



A WEBINAR

# Creating A #SaferWorld

Partnerships that Work: Retail & Law Enforcement -  
Allies in the War Against ORC

January 17, 2024 | 1:00 PM ET

# Presenters



**Richard Long, CPP**

Sr. Vice President & Director Global LED  
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FBI National Academy #181  
**3SI Security Systems**



**Jason Daughrity**

Sr. Project Coordinator, SW US  
(RET) CHP Captain and CO of  
California's statewide ORC Task  
Force Operations  
**3SI Security Systems**



**Tom Severance**

Bureau Chief Northwest US  
(RET) Detective CO, and as an experienced  
ORC Investigations Manager for Ulta Beauty  
**3SI Security Systems**



# Richard T. Long, CPP

Senior Vice President &

Director of Global Law Enforcement

**3SI Security Systems**

## Law Enforcement Perspective



# Allies in the War Against ORC



## Latest Statistics

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- ❑ **94.5%** increase projected in ORC Crimes by the end of 2023 (on track to nearly double from 2022)
- ❑ **\$112.1 billion in loss** – Avg shrink rate increased 1.6% in 2022
- ❑ **76.5%** – Retailers who have seen an increase in ORC
- ❑ **67%** – Increased in associated violence in 2023

**On average, retailers attribute 65% of retail shrink to external crime, including ORC.**



## What's fueling growth of ORC?

- Opioid epidemic continues
- Decreased staffing levels
- Limited security budgets
- "Hands off" security policy
- Increased felony level thresholds

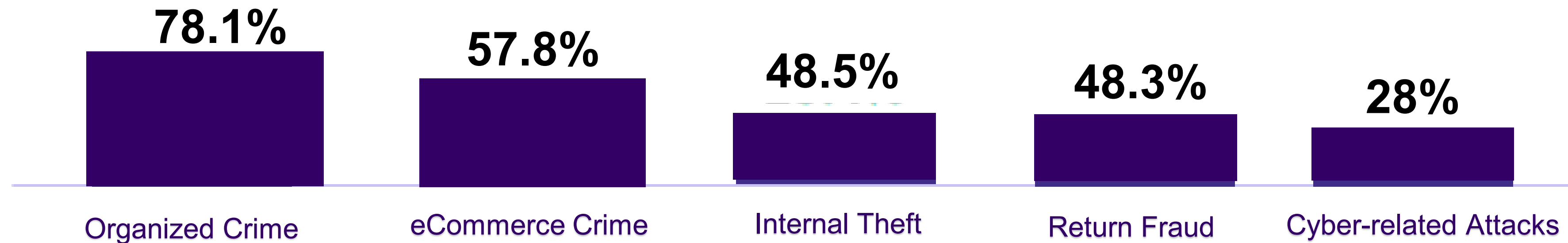
# Top Threats to Retailers

Organized retail crime remains widespread and has become an increasingly urgent problem for retailers.



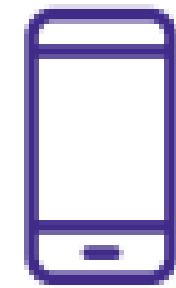
**97%**

Of Retailers Have Been a Victim of ORC Gangs in the Past 12 Months

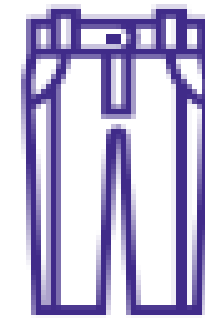


# Top Targets of ORC

ORC gangs take advantage of opportunities, stealing a wide mix of products:



Cell Phones



Denim Pants



Deodorants



Designer Clothes



Designer Handbags



High-end Liquor



Infant Formula



Laundry Detergent



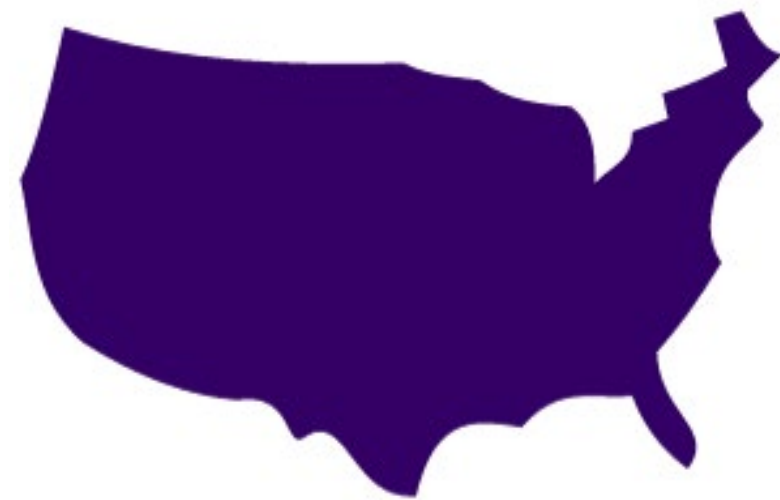
Razors



Teeth Whitening Strips



# Top Cities & Metropolitan Areas Affected by ORC in 2022



Rank	City or Metropolitan Area
1	CA - Los Angeles
2	CA - San Francisco/Oakland
3	TX - Houston
4	NY - New York
5	WA - Seattle
6	GA - Atlanta
7 - 8	CA - Sacramento, IL - Chicago
9 - 11	CO - Denver, FL - Miami, NM - Albuquerque

# Cities with Highest ORC Activities 2022-2017

	FY 2022	FY 2021	FY 2020	FY 2019	FY 2018	FY 2017
<b>1</b>	CA - Los Angeles	CA - Los Angeles	CA - Los Angeles	CA - Los Angeles	CA - Los Angeles	NY - New York
<b>2</b>	CA - SF/Oakland	CA - SF/Oakland	CA - SF/Oakland	IL - Chicago	NY - New York	CA - Los Angeles
<b>3</b>	TX - Houston	NY - New York	IL - Chicago	FL - Miami	TX - Houston	FL - Miami
<b>4</b>	NY - New York	TX - Houston	NY - New York	NY - New York	IL - Chicago	IL - Chicago TX - Houston (tie)
<b>5</b>	WA - Seattle	FL - Miami	FL - Miami	CA - San Francisco	FL - Miami	CA - SF/Oakland

