



Fulcrum Concepts LLC  
103 Arrow Ct.  
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## **Course List**

**Leadership, Planning and Decision Making**  
**Advanced SWAT and Maneuver Tactics**  
**Marksmanship Evaluation and Training**  
**The Patrol Officer's Course**  
**The Incident and Tactical Commander's Course**  
**Fusion Cell Operations and Command Post Exercises**

**Veteran Owned Small Business**  
**DUNS: 82-883-3090**  
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## **FULCRUM CONCEPTS CRS 0005-08-11 Leadership, Planning and Decision Making**

**Leadership Practices** – (4 hours) The Fulcrum *Leadership Practices* classroom seminar is for new and seasoned leaders. Rank, sex, age, and occupation do not matter; this seminar is about Leadership – the greatest responsibility a person can have. We use battlefield vignettes (including Task Force Ranger operations in Mogadishu, Somalia, 1993, depicted in the movie and book *Blackhawk Down* and other historical operations) to demonstrate leadership in extreme situations. Leverage *Leadership Practices* and lessons gathered from more than 200 years of leading people in extreme situations. This is an opportunity for you to evaluate your own leadership style and how you impact your Team and Organization.

**Introduction to Planning and Decision Making** - (4 hours) This four hour seminar routinely proceeds the *Leadership Practices* Seminar as an introduction to crisis Planning and Decision Making. Learn about a unique, time tested, decision-making process used by counter-terrorism, first responder and corporate professionals around the world. This process can be used for Deliberate or Hasty Planning and can be tailored to fit any organization, corporate or government agency. When decisions have to be made during a crisis, trust this process.

Course Requirements: Classroom with audio/visual projector.

Course is open to unlimited number of participants.

One Instructor is required.

This course is one eight-hour day, two days of travel.

### **COST ESTIMATE:**

**Contact Tom Di Tomasso at 910-690-2847, [dito@FulcrumConceptsLLC.com](mailto:dito@FulcrumConceptsLLC.com)**

### Options:

This course can be combined with another course.

Course length can be modified to fit department schedule.



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## **FULCRUM CONCEPTS Crs 0002-08-11 Advanced SWAT and Maneuver Tactics**

**Advanced SWAT and Maneuver Tactics** – (40 hours) This course spans three to five days in the classroom and field. The intent is to share lessons about individual and team maneuver tactics. We will discuss and practice how to maneuver as an individual, as a buddy team (2), and as an assault team (6) to stop threats quickly and safely. Through the application of military maneuver tactics, first responders will be able to gain the tactical advantage and stop the threat quickly with minimal collateral damage to civilians and/or property.

\*This course can be run dry on local venues OR live fire in a shoothouse.

Day 1 – Leadership, Planning and Decision Making specific to SWAT Teams

Day 2 – Skills Assessment, Marksmanship Evaluation and Training

Day 3, 4 – Maneuver Tactics Training inside and outside of buildings, movement in rural terrain, approaching the breach points, room clearing.

Day 5 – Culmination Event – combination of venues, rapid planning.

Maneuver Tactics can be tailored to Department/Agency Training Objectives and will include a combination of the following:

- ✓ Individual Movement Techniques
- ✓ Buddy-Team Movement Techniques (two people)
- ✓ Team Movement in rural and urban terrain
  - Foot Movement and Patrolling in the woods and movement in between buildings (Traveling, Bounding Overwatch)
  - React to Contact Drills (what to do if your team is compromised during the approach)
  - Close Quarter Battle Techniques (Room Clearing and movement inside buildings, Stairwells, Hallways, Intersections)
  - Sniper (High Team) Employment Considerations
  - Urban Climbing (gain high ground advantage)
  - Direct Action Tactics
    - Surround and Call Out Techniques
    - Hostage Rescue / Barricade Entries
    - Silent Entry
  - Counter Terrorist Tactics
  - Mechanical and Explosive Breaching Techniques

This training is accomplished using Department Shoothouse / Training Areas or buildings approved for use to conduct dry fire or Simunitions maneuver training.



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**Requirements for Advanced SWAT and Maneuver Tactics:**

Training Venues (abandoned buildings) OR Shoothouse  
Classroom with audio / visual projector  
Students will train in full kit / duty gear  
Mechanical or Explosive Breaching Equipment  
Any special equipment that the Teams normally employ, (ladders, flashbangs etc)  
For Marksmanship Evaluation and Training Day:

100m Flat Range (customer must provide all safety personnel and equipment)  
7 FCLLC Marksmanship Targets per student are provided  
400 Rifle Rounds  
250 Pistol Rounds

Course is open to 30 personnel.  
Two instructors are required.  
This course is five eight-hour days, two days of travel.

