

Demand for Global Travel Risk Management Skyrockets, Security Risk Management Experts Join Forces to Address Safety Concerns of Business Travelers

AFIMAC Global and FocusPoint International join forces to introduce unique services to track business travelers and assets worldwide, and manage health, safety, security-related crises

MIAMI & SAN DIEGO--(BUSINESS WIRE)-- In response to a growing global demand for travel risk management services, [AFIMAC Global](#) and [FocusPoint International](#) have joined forces to introduce unique products and services and penetrate the underserved global travel security market. The combined company will track business travelers and assets worldwide and help manage all types of health, safety, and security-related crises across all points of the globe.

“While demand for travel risk management has continued to skyrocket as executives, international assignees and expatriates increasingly have to travel to and operate in less safe areas worldwide, organizations have had nothing more than paper insurance policies and reports on risks to address their global security concerns,” said Peter Martin, Group President & CEO of U.S. Crisis Inc., the holding company for AFIMAC that recently acquired FocusPoint. “As industry leaders and noted experts in global security, asset tracking and crisis response, the teams at AFIMAC and FocusPoint will work together seamlessly to provide advanced TRM solutions for organizations looking to meet their duty of care obligations and eliminate the cost of response.”

Key TRM products developed by FocusPoint include [MyTrac](#), a location-based asset-tracking solution, and [Crisis Assistance Plus](#), a fully funded travel assistance membership program that guarantees assistance for health, safety, and security-related crises that affect members during travel. “These products are the missing link in all security-provided programs to the travel and corporate industry and align perfectly with our overall growth strategy of seizing the tremendous market opportunities within our core competency of global travel risk management,” Martin added.

Traditionally, security programs have focused on the C-suite and upper executive management levels, but the combined company will serve all business travelers regardless of their positions in their organizations, genders and ages. The companies expect demand for these services to continue to increase. Studies show that business travel contributed more than \$1.8 trillion to the global economy in 2014, with spending expected to grow almost 9% in 2015 and more in coming years.

During the past 30 years, Miami-based AFIMAC has built a strong presence throughout most of the United States, Latin America, and parts of Africa. FocusPoint, with headquarters in San Diego, has expanded into portions of Latin America, Africa, the Middle East, and Europe. The acquisition immediately doubles the footprint of both companies beyond their core geographic areas, expands their global reach, and brings additional services to their customer base.

Greg Pearson, President & CEO of FocusPoint International, added: “This transaction capitalizes on the natural synergies between AFIMAC and FocusPoint and provides FocusPoint with access to new distribution channels, infrastructure, and technical talent. We are thrilled to work with the top-notch professionals at AFIMAC.”

About AFIMAC Global

For more than 30 years, AFIMAC has offered elite strike security, executive and close protection, cargo security, investigation, and workplace violence services to image conscious companies across the globe. AFIMAC prides itself on partnering with its clients to protect people and property both during times of crisis and regular business operations. More information is available at www.afimacglobal.com.

About FocusPoint

FocusPoint International is a global risk consultancy. The company provides fully integrated intelligence-driven business resilience and assurance solutions for corporate clients, private clients, NGOs, and select government agencies. FocusPoint is well positioned to address the growing concerns of blended threats, financial losses, and reputational risks of clients operating in and throughout the Americas, Europe, Asia, Africa, and the Middle East. Core competencies include travel risk management; close protection and secure transportation; threat, risk, and vulnerability assessments; gap analysis; and due diligence investigations for M&A, anti-bribery, and corruption compliance. More information is available at www.focuspointintl.com.



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