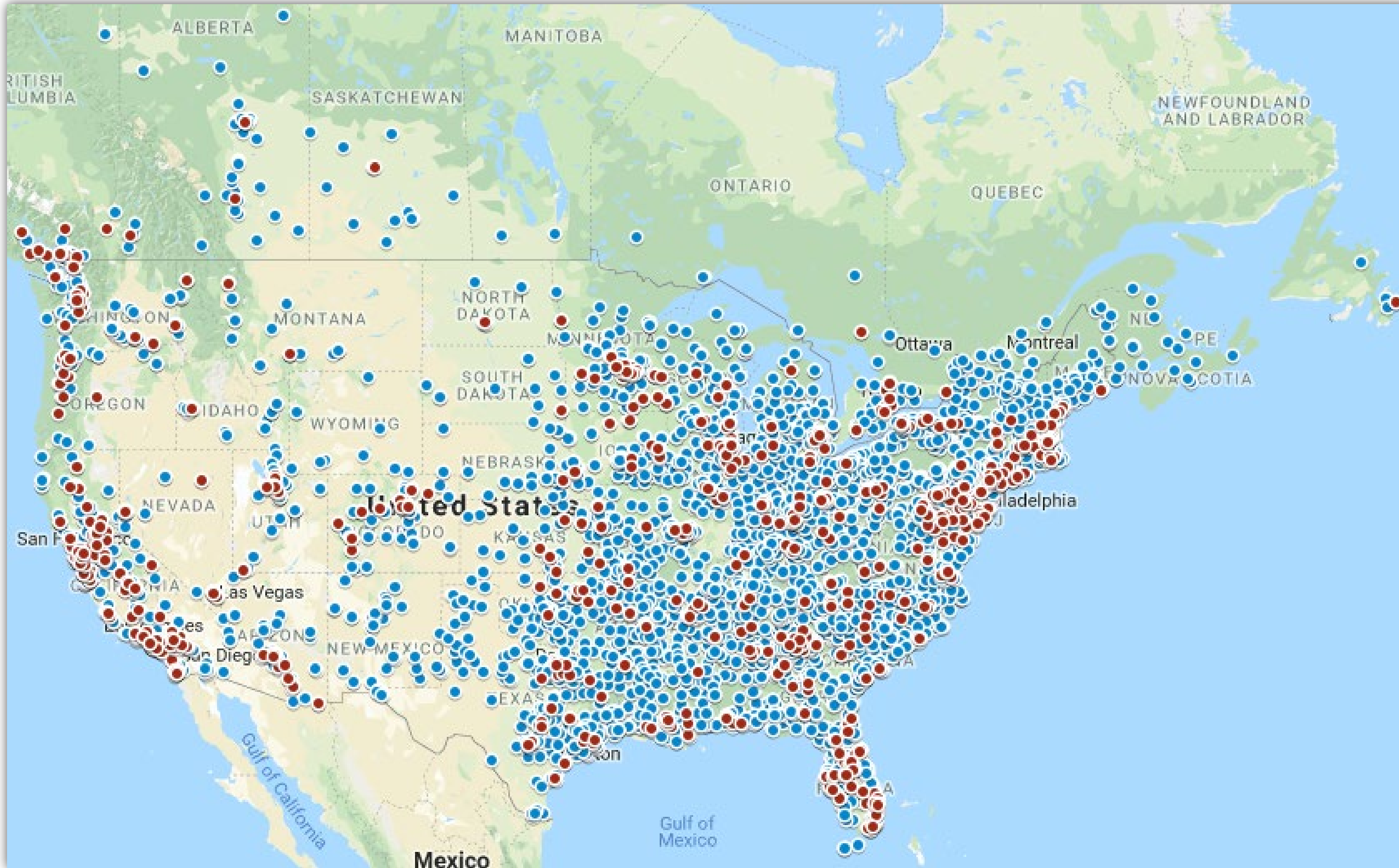
# The 3SI Law Enforcement Division (LED)

- ❑ Comprised of retired career Law Enforcement professionals with over 642 combined years of crime fighting experience between 26 LED leaders.
- ❑ Trains new agencies, and offers refresher training as needed, on comprehensive Law Enforcement tactical live GPS response on the 3SI Tracking platform.
- ❑ Partners consult with agencies on active cases to leverage tracking technology with critical evidence to advance cases and close patterns of crime.

# The 3SI Law Enforcement Division (LED)

- ❑ Consults with agencies during active tracks and assists with the interpretation of track data and using the handheld RF Beacon deployment.
- ❑ After every 3SI tracking event, LED talks with the agency to address weaknesses and reward exceptional performance.
- ❑ Support Detectives post-event to interpret data, assist with preparing search warrant affidavits, provide tracking information and testify in Court to explain the 3SI tracking system to the Court.

