has also worked as Homeland Security Exercise and Evaluation Program (HSEEP) designers and facilitators of Tabletop, Functional and Full-Scale Exercises to validate these plans and stakeholder resource capabilities. When the Pandemic was upon us in March of 2020, Aanko worked with each of our Departments, and the City as a whole, to create an Infectious Disease Pandemic Response Continuity of Operations Plan in less than 20 days! The plan has been successfully used during this entire national pandemic disaster, which has resulted in maintaining our City and Port mission essential community services.

It is without any trepidation that I recommend Aanko Technologies Inc. to assist in your emergency management efforts.

Sincerely,

A handwritten signature in blue ink, appearing to read "Chuck Lax", is written over a faint, larger signature.

Chuck Lax
Acting Deputy Fire Chief

*City of Redwood City Core Purpose:
Build a great community together.*

*Redwood City Fire Department Mission Statement:
To protect life, property, and the environment from fire, medical, disaster, and hazardous materials related incidents through emergency mitigation, public education and code enforcement.*



Gavin Newsom, Governor
California Labor and Workforce Development Agency



May 12, 2021

To whom it may concern

I highly recommend Aanko Technologies Inc (Aanko) to assist in developing your emergency plan, and I am pleased to offer this Reference Letter on their behalf.

Aanko has provided Safety, Security and Emergency Management services for the State of California Employment Development Department (EDD) from 2019-2021 to assist us in our statewide mission. First, we selected Aanko to conduct a security assessment of statewide facilities in 2019 to identify risks against EDD personnel and assets.

In 2020, we again selected Aanko to conduct a Business Impact Analysis (BIA) for the entire EDD. As part of this BIA project, Aanko updated the Enterprise-level Continuity of Operations Plan (COOP), Revised all 15 Branch and Division Business Resumption Plans (BRPs), including re-validation of all Mission Essential Functions (MEFs); created an Enterprise-level Crisis Communication Plan and Emergency Operations Plan; and provided business continuity training to all state-level Business Continuity Office (BCO) staff.

Aanko's team is highly productive, detail oriented, and consistently maintain an open communication process. Further, in all our engagements with Aanko, they maintained a critical project timeline on schedule and under budget, with consistent monthly summary reports. They are unique as consultants, in that, they not only seek to understand our mission, but when they do, they also shared knowledge of lessons learned and best practices. This unique understanding and knowledge-sharing enabled our EDD team to integrate these tools into valuable practices to drive our mission success. Not only is the Aanko Project Manager, Steve Longoria, and his experienced team great to work with, they produce exceptional deliverables that are practical and ready to implement.

I believe they will do no less for your organization.

Andrew Mock

Business Continuity Office Section Chief - Employment Development Department



 **King County**
Department of Metro Transit
Security & Emergency Management
901 5th Avenue Building
901 5th Avenue
Mailstop 901-MT-0460
Seattle, WA 98164

DATE: February 10, 2021

TO: Steve Longoria, CCP, CPE, CPM, CBPATS, CPTED
Chief Executive Officer
Aanko Technologies, Inc.
607 Elmira Road, Ste. 191
Vacaville, CA 95687

**SUBJECT: LETTER OF RECOMMENDATION FOR KING COUNTY METRO TRANSIT
SECURITY AND EMERGENCY MANAGEMENT MASTER PLAN PROJECT**

To Whom It May Concern:

It is with great confidence that I provide this professional Letter of Reference for Steve Longoria and his Aanko Technologies Inc. ("Aanko") staff. We selected Aanko to conduct a comprehensive Threat and Vulnerability Assessment and development of our Security and Emergency Management Master Plan for our entire METRO Transit system throughout King County, from July 2019-March 2020.

Led by Steve Longoria as the superb Project Manager and Technical Lead from Aanko, the level of engagement, communication, knowledge-sharing with our staff and comprehensive top-to-bottom TVA and Security and Emergency Management Master Plan was nothing short of outstanding! Understanding the full scope of our enterprise, from bus operations, to our contractual obligations of providing operators and maintainers for the Sound Transit Link light rail, was no easy task.

