

EXECUTIVE BRIEFING SERIES

presented by Professor Martin Gill
Director, Perpetuity Research (UK)

SECURITY EXCELLENCE: Discover the factors to success

21 October 2015, Melbourne 9.30am – 12.30pm
23 October 2015, Sydney 9.30am – 12.30pm

Have you ever wondered why some security companies and corporate security departments perform better than others? What is it that drives their success? What do buyers say about suppliers and the other way around?

Drawing on his own international research (which included Australia) world renowned criminologist and security thought leader Professor Martin Gill will share his insights to highlight some of the key characteristics of security excellence.

The session will articulate what you get from an excellent security supplier / corporate department that you don't from just a good one.

The findings from his international research are compelling. If you want to be excellent you need to do certain things exceptionally well.

In this special Executive Briefing, Professor Martin Gill will draw on his research as to what constitutes outstanding performance. The session will address:

- Identified barriers to achieving excellence and how these can be overcome;
- The competing trends in Australia and globally which are impacting on security performance;
- The role of standards and training and how these relate to outstanding performance; and
- The overlap between an excellent corporate security department and an excellent security supplier.

Who should attend?

Security operates in a highly competitive and cost sensitive environment. This Executive Briefing has been developed to provide senior in-house security managers and providers of security services with an understanding of what really drives organisational success.

Cost

\$275.00 (ASIAL/ ASIS Members)
\$325.00 (Non Members)



In 2015, Professor Martin Gill was ranked by IFSEC as the 7th most influential person in the global security and fire industries.

SECURITY EXCELLENCE

21 October 2015
Quality Hotel Batman's Hill on
Collins, 623 Collins Street,
Melbourne
9.30am – 12.30pm

23 October 2015
MGSM CBD Executive
Conference Centre, 37 Pitt
Street, Sydney
9.30am – 12.30pm



**Australian Security Industry
Association Limited**

*The peak body for
security professionals.*

REALISING THE TRUE VALUE OF SECURITY:

A new way of thinking

21 October 2015, Melbourne 2.00pm – 5.00pm
23 October 2015, Sydney 2.00pm – 5.00pm

Whilst every organisation understands that security is an inevitable expense, not all would view it as a vital business function that is integral to the organisation's continued success. Indeed, for some security is viewed as a 'necessary evil' which they endure rather than embrace.

In this session Professor Martin Gill will argue for a reframing of the case for the value of security, not as a marginal business activity, but one that enables organisations to operate ethically and profitably and is an essential component of business success.

Part of the difficulty presenting the case for the true value in security is that we get too tied up in definitions of what is a Return on Investment, and suffer from security then being defined as an 'intangible'. In this session Professor Gill will suggest a different way of looking at security, noting that it is far more important than merely preventing loss, and it is not enough to say that it is a business enabler, it is far more than that; security is an essential component of a successful organisation.

He will report on recent research, in part conducted in Australia, and his findings will invite you, as well as your colleagues and clients to look at security in a very different way.

Who should attend?

This must attend Executive Briefing challenges security managers and providers of security services to rethink the way they think about security.

Cost

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REALISING THE TRUE VALUE OF SECURITY

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Professor Martin Gill

Professor Gill is a world renowned criminologist and Director of Perpetuity Research. He holds honorary/visiting Chairs at the Universities of Leicester and London.

He has been actively involved in a range of studies relating to different aspects of business crime including, the causes of false burglar alarms, why fraudsters steal, the effectiveness of CCTV, the victims of identity fraud, how companies protect their brand image, the generators of illicit markets and stolen goods, to name but a few.

Earlier this year he was ranked by IFSEC International as the 7th most influential person in the global security and fire industries.

Martin is working with partners (including ASIAL in Australia) to launch the Outstanding Security Performance Awards (OSPAs), a global initiative sparked by the findings of his research into security excellence.



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REGISTRATION

The registration fee to attend either the *Security Excellence* or *Realising the True Value of Security* briefing is \$275.00 (ASIAL/ASIS Members) or \$325.00 (Non Members) per briefing.

To attend both the *Security Excellence* and *Realising the True Value of Security* briefings is \$500.00 (ASIAL/ASIS Members) and \$600.00 (Non Members)

Register online: www.asial.com.au