# 3SI Law Enforcement Partnerships



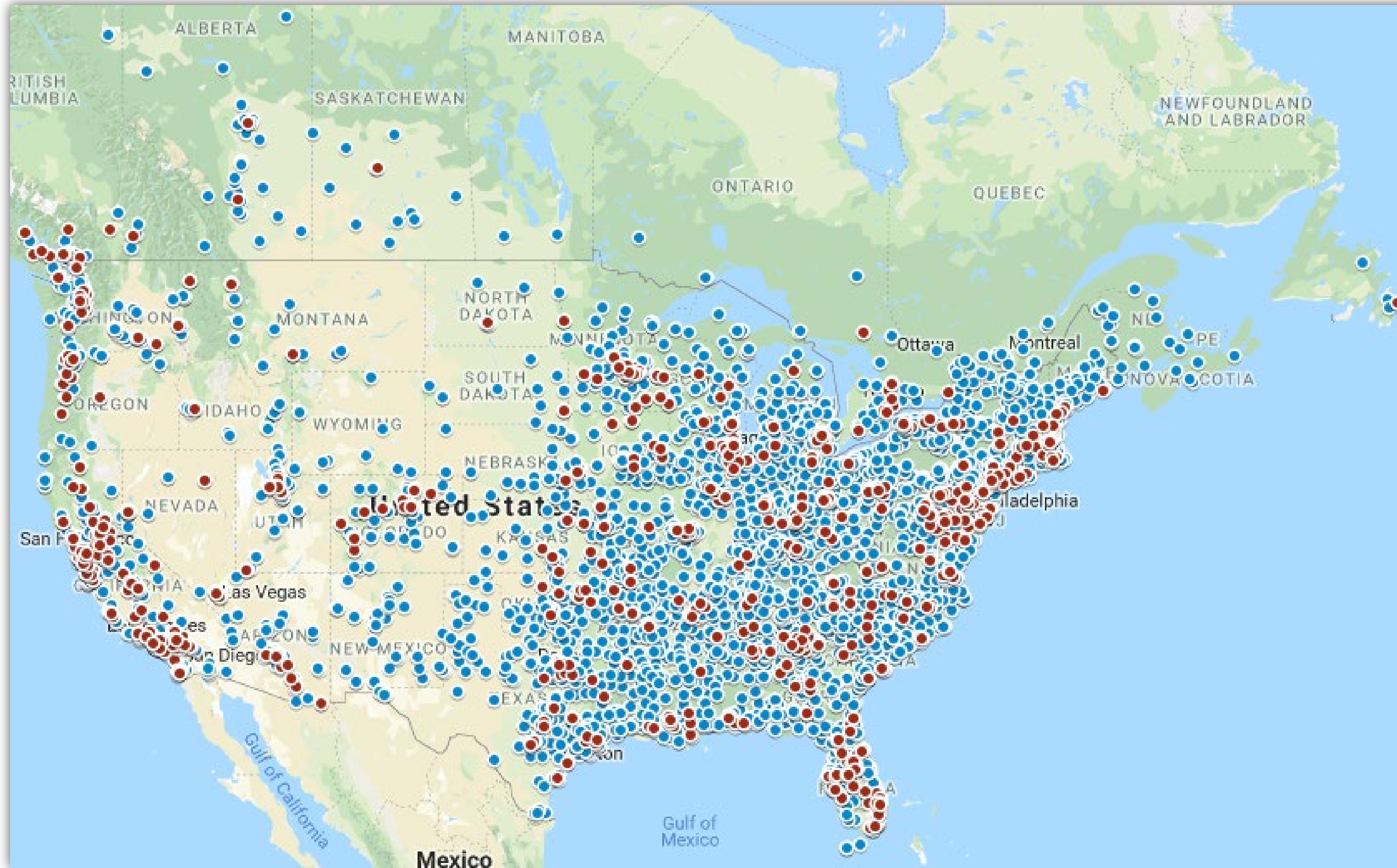
**10,000**  
Law Enforcement  
Agencies Trained  
On Tracking

**25,000+**  
Commercial  
Tracking  
Locations

**15,000+**  
Law Enforcement  
Deployed  
GPS Trackers

# Major Cities Chiefs Association

69 U.S. Agencies | 10 Canadian Agencies | Policing 79.9 Million People



Canada		
Calgary, Alberta	Peel Regional, Quebec	Winnipeg, Manitoba
Edmonton, Alberta	Quebec City, Quebec	York, Ontario
Montreal, Quebec	Toronto, Ontario	
Ottawa, Ontario	Vancouver, British Columbia	

Eastern Region		
Atlanta, Georgia	Detroit, Michigan	Newark, New Jersey
Baltimore, Maryland	Fairfax County, Virginia	Orlando, Florida
Baltimore County, Maryland	Indianapolis, Indiana	Philadelphia, Pennsylvania
Boston, Massachusetts	Jacksonville, Florida	Pittsburgh, Pennsylvania
Buffalo, New York	Louisville, Kentucky	Prince George's Co, Maryland
Charlotte-Mecklenburg, No Carolina	Miami, Florida	Raleigh, North Carolina
Cincinnati, Ohio	Miami-Dade, Florida	Suffolk County, New York
Cleveland, Ohio	Montgomery County, Maryland	Tampa, Florida
Columbus, Ohio	Nassau County, New York	Virginia Beach, Virginia
DeKalb County, Georgia	New York City, New York	Washington D.C.

Central Region		
Arlington, Texas	Kansas City, Missouri	Omaha, Nebraska
Austin, Texas	Memphis, Tennessee	San Antonio, Texas
Chicago, Illinois	Milwaukee, Wisconsin	St. Louis, Missouri
Dallas, Texas	Minneapolis, Minnesota	Tulsa, Oklahoma
El Paso, Texas	Nashville, Tennessee	Wichita, Kansas
Fort Worth, Texas	New Orleans, Louisiana	
Houston, Texas	Oklahoma City, Oklahoma	

Western Region		
Albuquerque, New Mexico	Los Angeles, California	Salt Lake City, Utah
Aurora, Colorado	Los Angeles County, California	San Diego, California
Denver, Colorado	Mesa, Arizona	San Francisco, California
Fresno, California	Oakland, California	San Jose, California
Honolulu, Hawaii	Phoenix, Arizona	Seattle, Washington
Las Vegas, Nevada	Portland, Oregon	Tucson, Arizona
Long Beach, California	Sacramento, California	

