ALWAYS THERE

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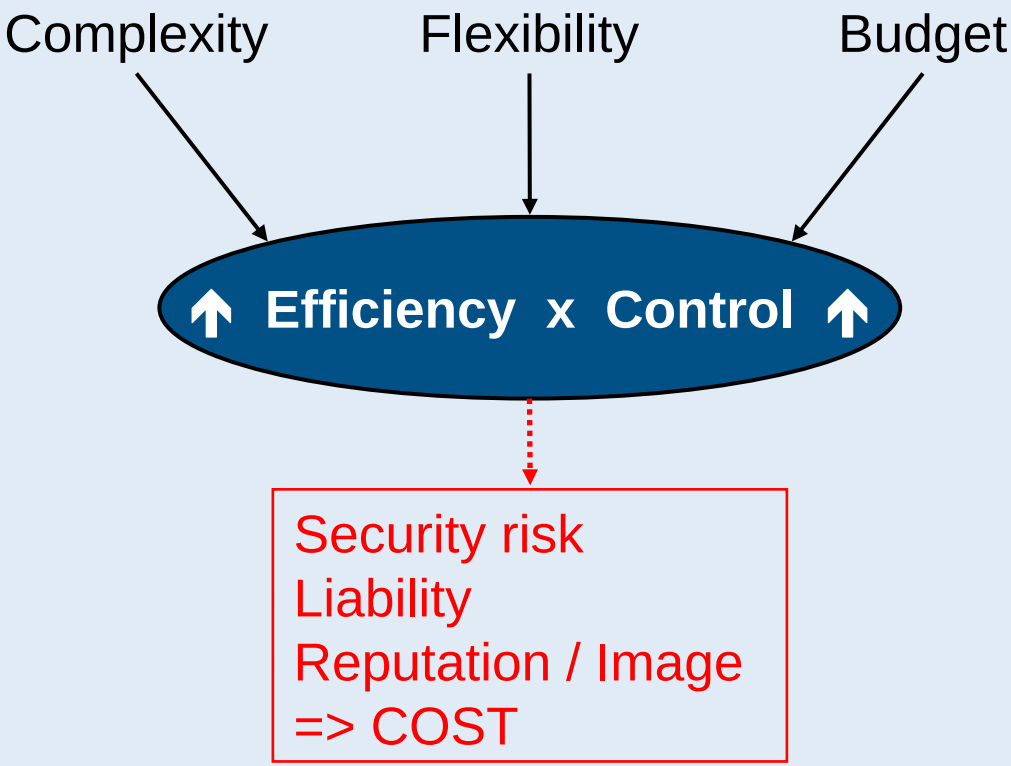
tyco Fire & Security

ADT

Introduction

- ADT Security Services B.V., Netherlands
- Part of Tyco
- >10 years active in Dutch market as EM solution provider
- >40 years active in Dutch market with security solutions

Challenge


Complexity
Flexibility
Budget
Efficiency x Control
Security risk
Liability
Reputation / Image
=> COST

Measures

- Signalling
- Detective

EM is ...

- … primarily a checking instrument
- ... part of a total solution
- ... proportional to the risk imposed by the target group
- ... an investment providing return
- ... a momentary solution matching momentary needs; continuous re-evaluation on both aspects is required

Environmental factors

- Complexity
  - Many “interfaces” between EM and organisation
  - Deep integration of EM solutions in organisation
    - Protocols at all interface levels
  - Reduction of complexity leads to higher level of quality, efficiency and security
- Flexibility
  - Changing variety in target groups with different risk profiles
  - Modular approach to address different risk profiles
    - Add new technological solution
  - Supporting knowledge & experience
  - Short lead time for implementation of new EM schemes
- Budget
  - Reduction operational cost
  - World class solutions
  - Modular solutions
    - growth path, cost control, protection of investment
  - Integrated security solutions

ADT's "Electronic Monitoring" benefits

- Complexity
  - Reduction of complexity, through intensive partnerships, leads to higher level of quality, efficiency and security
- Flexibility
  - Knowledge and innovative solutions enable short lead times for implementation of new EM schemes
- Budget
  - Modular integrated solutions allow easy upgrade / expansion of EM functionality thus minimizing cost and risk while protecting previous investments
  - Various financial schemes

ADT mission

- Mission
  - To improve security, continuity and efficiency for our customers through Integrated Security Solutions.
- Solutions
  - Products
    - Multi-vendor
  - Services
    - Consultancy, design, implementation, maintenance & support, monitoring (ARC)

ADT-NL >40 years of knowledge and experience...

- Culture & legislation
  - Closely involved in society through contacts with (semi-) governmental organisations
- Organisation
  - Long term relationship
  - Experienced in aligning company processes with security solutions
- Technology
  - Experienced in defining and providing integrated solutions matching customer's specific requirements
  - Focal communication point for identifying (future) needs and translation into new solutions

ALWAYS THERE !