



Glowing Invisible Defense Barriers

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The **Invisible Barrier** tracks movement across a country's borders by putting down **sand on "steroids"**, which draws radiation from the sun and **glows all night**. As people move across the border, the fluorescent material will be disturbed, indicating areas of high traffic crossings. Sentry Visions can cover more areas and borders for 50-75% less than what is now being spent on border security projects.

Border Security Market Needs New Cost-effective Solutions

The global border security market is estimated at **\$16.4 billion** in 2015 (Visiongain, 2015). The main drivers of the growth of border security are "*cross-border illegal immigration, organized crime, smuggling of goods & narcotics, and terror*" (Reportlinker, 2015). Despite this need, current solutions are highly limited and expensive, including: **Radars** (costing \$30-40 million each); **fences** (costing \$1-17 million per mile); **sensors** (the DHS Inspector General determined that just 4% of alarms were confirmed cases of smugglers and border crossers), **cameras** (limited in range at night plus require energy to operate); **longer-range NIR (Near-infrared) systems** (gated lasers ones are significantly more expensive than continuous wave systems); and **drones** (costing \$18-\$20 million a piece).

Sentry Visions - Glowing Invisible Defense Barriers

The Invisible Barrier comprises the application of a **fluorescent material** on the **ground** along a country's border. Its **benefits** include:

- **Low installation price** - Only \$200,000 per mile (depending on the terrain).
- **Low maintenance cost** - Experiencing a 5% brightness loss after 10 years.
- **High level of detection** - Shows where most activity occurred.
- **Border Patrol deployment** - Better focus of Border Patrol's limited resources.
- **Complementary solution** - Could compliment any of the technologies stated above, resulting in an overall solution that is more cost-effective.
- **Environmentally friendly** - Not harmful to environment in any way.
- **Effective in deserts and mountains** - Detects in the deserts and mountains of the USA, Afghanistan, Pakistan and MENA (Middle East and North Africa).

Go-to Market Strategy: Phased-launch Approach

1. **Phase I: Middle East** - "*Markets once dominated by the U.S. and EU are now moving east*" (Reportlinker, 2015). East includes the Gulf States, e.g. the United Arab Emirates, where Sentry Visions has conducted meetings (see to the right).
2. **Phase II: USA** - Since 1986, the U.S. government has spent over \$200 billion on the U.S./Mexico border, which still continues to have many illegal immigrants, illegal drugs and human trafficking.
3. **Phase III: ROW** (Rest of World) - Sentry Visions will focus on European countries, e.g. the UK where it has conducted meetings (see to the right).

Investment Sought

Sentry Visions is seeking an initial investment of **\$1 million** during 2015-2016 (as part of a \$5 million round in 2016-2017) to fully develop the spraying process over a large area, (ii) build a sales force experienced in the defense market and (iii) carry out initial marketing activities in the Middle East. The required **\$1 million** will be converted to shares according to the terms of the round with a significant discount.

Background

Sentry Visions LLC was established in 2010. With initial funds of over **\$100,000** (not including sweat equity) from its founder (see his credentials below), it was able to achieve several **milestones**, including:

- Develop the **1st version** of the Invisible Barrier.



Footprints in Daylight Footprints with Invisible Barrier

- Submit a **patent** application with **Richard L. Miller** (PE), a registered patent agent (U.S. and foreign).
- Initiate preliminary **marketing activities**, including conducting meetings with border authorities (in the USA, UK and United Arab Emirates).

Executive Team

Mr. Ronald A. Hutcheson

CEO & Founder

The inventor of the Invisible Barrier; former U.S. Marine; and owner of U.S. companies, e.g. Basic Construction Company and Lox Medical Service (sold after 6 years).

Ms. Kathleen (Davey) Mistry

VP International Border Security

International biz dev focus: Middle East, Europe and India; Founding Board Member of MENA Consultants LLC and Trade Association.

Mr. Randy T. Livingston (CPA)

Chief Financial Officer

VP Financial Planning of Florida Institute of Technology; Previously, Strategic Planning Coordinator at AEP (American Electric Power).