# Current Board or Committee Assignments

## 3SI-LED and the Future of Law Enforcement





# Jason Daughrity

Sr. Project Coordinator, SW US

**3SI Security Systems**

Law Enforcement Perspective

ORC Task Force Operations



# Why California Tops the List

## 2011 – Assembly Bill 109: Public Safety Realignment Act (Deconstruction of CA's prison system)

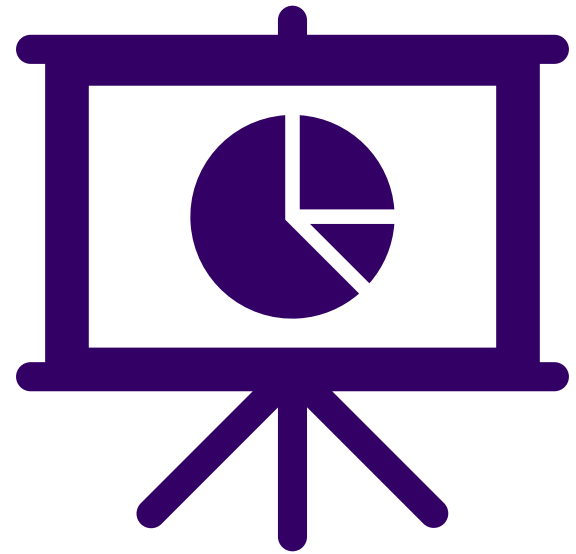
- Qualifying convictions/sentences carried out at county vs. state level
- Supervised release included as an option

## 2014 – Proposition 47: Safe Neighborhoods and Schools Act

- Restructured the crime of grand theft from \$400 to \$950
- Elimination of California Penal Code Section 666 (Petty Theft with Priors)
- Reclassification of personal use drug offenses from felony to misdemeanor

## 2016 – Proposition 57: Criminal Sentences & Juvenile Crime Proceedings

- Early release for non-violent offenders



# The Results of Problematic Legislation

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- Rapid increase in property crime
- Emboldened criminal activity
- Lack of prosecution
- Lack of appropriate sentencing
- Criminal enterprise sophistication
- Crimes against persons predictably increased
- Retailers sustaining immeasurable loss



## What can be done?

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- ORC Legislation
- Focus on actionable real-time ORC data
- Leverage technology
- And... LAW ENFORCEMENT PARTNERSHIPS!**

# Partnerships that Work!

## California signs Assembly Bill 331

AB 331 will allow the task force to:

- ❑ Collaborate with allied law enforcement agencies and district attorneys to identify and prosecute organized theft rings, recover lost merchandise and reduce associated crime.
- ❑ Collaborate with the retail industry to reduce incidents of theft and strengthen locational safety for shoppers.
- ❑ Launch a web-based portal for the public and California retailers to report tips directly to the CHP.
- ❑ Continue to partner with allied agencies to offer specialized training and general law enforcement assistance related to auto theft and organized retail crimes.





# Public –Private Partnerships

- LP professionals working with police – FORCE MULTIPLIER
- Benefits businesses
- Impacts revenue streams
- Stop ORC boosters for short term; identify fences & operations long term

# Crime Snapshot #1

## Beauty Store – Robbery– October 30, 2023

### **\*\*Crime Cycle Stopped\*\***

❑ Location: Indianapolis, IN

❑ EVENT SUMMARY:

- Two suspects exited a beauty store with over a dozen unpaid items, one of which was equipped with an ORC Tracker™ that alerted 3SI and the police.
- Within an hour, police stopped and apprehended the suspects.
- A full investigation led to the discovery of 269 additional stolen items from various stores.
- All recovered stolen goods amounted to a value over \$10,000.



# Crime Snapshot #1

**Beauty Store – Robbery– October 30, 2023**

**\*\*Crime Cycle Stopped\*\***

❑ Location: Indianapolis, IN

❑ EVENT SUMMARY (continued):

- **All stolen items were taken into evidence by the police.**
- **The suspects have been apprehended and all assets fully recovered.**



# Crime Snapshot #2

## Telecommunications Store – ORC Ring - September 25, 2023

Location: Opelika, AL

### □ EVENT SUMMARY:

- ORC thieves entered a Telecommunications Store and took multiple items along with a Phone Tracker™ Device.
- Organized Retail Crime (ORC) group intercepted by officers after tracking them to another town in Alabama.
- Stolen goods from various retailers found in suspects' vehicle.
- Incriminating items like credit card skimmers, breaker boxes, and counterfeit driver's licenses discovered



# Crime Snapshot #2

## Telecommunications Store – ORC Ring - September 25, 2023

Location: Opelika, AL

### ☐ EVENT SUMMARY (continued):

- Swift detention and arrest of the suspects.
- **Investigation Outcome: Culprits found to have targeted stores along the coast.**
- **Full recovery \$30,000, 3 arrests plus...**
- **14 significant felony theft cases resolved thanks to 3SI's tracking and law enforcement.**

# Crime Snapshot #3

## Beauty Store – Robbery– February 15, 2023 **\*\*Robbery Tied to Major ORC Gang\*\***

Location: Dublin, CA

### □ EVENT SUMMARY:

- Three suspects entered a beauty store and stole approximately \$1500 worth of merchandise, including an **ORC Tracker™**, then fled the store.
- Local police responded to the crime and tracked the suspect vehicle to an address in Oakland. Together with local Organized Retail Crime detectives, they obtained a search warrant.
- Law Enforcement recovered a loaded assault rifle, **detained two men and one woman, and recovered over \$250,000 in stolen inventory from the beauty store as well as other stores, including a popular apparel store.**



# Crime Snapshot #3

**Beauty Store – Robbery– February 15, 2023**  
**\*\*Robbery Tied to Major ORC Gang\*\***

Location: Dublin, CA

□ **EVENT SUMMARY (continued):**

- **ORC detectives had been investigating this location as a potential hub for fencing stolen items.**