**COST ESTIMATE:**

**Contact Tom Di Tomasso at 910-690-2847, [dito@FulcrumConceptsLLC.com](mailto:dito@FulcrumConceptsLLC.com)**

Options:

This course can be combined with another course.  
Course can be completed in four ten-hour days vs five eight-hour days.  
Drop the Marksmanship Day, making the course a 4- Day event.  
This course can be run completely dry fire or live fire.  
Course length can be modified to fit department schedule.



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## **FULCRUM CONCEPTS CRS 0003-08-11 Marksmanship Evaluation and Training**

**Marksmanship Evaluation and Training (40 hours)** Three to five days of basic and advanced marksmanship training (see options). Fulcrum combines the expertise of International Pistol and Rifle Champions with combat lessons providing advanced techniques to include:

- ✓ Zero, Confirmation and Grouping Drills
- ✓ Hasty Zero Techniques
- ✓ Traditional and Obscure Shooting Positions / Barricades / Vehicles
- ✓ Confidence / Speed shooting
- ✓ Nighttime shooting techniques
- ✓ Equipment and Fighting techniques learned from the Battlefield

Requirements for Marksmanship Training for the five-day course:

500 Rifle rounds per day of training

250 Pistol rounds per day of training

100m Flat Range (customer must provide all safety personnel and equipment)

Course is open to 30 personnel.

Two instructors are required.

This course is five eight-hour days, two days of travel.

### **COST ESTIMATE:**

**Contact Tom Di Tomasso at 910-690-2847, [dito@FulcrumConceptsLLC.com](mailto:dito@FulcrumConceptsLLC.com)**

### Options:

Course can be presented in two segments: 3-day rifle course and/or 2-day pistol course.

Course can be four ten-hour days.

Ammunition count may vary based on course focus selected by customer.

Course length can be modified to fit department schedule.



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## **FULCRUM CONCEPTS CRS 0006-08-11 The Patrol Officer's Course**

**The Patrolman's Course** (24 hours, 3 days) is designed for the lone patrolman that is first on the scene. Often the first officer on the scene will be in the best position to stop the threat quickly and safely, thus protecting further loss of life or destruction of property. This course is designed to share tactics, techniques and procedures that will assist the first officers on the scene to make a sound assessment of the threat and act if possible.

### Day 1: Marksmanship Evaluation and Training

Fulcrum combines the expertise of International Pistol and Rifle Champions with combat lessons to provide personnel with advanced techniques to include:

- ✓ Zero and Grouping Drills
- ✓ Hasty Zero Techniques
- ✓ Traditional and Obscure Positions / Barricades / Vehicles
- ✓ Confidence / Speed shooting
- ✓ Nighttime shooting techniques
- ✓ Equipment and Fighting techniques from the Battlefield

**Range Support Requirements:** One flat range where we can shoot pistol and rifle from various ranges out to 200m. Customer is required to provide medical equipment and personnel specific to area and range safety.

Fulcrum Marksmanship Targets will be provided for each student. Seven targets are required per shooter.

**Personal Equipment:** Duty Patrol and Assault Gear, Rifle with four magazines, Pistol with three magazines, Helmet, Gloves, Eye and Ear protection. Additional equipment you use on duty: night vision, lasers, body armor, etc.

**Ammo Requirements:** 500 rifle and 250 pistol rounds per person.

### Day 2, 3: Maneuver Tactics

**"The key to good maneuver is to make the suspect think (fight) in more than one direction and maintain standoff..."**

Through the application of military maneuver tactics, first responders will be able to gain the tactical advantage and stop the threat quickly with minimal collateral damage to



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civilians and/or property. The intent is to share lessons about individual and team maneuver tactics. We will discuss and practice how to maneuver as an individual, buddy team (2) and as an assault team (6) to stop the threat(s) as quickly and safely as possible. This course can be tailored to Department Training Objectives and will include a combination of the following:

- ✓ Individual Movement Techniques
- ✓ Buddy Team Movement Techniques (two people)
- ✓ Team Movement in rural and urban terrain
  - Foot Movement and Patrolling in the woods and in between buildings (Traveling, Bounding Overwatch)
  - React to Contact Drills (what to do if the suspect sees your Team moving to the crisis site)
  - Close Quarter Battle Techniques (Room Clearing, Stairwells, Hallways, Intersections)
  - Overwatch considerations
- This training is accomplished using Department Shoot house / Training Areas or buildings approved for use to conduct dry fire or Simunitions maneuver training.