This project required extensive document reviews, site surveys, and security culture and climate interviews with all levels of METRO personnel, including leadership, operations, maintenance, contracted sworn transit police, and our contracted non-sworn security force.

Your team also engaged with Sound Transit leadership, conducted detailed interviews with the Federal Department of Homeland Security, and met with various departments within the County, including Risk Management, Safety and Human Resources. Key to this was your Aanko Team's ability to gain complete understanding of our vast scope of operations. To our genuine appreciation, your team dove right in and immersed yourselves with knowledge of our stakeholders, and our system strengths and operational gaps.

The level of your transit safety, security and emergency management knowledge was exceptional, to say the least. To have your team complete this project AND, to complete another two projects we added to assist us with our Rapid Ride program by completing Safety and Security Management and Certification Plans, while dealing with the onset of the COVID-19 Pandemic toward the end of the project, was nothing short of amazing.

Your assistance and consultation with the FTA, working hand-in hand with our Metro team, helped us gain over 150 million dollars from the FTA due to your comprehensive work on the Rapid Ride G-line, while still completing this TVA and Security Master Plan within budget.

Letter Of Recommendation For King County Metro Transit Security and Emergency Management Master Plan Project Aanko Technologies Inc.- Pg 2

Our team at King County Metro is very impressed with all project deliverables, including delivery of a comprehensive TVA, a gap analysis that outlines, in detail, the system shortfalls requiring improvements, and a concise and well-written Security and Emergency Management Master Plan, complete with ROM costs. These project deliverables will aid us tremendously as we strive toward the security and emergency management excellence you always spoke about; yes-you made believers out of us!

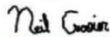
It is evident your Aanko Team prides itself on dedicated and exceptional customer service, and we are grateful to be a recipient.

Lastly, I cannot stress enough that not only did you do all the above, but your team took many of Metro's staff under your wing and provided on-going training on what you were doing, why you were doing it, and how Metro can continue its own self-assessment process!

Steve, I highly recommend Aanko Technologies to any agency, especially public agencies. Those who seek a holistic assessment of their safety, security and emergency management programs, and desire a comprehensive and cost-effective means of achieving operational excellence, will find no better resource, than the Aanko Team to lead them.

I am sure all of your future clients will be exceptionally pleased with the results of any project you undertake for them-we sure are!

Sincerely,



neil crosier (Feb 11, 2021 16:49 PST)

Neil Crosier (he/him)

Superintendent, Security & Emergency Management

King County Department of Metro Transit

(206) 477-5917 | neil.crosier@kingcounty.gov

Metro Ltr of Reference-Aanko - NC

Final Audit Report

2021-02-12

Created:	2021-02-12
By:	Edward Burich (Edward.Burich@kingcounty.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAotW8YwWoJsGq6R1i7E1GXuT2xaL3qpP

"Metro Ltr of Reference-Aanko - NC" History

Document created by Edward Burich (Edward.Burich@kingcounty.gov)

2021-02-12 - 0:41:39 AM GMT - IP address: 198.49.222.20

Document emailed to neil crosier (neil.crosier@kingcounty.gov) for signature

2021-02-12 - 0:42:04 AM GMT

Email viewed by neil crosier (neil.crosier@kingcounty.gov)

2021-02-12 - 0:42:54 AM GMT - IP address: 23.103.200.254

Document e-signed by neil crosier (neil.crosier@kingcounty.gov)

Signature Date: 2021-02-12 - 0:49:46 AM GMT - Time Source: server- IP address: 73.109.63.10

Agreement completed.

2021-02-12 - 0:49:46 AM GMT

STATE OF CALIFORNIA

GAVIN NEWSOM, Governor



CALIFORNIA DEPARTMENT OF TECHNOLOGY
P.O. Box 1810
Rancho Cordova, CA 95741-1810
(916) 319-9223

Amy Tong, Director
Richard Rogers, Chief Deputy Director

February 09, 2021

Steve Longoria, CEO
Aanko Technologies, Inc
607 Elmira Road, Ste. 191
Vacaville, CA 95687

Subject: Letter of Recommendation for California Department of Technology's (CDT) BIA Risk and Vulnerability Assessment

To Whom It May Concern:

It is with great pleasure that I write this letter of recommendation for Steve Longoria and Aanko Technologies, Inc. Aanko Technologies, Inc. recently completed the California Department of Technology's (CDT) threat and hazard identification and risk assessment (THIRA) project from July 2020 to December 2020. The THIRA is conducted biennially and provides a framework for mission critical organizations to address issues and incidents that occur due to defined threats and hazards.