# Tom Severance

Bureau Chief Northwest US  
3SI Security Systems

## ORC Investigations Manager & Law Enforcement Perspective

# 3SI Protects RETAILERS



**26,000**

Retail Locations Protected

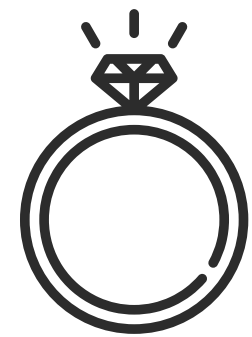


**37,000**

Devices Deployed



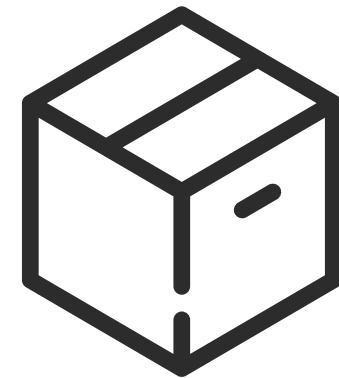
Protecting



**Jewelry & Pawn**



**Pharmacies**



**Big Box**



**Consumer Electronics**



**C-Store, QSR & Dollar Stores**



**Luxury Soft Goods**

# How We Help Retailers



## Protect

### Keep Communities Safe

Protects retailer's brand  
Safe to shop

### Protect Stores

Against break-ins and robbery at the site

### Keeps Employees Safe

Non-confrontational  
Gets offenders out of store ASAP



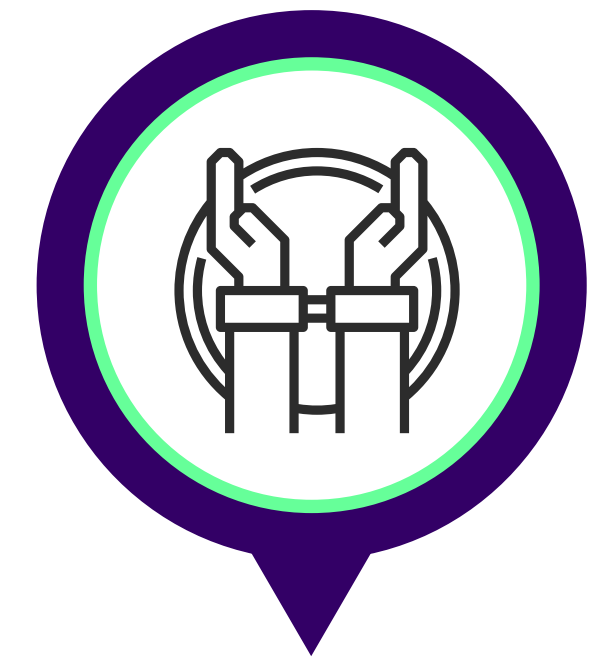
## Recover

### Reduce Losses

To the supply chain

### Recover Stolen Items

To reduce inventory shrink



## Apprehend

### Stop Downstream Crime

By taking dangerous repeat criminals off the street

### Reverse ORC Surge

Covert, proactive real-time analytics that tracks throughout the event

# The 3SI Difference



## 24/7/365 Tracking Support Center

Assistance for law enforcement & retailers



## Law Enforcement Division

Trained in ORC  
Support before, during & after event  
Over 10,000 Agencies trained



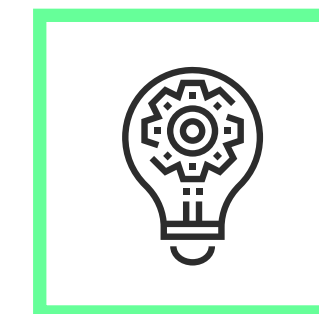
## Collects Data Throughout Track Event

To help police investigations



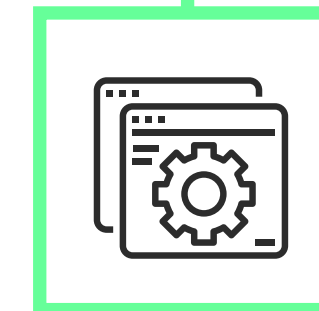
## Automatically Triggers When Handed Out or Moved

No staff action required



## Easy to Use

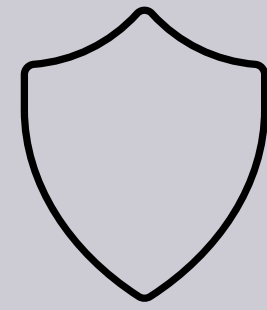
DIY Installation  
Safezone Technology  
Self Health-Checks



