

Steven Bankler, CPA, Ltd.

Client Spotlight:

OverWatch Enterprises, LLC

When Lance Rose sees a business need, he fills it. That's how he and Terri, his wife of 30 years, have evolved into the proud owners of OverWatch Enterprises, LLC, a cutting-edge security services company.

Lance learned the ropes of entrepreneurship working in his family's John Deere stores in Alabama. A dream to run a commercial hunting business led the Roses to Texas. They eventually settled in the Hill Country, where Lance became a real estate investor. Then, another opportunity arose in 2010.

"His business partner had several businesses in the oil and gas industry and told him that oilfield security guards were in high demand," Terri recalls.

Lance already had a security background (including serving as a reserve deputy sheriff), so the need matched his skills. At the time, security services were low-tech, and the family, including the couple's then-teenage son, put in the manpower necessary to make OverWatch Enterprises successful.

Over the years, technology became a central focus of security services. However, this new facet didn't deter or intimidate Lance in the least.

"He started constantly researching new technology and new ideas. His goal was



always to stay ahead of the competition," Terri told us.

That research and innovation paid off. Today, OverWatch Enterprises provides industry-leading security and surveillance by combining the security personnel at the center of its original business with cutting-edge, proprietary technology for video surveillance and access control.

And while they're still firmly rooted in the traditional oil and gas industry, they've extended their security services to emerging areas, including cryptocurrency mining and carbon capture facilities.

As OverWatch Enterprises matured, so did the company's accounting needs. A surprising tax bill was the wake-up call that led the Roses to Steven Bankler, CPA, Ltd.

"I call it a match made in heaven," Terri says. "They've done a great job for us, and I adore Corinna, who I work with all the time. They've really enhanced our business and have saved us so much money in several different areas."

That savings and peace of mind are just what the Roses need to keep their focus on innovating and expanding the business.

Learn more about OverWatch Enterprises, LLC, at overwatchent.com



BANKLER.COM

The Colonnade: 9901 IH-10 West, Suite 670
San Antonio, TX 78230 [\(210\) 691-3133](tel:2106913133)