Mr. Longoria and his team at Aanko Technologies, Inc. worked efficiently and adhered to the project schedule proposed for the project. The wealth of experience and knowledge in physical security, business continuity management, and Federal policy compliance was exemplified throughout the project. Mr. Longoria and his team surpassed expectations when completing the assessment under the continuously changing landscape and limitations as a result of the COVID-19 pandemic. Specifically, Mr. Longoria and his team were able to effectively (1) conduct a Business Impact Analysis full premise field study, (2) assess administrative security controls to eliminate and/or manage vulnerabilities exploitable by physical threats, (3) review security policies and procedures, (4) assess mission critical functions, roles and responsibilities, and (5) review all emergency plans and roles and responsibilities therein to carry out department and state-level Incident Command System response and recovery protocols to meet business continuity requirements. As well, they conducted a comprehensive system documentation and network diagrams review related to CDT's facilities and information systems, and provided detailed and cost-effective risk mitigation recommendations based on validated threat.

The level of detail provided in the final assessment was beyond our expectations. Our management team stayed well informed through comprehensive monthly status updates and the Aanko team was always available to address questions throughout the project. We highly recommend Aanko Technologies, Inc.'s physical and cybersecurity risk and vulnerability assessment services to other agencies.

Sincerely,

A handwritten signature in black ink, appearing to read "Amanda Huynh".

Amanda Huynh, Information Technology Specialist I
CDT, Internal Business Applications
10860 Gold Center Drive
Rancho Cordova, CA 95670
Amanda.Huynh@state.ca.gov



State of California • Arnold Schwarzenegger, Governor
State and Consumer Services Agency

DEPARTMENT OF GENERAL SERVICES
Procurement Division

707 Third Street • West Sacramento, CA 95605 • (916) 375-4400 • Fax (916) 375-4505 • www.pd.dgs.ca.gov

July 7, 2017

Mr. Steve Longoria
Aanko Technologies Inc.
607 Elmira Road, Suite 191
Vacaville, CA 95687

**SUBJECT: Department of General Services, Procurement Division Emergency Plan and
Standardized Emergency Management (SEMS) / Continuity of Operations Plan
(COOP) Emergency Procurement Vendor Matrix**

Dear Mr. Longoria:

Aanko Technologies Inc. recently completed work on the Department of General Services Procurement Division Emergency Plan, Standardized Emergency Management System (SEMS)/COOP Emergency Procurement Vendor Matrix, and Gap Analysis Report. The Plan and Matrix provided to us will greatly enhance our ability to continue with the Department's mission critical business functions in the event of a disaster, and to fulfill our statewide procurement responsibilities as delegated to us through an Administrative Order from the Governor's Office of Emergency Services.

The materials provided to us were customized to meet our Department's needs. They not only fulfilled the terms of the contract, but they greatly exceeded our expectations in many areas. In particular, the SEMS/COOP Emergency Procurement Vendor Matrix, whereby your team coordinated a capabilities assessment using the Federal Target Capabilities List by establishing relationships with vendors throughout the state, in order to integrate over 20,000 vendor contracts into a user-friendly system to rapidly obtain supplies and services during local, regional and statewide disasters affecting the State of California.

Thank you for providing our organization with a very useful plan and SEMS/COOP Emergency Procurement Vendor Matrix for responding to emergencies and disasters. I would recommend Aanko Technologies Inc. to any organization desiring a comprehensive Emergency Management approach.