## Multiple Vessel Options

Covertly protects high value items

# 3SI Partners with **LAW ENFORCEMENT**



## Partner Agencies

10,000 Trained Agencies Worldwide

400,000 Sworn Officers

400 Million Citizens



## 3SI & CovertTrack Impact

14,000 Devices Deployed

Millions in Assets & Cash Recovered

Thousands of Dangerous Criminals Apprehended



## Law Enforcement Division

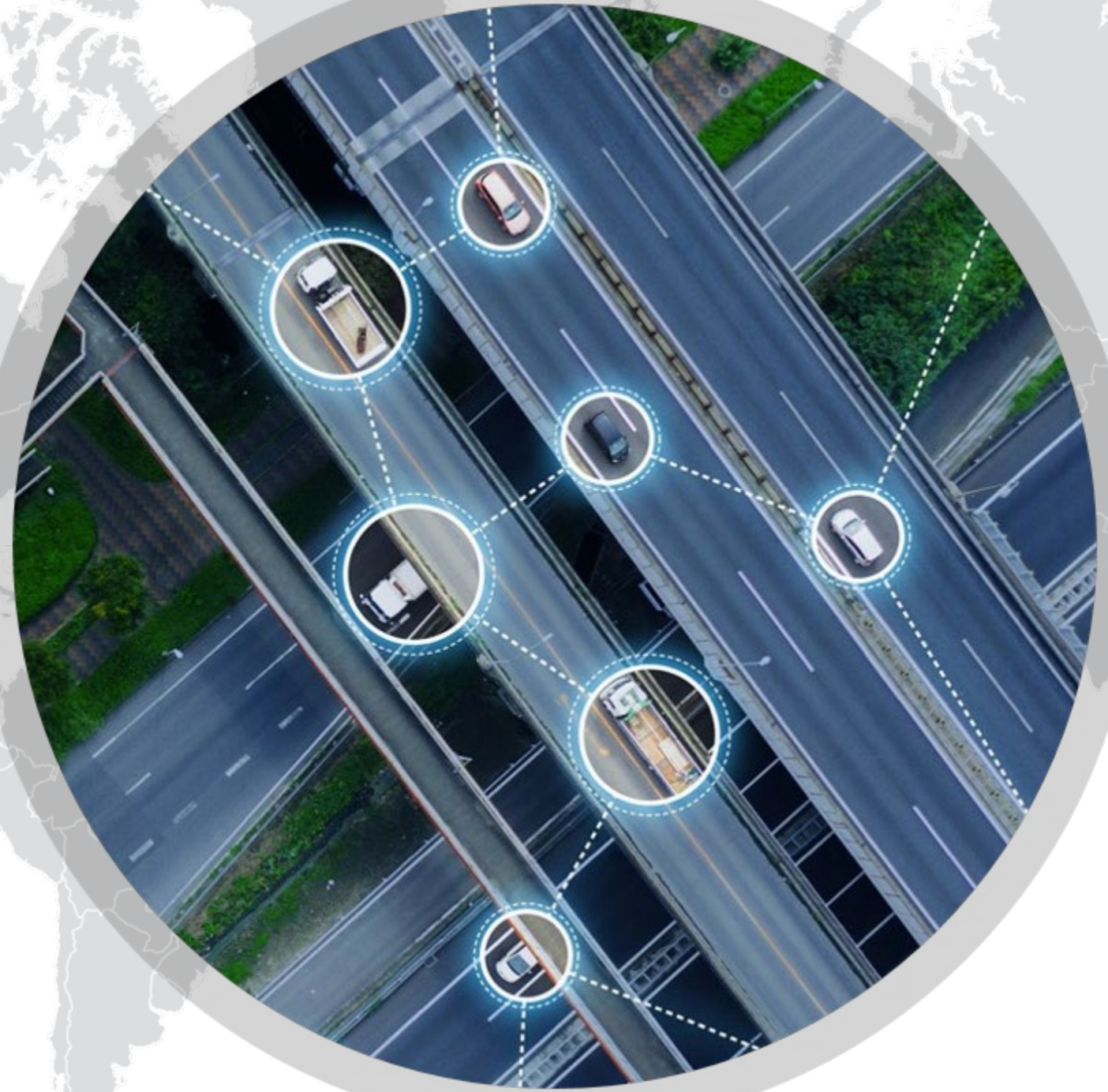
25 Longtime Law Enforcement Professionals on Staff

750 Years of High-Level Agency Experience

Agency Training & After-event Support



# Advantages of GPS Tracking



## Combined Key Technologies for Superior Accuracy

GPS/GNSS and Radio Frequency (RF) pinpoint location within feet and Cellular reports constantly to tracking portal

