



November 2016

To Whom It May Concern,

The following is a letter of reference endorsing Adam Cohen and his company Perceptage. We have worked with Adam for over six months now and our experience has been excellent. Our relationship began late last academic year when Adam was invited to observe one of our lockdown drills. Not only was he generous with his time but also with his advice. He spent over an hour with us offering free advice on how we could improve our drill. Furthermore, he gave great suggestions on how we could enhance the security of our school while maintaining our mission of being open to the community. So impressive were his ideas, that we hired him to do a complete security audit of our school. Adam spent over a week in our community studying the building, talking to staff members and learning our routine. The end result was a thorough security report which was not only practical and in line with our community philosophy but broke down the plan of action into measurable short, medium and long term objectives. Adam reviewed the report with our admin team, answered questions and helped us prioritize the work in view of our budget and upcoming renovations. Adam then referred various experts in the field based on their work and reputation. These contacts proved to be great referrals as they also did an excellent job at a very competitive price. In addition to referrals, Adam was also present during most of the security upgrades ensuring it was done properly and to the highest standards. By the end of the summer, thanks to Adam, our short-term objectives were complete. As our relationship with Adam continues to grow he has been instrumental in training faculty and staff in various emergency situations, which will soon be extended to our student body. In short, Adam is the real deal and you will not regret using him, and his company Perceptage, for your security needs.

Sincerely,  
Vincent Fulvio  
VP Discipline Loyola HS