Sincerely,

Theresa M. LeClaire, Program Analyst
DGS Procurement Division
707 Third Street, 2nd Floor (South)
West Sacramento, CA 95605-2811
(916) 375-4383 (voice)
(916) 375-4663 (fax)
theresa.leclaire@dgs.ca.gov

STATE OF CALIFORNIA

EDMUND G. BROWN JR., Governor



CALIFORNIA DEPARTMENT OF TECHNOLOGY
P.O. Box 1810
Rancho Cordova, CA 95741-1810
(916) 319-9223

Amy Tong
Director

August 17, 2016

Steve Longoria, CEO
Aanko Technologies, Inc.
607 Elmira Road, Ste. 191
Vacaville, CA 95687

SUBJECT: CALIFORNIA DEPARTMENT OF TECHNOLOGY (CDT) RISK AND VULNERABILITY ASSESSMENT 2016

Dear Mr. Longoria:

Aanko Technologies Inc. recently completed work on an enterprise-wide business continuity risk and physical vulnerability assessment for the California Department of Technology (CDT). The extensive data collected, along with our internal Business Impact Analysis (BIA), was necessary to complete our Department's Technology Recovery Plan (TRP) and fulfill the California Information Security Office's submittal deadline of January 1, 2017.

Mr. Longoria, you and your team were able to work efficiently within the short timeframe we provided and the overall experience was outstanding. Your team was able to sufficiently assess the physical security controls of our six (6) facilities multiple times, including our two (2) data center locations. Extensive interviews were conducted with various CDT administrative and technology program areas to evaluate business process risk.

The professionalism your team exhibited made working together a pleasure, and the wealth of experience in the field of physical security, business continuity management and State and Federal policy compliance (SAM, SIMM, FIPS, FISMA etc.) was extraordinary. Our management stayed well informed with your comprehensive bi-monthly status presentations and you were always available for questions during the course of the project.

The level of detail provided in the final assessment was beyond our expectations. We look forward to an opportunity to work with Aanko Technologies Inc. again in the future and highly recommend your services to other agencies.

Sincerely,

A handwritten signature in cursive script that reads 'Jennifer Martin'.

Jennifer Martin, Staff Information Systems Analyst
CDT Business Resumption Services Unit
10860 Gold Center Drive,
Rancho Cordova, CA 95670
(916) 431-4097
Jennifer.martin@state.ca.gov



PORT OF REDWOOD CITY
San Francisco Bay

675 Seaport Boulevard
Redwood City, California 94063-5568
650 306 4150 FAX 650 369 7636
E-mail: portofrc@redwoodcityport.com

December 8, 2012

Mr. Steve Longoria
Aanko Technologies Inc.
607 Elmira Road, Suite 191
Vacaville, CA 95687

SUBJECT: Emergency Management Support – Letter of Reference

Dear Mr. Longoria:

The Port of Redwood City is the only deepwater port in south San Francisco Bay. Strategically located between San Francisco and Silicon Valley, the Port is a key component of water emergency operations for the Bay Area. Since January 2003, we have used Aanko Technologies, Inc. (Aanko) to help meet our federal and state homeland security requirements.

Accomplishing our strategic homeland security goals over the last 10 years has been no easy task, requiring Aanko to work with internal and external stakeholders, including the US Coast Guard, and local and federal law enforcement on a myriad of projects. One of our key 2010 goals was to improve our operational capacity and capability to respond to regional catastrophic disasters. With this in mind, the Port of Redwood City was selected as the lead exercise site location for Golden Guardian 2010, with a terrorist attack on Bay Area ports as the main scenario. Aanko led the regional exercise planning and evaluation at our Port with full approval of the California Emergency Management Agency.

Aanko conducted comprehensive local and regional plan reviews and tabletop and functional terrorism response scenario exercises with Port staff and city, county, regional, state and federal partners. This building block approach culminated in the largest multi-agency, public-private partnership full scale exercise in Golden Guardian history, including direct participation of FEMA and the California National Guard. We also received site visits by the Secretary of the California Emergency Management Agency, Matthew Bettenhausen, and other federal, state, regional, and local VIPs. This exercise was a productive and outstanding success.

Aanko's continued exceptional expertise validates our trust in your work over the years, resulting in our achieving many noteworthy operational outcomes. I highly recommend you and your Aanko Team for any homeland security and emergency management projects. Your Aanko Team is highly professional, great to work with, and always exceeds our expectations. I am confident other future clients will gain similar results.