## Reliable Performance

Even in urban canyon areas

## Smart Technology Stores Tracking Data

If cellular connection is lost

## 3SITracking.com Secure Website

For live tracking by 3SI, Law Enforcement and client SOC

## Location Updates

Every six seconds

## Customizable Alerts

Via web, text and email

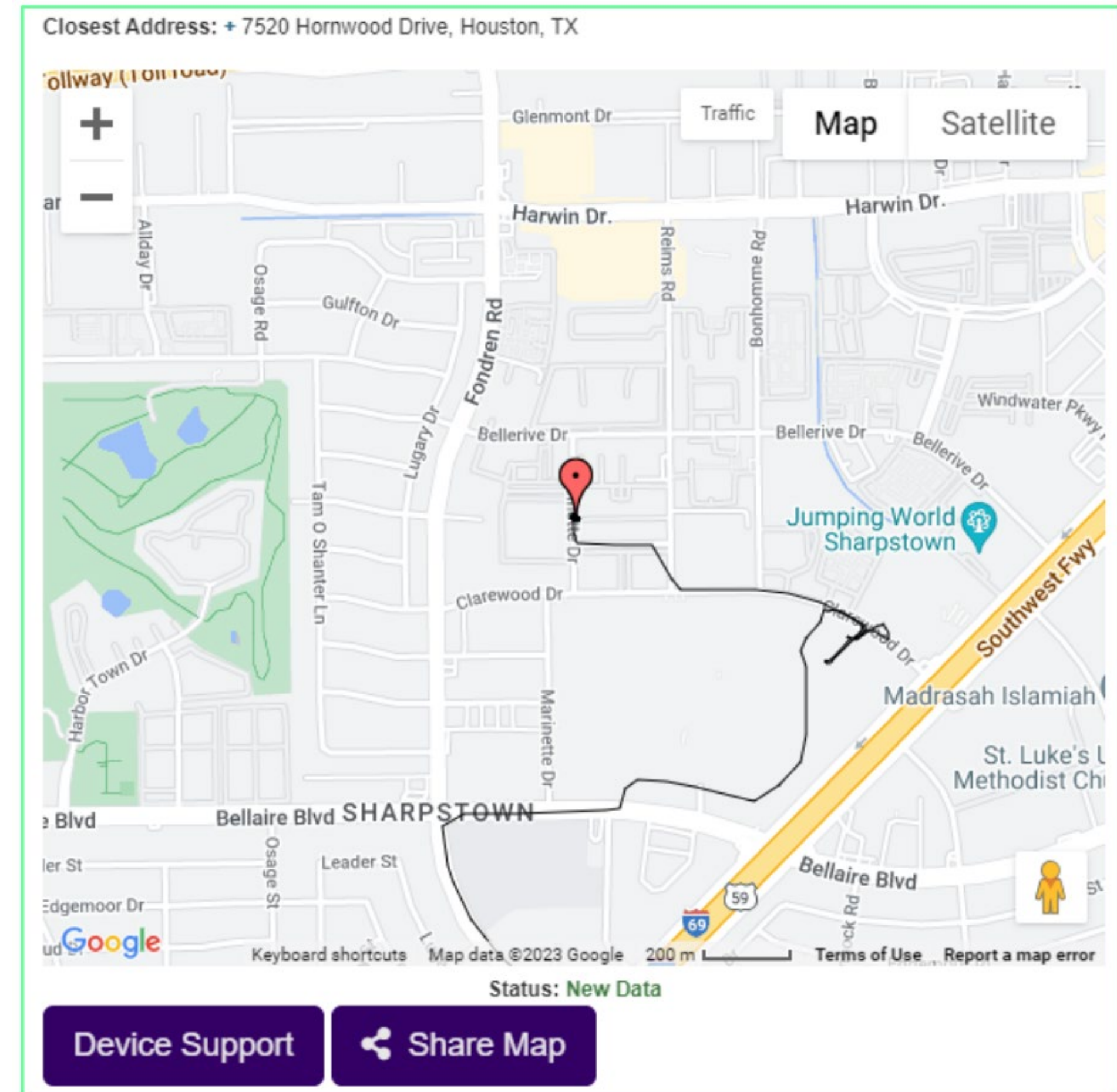
## High Success Rate

70%+ average apprehension and recovery rate over 15 years

# TrackNow - The 3SI Difference

3SI Tracking Portal Users with access to the TrackNow feature will see a Share Map button at the bottom of the live map page

The user can share the map with a non-3SI Portal User via their smartphone



# ORC™ Tracker -Protect high-value assets



Developed with 3SI's 4XG Platform and includes GNSS, LTE, RF, WiFi and Bluetooth technologies



Placed covertly with high-value goods and compatible with existing EAS hard tags and alarming cables.

**Multiple vessel options available**



NEW Safezone technology allows for positive customer shopping experience

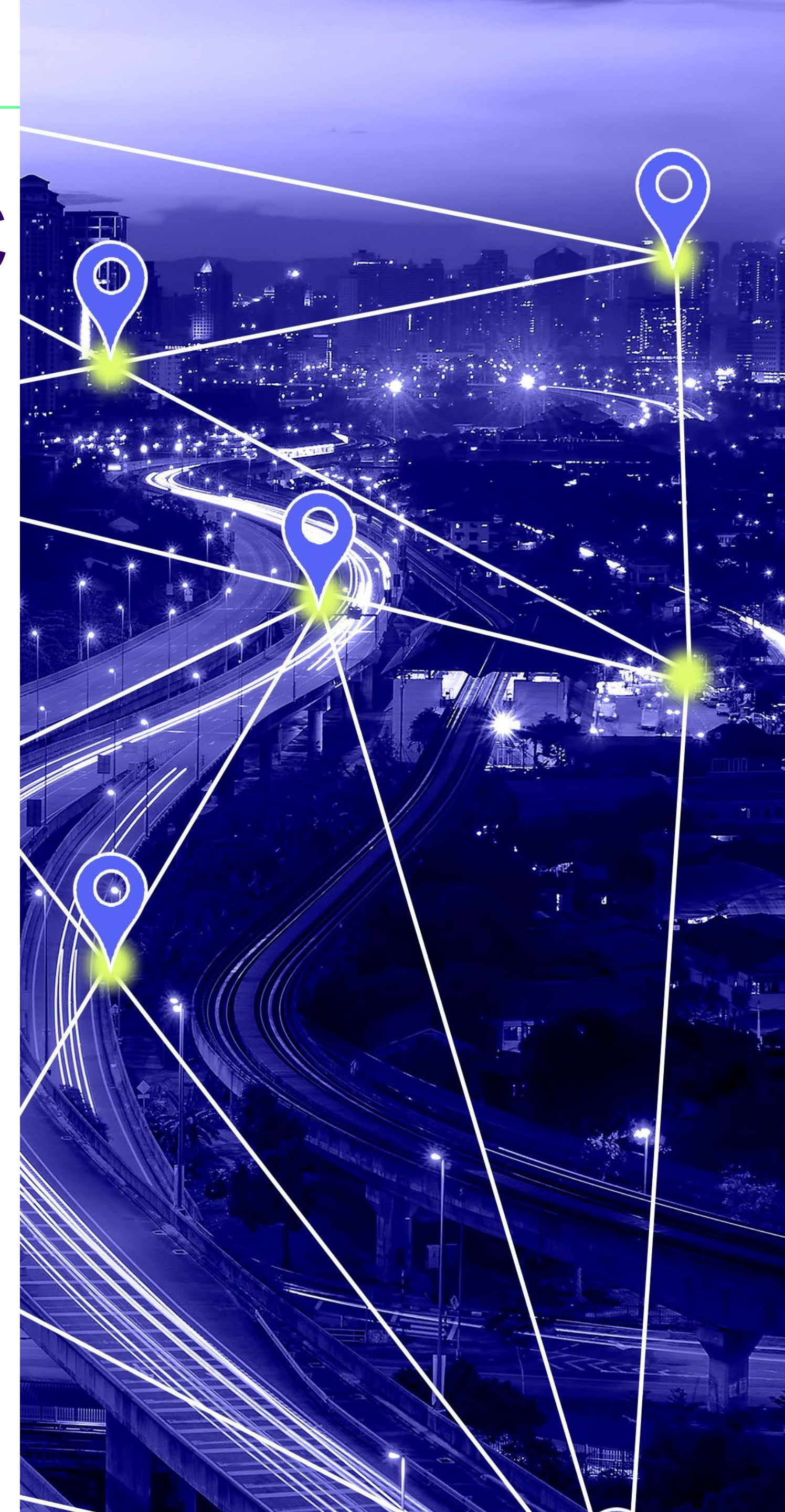


**Protects the interior front of the store and the exterior/transport**



# GPS Best Practices to Fight ORC

- Utilize Covert GPS technology as part of your overall store security philosophy
- Don't chase ORC events
  - It's one gang today and a new one tomorrow
- Be prepared by being ready
- Once you deploy in your store, reach out to local PD
  - Builds stronger community relationships and teamwork
  - PD recognizes that GPS helps them stay safe – tactical high ground + situational awareness
  - Keeps store staff safe by getting perpetrators out of store and into hands of police



## Philadelphia looting 2023: 72 charged after several stores ransacked across city, DA's office says



PHILADELPHIA (CBS) -- Seventy-two people have been charged after several stores were looted across Philadelphia last week. Philadelphia officials, including District Attorney Larry Krasner, gave an update Monday regarding the civil unrest.

