

# Strategy for Change

Martin Gill

[m.gill@perpetuityresearch.com](mailto:m.gill@perpetuityresearch.com)

Perpetuity Research & Consultancy International (PRCI) Ltd  
[www.perpetuitygroup.com/prci](http://www.perpetuitygroup.com/prci)



INVESTOR IN PEOPLE



# SRI Members

- Deloitte
- G4S Secure Solutions
- ICTS
- Interr Security
- Kings
- KPMG
- Marks and Spencer
- MITIE Security
- PWC
- OCS Group UK
- Securitas Security Services (UK)
- SIA
- Ultimate
- VSG



# First Aim

- The Government must be encouraged to develop a strategy for harnessing the enormous contribution of the private security sector to preventing crime.



# Second Aim

- The private security sector must commit to developing an ability to talk with a more united and coordinated voice.



# Third Aim

- The private security sector must commit to highlighting the enormous benefits it generates including for the public good, and commit to ways of enhancing these
- Much of what it currently does is unheralded and under acknowledged.



# Objectives

- To talk-up the benefits of private security which includes:
  - Prevents crime in places where people work and also where the public congregate that extends beyond what the police do
  - Enables business to operate profitably so contributes to the economy
  - Provides first response to incidents in workplaces and manages incidents so police involvement is not necessary



# Cont

- Is the primary way of protecting parts of the national infrastructure
- The key component in tackling cyber crime and terrorism and many other offences
- The key component in managing the night time economy and places that the police cannot undertake alone
- Good practice in workplaces extends to the community
- Developing/managing technologies to fight crime
- Providing information and intelligence that is crucial to tackling crimes



# Objective

- To challenge the perception that the role of private security is marginal in protecting the public; this is often incorrect and misleading; private security plays a crucial and central role in public protection. This involves:



# Cont

- Recognising that the aims of the public and private sector are much more similar than different when it comes to public protection
- Understanding that good policing characterises private security
- Being aware good police work will always involve a mix of the public and private



# Objective

- To highlight the special and sometimes unique capabilities of the private security sector:
- The Government does feature private security in its strategic plans for tackling a range of offences, but references are typically to tactical possibilities without being clear how these can be achieved
- Harnessing the benefits that the Government wants to gain from private security (and many others it could) is undermined by the lack of a strategy for achieving them



# Objective

- To improve public perceptions of the private security sector, this includes the need to improve media perceptions of private security that are often negative:
- The security sector needs to initiate and support a PR campaign designed to inform the public and other stakeholders of the role it plays in protecting the UK
- Other industries, for example, construction, may provide learning points



# Cont

- Any approach will need the broad support of the security sector
- It will need to include a focus on the police service; many serving officers are unaware of the potential resource available in the private sector and much more on how to use it



# Objective

- To develop structures that enable the state sector to liaise more effectively with private security:
- The security world is not easy to communicate with
- Any real improvement in the lot of the private security sector is dependent on generating structures which enable it to speak with a single voice or at least a united one
- RISC's access to Government with the Security Commonwealth's reach across the private security sector provide a starting point for discussions



# Objective

- To develop a strategy for working with the police:
- The private security sector should not take for granted police support for its work or a commitment to partnerships
- The police underestimate the contribution that the private security sector makes to policing and an awareness campaign is needed to rectify this



# Cont

- The police lament that private security is unaccountable when in fact there are a range of ways they can be held to account; these need further exploration
- Information sharing possibilities are undermined by confusion that needs clarifying
- There needs to be clarity about which police roles (if any) should remain the exclusive responsibility of the police
- Private security needs to relate its work to police priorities



# Objectives

- For the security sector to raise its game:
- The private security sector needs to develop the ACS, differentiating security suppliers more effectively
- There needs to be a specific plan for engaging buyers who play a crucial role in the type of security demanded
- There needs to be collaboration in developing training/qualifications/guidelines in areas such as buying security, specifying security needs



# Cont

- Involving the police in training and the accreditation process will help build understanding and trust
- Emphasis needs to be placed on raising the status of security professionals in business; not just as protectors of assets but as business people enabling the organization to operate effectively and generate profits and other benefits
- There needs to be a change in thinking and philosophy: the public good is mostly consistent with private profit
- In any event, protecting the public cannot be left to the state; it would be too resource intensive. It has to involve the private security sector



# Strategy for Change

Martin Gill

[m.gill@perpetuityresearch.com](mailto:m.gill@perpetuityresearch.com)

Perpetuity Research & Consultancy International (PRCI) Ltd  
[www.perpetuitygroup.com/prci](http://www.perpetuitygroup.com/prci)