Sincerely,

Michael Giari
Executive Director

Port Commissioners
Richard S. Claire
Tom Cronin
Richard "Dick" Dodge
Ralph A. Garcia, Jr.
Lorianna Kastrop

STATE OF CALIFORNIA —DEPARTMENT OF CORRECTIONS AND REHABILITATION

EDMUND G. BROWN, JR., GOVERNOR

OFFICE OF CORRECTIONAL SAFETY

P.O. Box 942883
Sacramento, CA 94283-0001



Mr. Steve Longoria
Aanko Technologies Inc.
607 Elmira Road, Suite 191
Vacaville, CA 95687

Mr. Cole Emerson
Cole Emerson & Associates
1717 Alacante Drive
Roseville, CA 95747

January 18, 2012

**SUBJECT: Contract #5600001597 — Department of Corrections and Rehabilitation
Continuity Plan Development and Continuity Plan Template Development**

Dear Mr. Longoria & Mr. Emerson:

Emergency response in the event of a disaster or critical incident may result in crucial loss of operational capacity within our organization. To enable us to meet our required critical 24/7 365 days a year business resiliency, we selected Aanko Technologies, Inc. (Aanko) and Cole Emerson & Associates (your "Aanko Team") to complete a Continuity Plan and Continuity Plan Template for our organization, the California Department of Corrections and Rehabilitation (CDCR). These documents guide the continuation of operations for CDCR, by far the largest agency within the State of California, with over 50,000 employees, 33 institutions, and over 100 facilities disbursed throughout the state.

Accomplishing this Continuity Plan build was no easy task, requiring your Aanko Team to conduct extensive and detailed reviews of our operations and a myriad of departmental policies and plans, to consider all related business impacts throughout our diverse organization. The second part of the project was to develop a continuity plan template to be used by the 33 institutions, located throughout California, to assist in meeting their operational resiliency needs.

Aanko not only delivered on time, but under budget. To complete the project, our complex system required your Aanko Team to conduct a comprehensive business impact analysis of all our operations. Your Aanko Team had to conduct several detailed meetings and visit a number of operational sites within a very fast-paced project.

Key to this was your Aanko Team's ability to gain complete understanding of our vast scope of operations, capabilities and capacity to maintain mission essential functions. To our genuine appreciation, your Aanko Team drove right in and immersed yourselves with knowledge of our stakeholders, our system strengths, and our operational gaps. The level of your Aanko Team's business continuity knowledge, expertise and willingness to assist was exceptional to say the least. To have your team complete these projects from start to end in such a short time frame (four months) validates your extreme dedication to your clients-and we are delighted to say we were one of them!

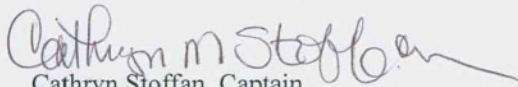
Page 2

Our team at CDCR is very impressed with the final deliverables, including delivery of a comprehensive Gap Analysis that outlines, in detail, the shortfalls requiring improvement to meet our continuity challenges.

As a value-added, your Aanko Team also provided CDCR with a Damage Assessment Evaluation Tool and a Continuity Data Collection and Planning Tool to be used with our continuity template, which came complete with comprehensive instructions to ensure we are in compliance with State of California and federal continuity standards. These extra items were not part of the contract deliverables, nor requested by CDCR. However, we are delighted to have received these quality tools to further our continuity efforts. It is evident your Aanko Team prides itself on exceptional customer service, and we are grateful to be a recipient.

Steve, I highly recommend you, as our exceptional Project Manager from Aanko, and Cole, your superb operational planner, from Cole Emerson and Associates, and your entire Aanko Team, for any and all future business continuity and emergency management projects. Your Aanko Team is highly professional, great to work with, and passionately give 100 percent to meet your client's needs. I am sure all of your future clients will be exceptionally pleased with the results from any project you undertake for them... we sure are!