Business owners have been left to pick up the pieces nearly a week after swarms of thieves looted retailers Tuesday night.

The chaos started hours after a judge dismissed all charges against a former police officer who shot and killed Eddie Iriarry. However, police have said that none of the looters were connected to the peaceful protesters who came out in support of Iriarry.

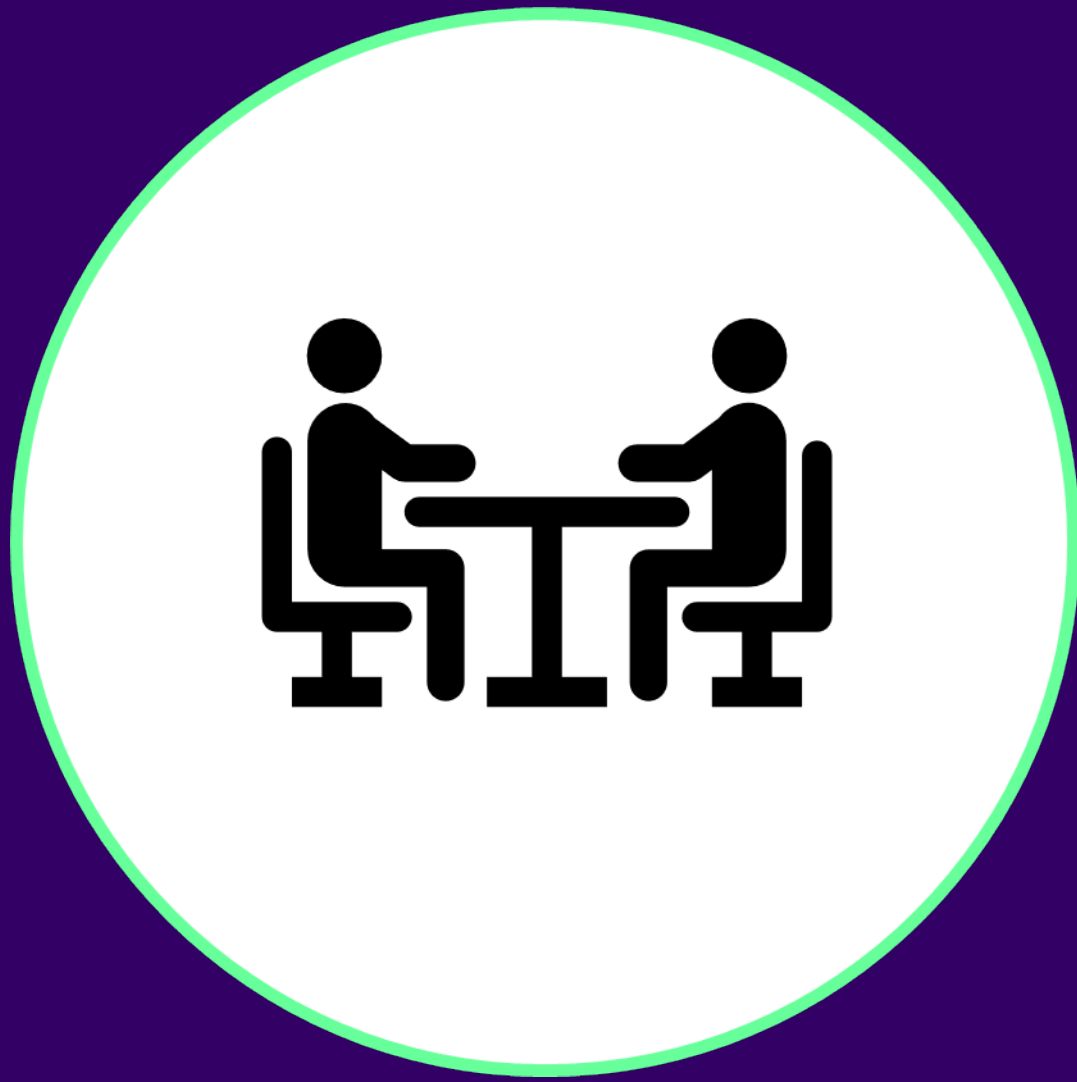
One video shows police and alleged looters clashing outside the Lululemon store on Walnut. Then, just down the street, a security guard tried to hold off people forcing their way into the Apple Store. Sporting goods stores, a Foot Locker, a GameStop, a medical marijuana dispensary and a streetwear business were also among the shops hit.

Dollar store, Electronic Game Store, and Pharmacy – Philadelphia, PA – September 27

20+ arrests

The recent riot and looting incidents in Philadelphia were a source of great fear and danger for business owners and innocent bystanders. Over 200 individuals participated, resulting in numerous retailers being targeted. During a critical time, 3SI's technology played a **crucial role**. By providing police with real-time intelligence from covert GPS devices, which looters unknowingly took, they significantly assisted law enforcement's response. Moreover, this real-time data facilitated immediate interventions and served as a tool for subsequent event analysis. Due to the joint efforts of the police and the invaluable assistance of 3SI, more than **20 arrests were made, weapons were seized, and stolen goods from retailers were recovered**. This collaboration underscores 3SI's commitment to a safer community, highlighting how collective action can combat disruptions and restore security. **#SaferWorld**





# Open Discussion / Q&A

**3SI**

Security Systems