

Security Research Initiative

**Be a ground breaker and become a member
of the new Security Research Initiative**

'This Initiative will provide an important benchmark for the industry. The more we know about the marketplace, customer experiences and trends, the better prepared we will be to meet the challenges and take advantage of the opportunities that lie ahead.'

David Dickinson, Chief Executive of the BSIA

Whilst many of us promote the principles of better security, there is currently no hard, independent evidence we can use to support our arguments. This comprehensive, objective data will be invaluable in focusing suppliers and in-house security managers on the approaches needed to maximise customer satisfaction and the effectiveness of crime prevention strategies.

Geoff Whitfield, Chairman of The Security Institute

This is your chance to be part of an exciting, new and original research that will examine the state of the security industry at a time when many regulatory changes are about to take place, pressure is building and costs and the threats being faced are continually evolving.

This promises to be the most significant research ever undertaken on the security industry. Become a member, promote your company and enjoy a range of commercial benefits.

*This initiative is supported by the British Security Industry Association (BSIA),
The Security Institute (TSI) and ASIS International.*



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So what will be examined?

The SRI will involve the following three projects being conducted over the next three years. They are designed to provide new insights and as a member of the SRI you will get to see the findings first.

1. Clients and end users' views of the security sector

What we want to understand is just how clients view security companies and the services they provide. Specifically we will address questions such as: What is the current planning for future security spend? What are the main factors that are likely to influence this and why? What are the main criteria used for selecting security services and how long does the process take and how does it work?

2. Private security and the future

There is remarkably little information on the value placed on security services, and much less still on the potential barriers to an extended security service. This project will consider the views of different stakeholders on what they see as the advantages and drawbacks of extended security provision and include an analysis of the current make-up of the industry

3. How effective is security?

There is often little independence evidence to assess whether security solutions work. We will explore effectiveness with evaluations on both the electronic and services side and ultimately seeking to identify the sorts of strategies that make projects successful and those that lead to ineffectiveness and failure.

How will you benefit as a member?

- You will get reports first, ahead of your competitors and you will get them free of charge
- You can use the findings to help you plan for the future of your business
- Each project will lead to a report which will include an acknowledgement of all the sponsors and their contact details
- All members will be acknowledged on the SRI website
- You will have the kudos of taking part in an initiative that will deliver cutting edge solutions for the 21st century
- Association with other leading companies committed to developing good practice
- Professor Martin Gill will make a personal presentation on any one report during the three years

In addition PRCI will offer

- A 20% reduction on any book or journal published by Perpetuity Press
- A 10% discount for each and every member sent on a training course at Perpetuity Training
- We aim to hold good practice conferences (hopefully annually in due course) and each sponsor will be entitled to send two nominees at a 50% reduction
- Access to PRCI staff or 'spin off' projects at favourable rates

So how do you become a member?

Over 50 employees £5,000 (plus VAT) per annum for three years.

50 or less employees £2,500 (plus VAT) per annum for three years.

There are no hidden extra charges, that is it.

Sign up now to become a member

Contact: Professor Martin Gill
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Perpetuity Research and Consultancy International (PRCI)

PRCI is a 'spin out' company from the University of Leicester and is partly owned by the University. It is also part of the Perpetuity Group of companies which include Perpetuity Press, Perpetuity Training and Perpetuity Conferences. PRCI has undertaken and is undertaking work with a range of clients including the Security Industry Authority, the National Security Inspectorate, local authorities, commercial companies and charities. PRCI maintains a network of experts in the fields of security and risk management, crime and community safety. PRCI staff also have a specialist expertise in evaluation research. PRCI's work combines the rigour and creativity of academic research with a keen awareness of the need for commercial solutions that have a lasting beneficial impact on clients.

For more information please return this slip or contact Professor Martin Gill (see overleaf).

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