Sincerely,



Cathryn Stoffan, Captain
Emergency Planning and
Management Unit, OCS
1515 S Street, Room 201-N
Sacramento, CA 95811-7243
(916) 323-4526
Cathryn.Stoffan@cdcr.ca.gov

EDMUND G. BROWN JR.
GOVERNOR



Cal EMA
CALIFORNIA EMERGENCY
MANAGEMENT AGENCY

MIKE DAYTON
ACTING SECRETARY

Steve Longoria, CCP, CHS-III, CPM
Chief Executive Officer
Aanko Technologies Inc.
607 Elmira Rd, Ste 191
Vacaville, CA 95687

Mr. Longoria,

On behalf of California Emergency Management Agency, Training and Exercises, I would like to extend my appreciation for your essential contributions to the Golden Guardian Exercise Series over the past few years.

To ensure the success of the Golden Guardian Exercise Series, it is imperative to have collaborative efforts and dedication from many different agencies and organizations. During the Golden Guardian 2010 Full-Scale Exercise, your leadership in developing interagency coordination in the City of Redwood City and the Port of Redwood City was exemplary. We also recognize the additional planning efforts you put forth to host state and local agency executive staff and local officials the day of your full-scale exercise.

Based on your excellent leadership and extraordinary contributions, we proudly bestow unto you the California Emergency Management Agency Homeland Security Training and Exercise challenge coin for excellence.

We look forward to working with you in future Cal EMA events.

Steven Goff
Assistant Director
Exercise Division
California Emergency Management Agency

3650 SCHRIEVER AVENUE MATHER, CA 95655
TRAINING AND EXERCISES BRANCH
(916) 845-8506 PHONE • (916) 323-7448 FAX

STATE OF CALIFORNIA--HEALTH AND HUMAN SERVICES AGENCY

EDMUND G. BROWN JR., Governor

DEPARTMENT OF DEVELOPMENTAL SERVICES

1600 NINTH STREET, Room 240, MS 2-15
SACRAMENTO, CA 95814
TDD 654-2054 (For the Hearing Impaired)
(916) 654-1503



May 26, 2011

Mr. Steve Longoria
Aanko Technologies Inc.
607 Elmira Road, Suite 191
Vacaville, CA 95687

**SUBJECT: Contract #HD950013 – Department of Developmental Services'
Department Operations Plan and Regional Center Emergency Plan
Template Development**

Dear Mr. Longoria:

Aanko Technologies, Inc. (Aanko) recently completed two projects for the Department of Developmental Services (DDS). The first was the development of the DDS Department Emergency Plan (DEP), which guides our emergency response in the event of a disaster or critical incident. Accomplishing this required Aanko to conduct extensive and detailed reviews of our Continuity of Operations Plan (COOP), our Bateson Building Emergency Response Plan, and other departmental policies and manuals to consider all related matters and ensure consistency throughout these documents. The second project was to develop an emergency plan template to be used by the 21 regional centers, located throughout California, that contract with DDS to assist in providing services to over 240,000 citizens with developmental disabilities that are in the DDS service system.

The DDS system is very complex. In addition to working through the regional centers, DDS operates four (seven at the time these projects were in development) developmental centers and community facilities, which provide 24-hour habilitation and treatment services for residents with developmental disabilities. The decentralized nature of our system, as well as the lack of understanding of developmental disabilities, generally complicates emergency planning. However, this did not create a problem for Aanko. DDS is very impressed with Aanko's knowledge of our consumers and stakeholders, our system and Aanko's level of preparedness necessary to complete these projects from start to end.

DDS is extremely satisfied with the final deliverables, as they went far beyond our expectations. Aanko was only charged with development of the DDS DEP and the regional center emergency plan template; however, they provided a few other very useful tools. After finalizing the DEP, Aanko delivered a Gap Analysis, which

"Building Partnerships, Supporting Choices"

Mr. Steve Longoria
Page Two

documents the additional processes and/or systems recommended to assist DDS in meeting its emergency management needs. Also, DDS and each regional center received an Emergency Plan Evaluation Tool to be used to determine if our emergency plans are in compliance with State of California and federal standards. Aanko even took steps to ensure that the regional center emergency plan activities were consistent with the DDS DEP. Lastly, Aanko created comprehensive resource lists for each regional center, which include the contact information for hospitals, law enforcement, and emergency response agencies in their respective areas. These extra items were not requested by DDS and not part of the contract deliverables. These are demonstrations of some, not all, of the examples of Aanko's excellent customer service!