**Support Requirements:** Minimum of two buildings that we can move in and around to practice maneuver tactics. One building should be multi-story with doors and preferably furniture. Customer is required to provide medical equipment and personnel specific to area and range safety.

Twenty shoot/no-shoot paper scenario (cartoon) targets with stands will be required to position throughout the buildings.

\* Day 3 will require six role-players as opposing forces with SIMS capable munitions. (Role-players will enhance the training but are not mandatory)

**Ammo Requirements:** Day 2 will be dry fire only. Day 3 will require 300 Simunitions (or equivalent) rifle and/or pistol combined.

**Personal Equipment:** Duty Patrol and Assault Gear, Rifle with four magazines, Pistol with three magazines, Helmet, Gloves, Eye and Ear protection. Additional equipment you use on duty: night vision, lasers, body armor etc.

\* We will introduce the **Rapid Response Planning Briefback Format** for use during maneuver tactics training.



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Course is open to 30 personnel.  
Two instructors are required.  
This course is three eight-hour days, two days of travel.

**COST ESTIMATE:**

**Contact Tom Di Tomasso at 910-690-2847, [dito@FulcrumConceptsLLC.com](mailto:dito@FulcrumConceptsLLC.com)**

Options:

Drop the Marksmanship Evaluation and Training Day.  
Ammunition count may vary based on course focus selected by customer.  
Course length can be modified to fit department schedule.



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## **FULCRUM CONCEPTS CRS 0001-08-11 Incident and Tactical Commander's Course**

**Incident and Tactical Commander's Course (32-40 hours)** Four to five day course of instruction designed specifically for the Tactical and Incident Commanders. We will leverage law enforcement historical vignettes and focus on planning and decision-making. The culmination exercise on day five invites all available response units in the area that can participate; this is a complex multi-asset, multi-jurisdiction exercise designed to stress Tactical and Incident Commanders. Role-players and a dynamic script challenge assault elements, EOD, K-9, Negotiation, Fire and EMS Team ability to integrate together to stop the threat.

Day 1: Leadership, Planning and Decision Making. Practical Field Exercise.

Day 2, 3, 4: Instruction and Table-top Exercises relevant to the Department area.

Day 5: Culmination Field Exercise with Mobile Command Post and local SWAT Teams, Fire and EMS on scene.

Requirements for this course are:

Classroom with audio / visual projector.

Day 1 Field Exercise: training building / venue, 100 rds of Simunitions per student with SIM Rifle or Pistol, Duty Gear (Eye/Ear Protection, Gloves, Vest), Tactical Radios, five roleplayers with simunitions.

Day 5 Field Exercise: 2x training building / venue, 15 roleplayers with simunitions, invitation to local SWAT, Fire and EMS crews.

Course is open to 15 personnel.

Two instructors are required.

This course is five-eight hour days, two days of travel.

### **COST ESTIMATE:**

**Contact Tom Di Tomasso at 910-690-2847, [dito@FulcrumConceptsLLC.com](mailto:dito@FulcrumConceptsLLC.com)**

### Options:

Dry fire for field exercises.

Table Top Exercise versus Culmination Exercise for Day 5.

Course length can be modified to fit department schedule.



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## **FULCRUM CONCEPTS CRS 0007-08-11 Fusion Cell Operations**

Fusion Cell Operations (24 hours, 3 days) This course is designed to practice Fusion Cell Operations and Command Post Exercises in order to leverage the fusion of intelligence and operations at the local and state level. Fulcrum has unique qualifications in this area as we helped start the first Joint Inter-Agency Task Force (Fusion Cells) in Iraq and Afghanistan to disrupt Al Qaeda operations overseas.

Day 1: Leadership, Planning and Decision Making and Intelligence Operations.

Day 2, 3: Table-top exercises.

Course Requirements:

Classroom with audio / visual projector

Course is open to 30 personnel.

Two instructors are required.

This course is three-eight hour days, two days of travel.

### **COST ESTIMATE:**

**Contact Tom Di Tomasso at 910-690-2847, [dito@FulcrumConceptsLLC.com](mailto:dito@FulcrumConceptsLLC.com)**

### Options:

Course length can be modified to fit department schedule.