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Irish Security
Industry Association

Presentation

**Reducing security costs and
increasing quality –
is it achievable?**

FM Ireland Conference by
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Background

- Race to the bottom
- Current Economic Climate
- Bundled services
- Reduced quality of service
- One price does not fit all applications



Security Industry

- Mergers, Liquidations and Buy outs
- Reduced number of Companies
- Reduced numbers employed
- Increased competition
- Increased value offerings



Security Industry

- Costs
- Wages
- Management Costs
- Selling Price
- If Price is the benchmark quality suffers



Why choose quality?

- Higher standard of service delivery
- Independent certification
- Industry specific quality system
- Management quality system
- A well managed quality company will be focused on price as well as quality



Licensing is a legal requirement not a quality standard?

- PSA Licensing
- ISIA Quality Standard, Qualsec
- Silver
- Gold
- Platinum



Tendering Process

- Check standards and training
- Provide a weight to quality over price
- Detail the standard you require
- Expect a high standard
- Use a professional to evaluate the offer



The question

**Reducing security costs and
increasing quality - is
it achievable?**



The answer is

- **Yes, this can be achieved**
- **By managing the tender process**
- **Look for Quality & Training standards**
- **Detail your Service requirements at the Tender Stage.**



Remember

- **If you only ask for a price,**
- **A price is all you will get.**
- **If you don't ask for quality,**
- **you won't get quality.**



Solution

- **Look for Quality and Price you will get the result you require.**
- **A quality security solution at a competitive price.**



Thank you

Any Questions

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