Aanko not only delivered on time, but under budget. To complete the project, the Aanko team had to conduct several meetings at various locations in California to reach everyone. They met with approximately 100 representatives from DDS, regional centers, developmental centers and community facilities. These representatives had various levels of understanding emergency response planning and organization. Aanko customized and conducted basic emergency training to familiarize all participants – another bonus for DDS! The team was willing to perform extra work while continuing to make critical deadlines in a very fast-paced project.

Most compelling is the depth of support from the entire company. All of the Aanko team members speak the same language of dedication, commitment, and customer care. I have the utmost respect for the company as they definitely stand out as leaders in their field – highly professional, well-trained, and most cooperative. I am grateful for the opportunity to have worked with Aanko. I wholeheartedly recommend Aanko for any forthcoming project that falls in their area of expertise.

Sincerely,



Antoinette Johnson,
Coordinator of Emergency Preparedness
Department of Developmental Services
1600 Ninth Street, Room 240, MS 2-15
Sacramento, California 95814
(916) 654-1503 phone
(916) 651-8210 fax
antoinette.johnson@dds.ca.gov

STATE OF CALIFORNIA

ARNOLD SCHWARZENEGGER, Governor



GOVERNOR'S OFFICE OF EMERGENCY SERVICES

PREPAREDNESS BRANCH
3650 SCHRIEVER AVENUE
MATHER, CALIFORNIA 95655
916-845-8731 FAX: 916-845-8736



December 28, 2006

Mr. Steve Longoria
Aanko Technologies Inc.
607 Elmira Rd. Suite 191
Vacaville, California 95687

SUBJECT: CONTRACT #0228-6, STATE OF CALIFORNIA EXECUTIVE BRANCH
COOP/COG PLAN

Dear Mr. Longoria:

Aanko Technologies ("Aanko") recently completed work on the State Executive Branch Continuity of Operations/Continuity of Government (COOP/COG) Plan. The expertise for this project clearly rested with Aanko, and yourself as the Project Manager. This plan was placed on a fast track for completion, from start to finish, in less than 45 days. During the time allotted, we celebrated Thanksgiving and Christmas, which further reduced the time for project completion. (The Plan and all associated products are classified "confidential" and due to the potential threat to Homeland Security, are not available for public review.)

The project included a review of COOP/COG plans for 93 Executive Branch agencies to determine essential functions needed to continue providing services to the people of California. The review further determined the gaps between these agency functions and the required State-level essential functions needed to successfully complete this mission. The project also included a Gap Analysis Report, a Report to the Citizens of California on our COOP/COG Project, and a Multiyear Exercise Strategy. To top it off, your team had the ability to not only develop these documents, but to ensure detailed reviews from agencies that would be tasked under the State COOP/COG Plan.

I would like to take this opportunity to express our complete satisfaction with the finished product. Aanko not only fulfilled the terms of the contract, they vastly exceeded our expectations in all areas.

Not only was Aanko under budget, but they completed all project tasks with a week to spare!

I would also like to comment on the exceptional working relationship that developed between the Aanko staff and our OES COOP/COG Team. Specifically, Rick Cruz, James Heringer, and yourself. It is evident each of you is highly knowledgeable in Emergency Management and COOP/COG, and were conscientious and thorough in the development of these critical documents by taking time to make sure the State's specific needs were addressed.

Mr. Steve Longoria
December 28, 2006
Page Two

The developed State Plan and associated documents will greatly enhance the State of California's ability to continue operations necessary to providing essential services to the citizens of California.

Thank you again for your great service and exceptional expertise. I would highly recommend Aanko to any organization desiring a holistic approach to their emergency management and COOP/COG needs.

Sincerely,



Steven DeMello
Program Manager, Preparedness Branch
Governor's Office of Emergency Services



"Lead the Journey..."™
