



In some instances there are no substitutes for well-trained and effective officers

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When you report to C-level executives it can be critical to have clear proof that every dollar you are spending makes an impact. And if you are spending a million on facility security and protection services, then the goal is to have that expense do more than lower liability insurance and risk ratings.

We've been working with senior managers in commercial facilities and infrastructure centers who are not only under incredible pressure but also justify every budget item for themselves. They ask all the tough questions -They want the best answers, ones that make sense to them and their corporate leadership.

In a number of cases, using officer daily reports helps justify why each officer is in place. They itemize all findings and it is part of proving value every 24/7. How many gates were found open? What times? How many trucks left unlocked? When was the leak in the hallway found? How long before maintenance was informed and the leak fixed? When did the emergency exit sign get cracked? When was it repaired?

In some cases, officers are not the best answer and card access systems and cameras/recorders are as effective as personnel. Being able to look at our clients' facilities with a consultant's eye has been valuable both for them and for us. Of course, in some instances there are no substitutes for well-trained and effective officers.

At one facility, our officer on duty at the parking-lot gate is part of the entire corporate culture and sets a welcoming tone each morning for several hundred employees as they arrive. In another facility, having our officers provide escort service after dark for anyone going to the parking lots from a large commercial center has paid off in getting our client new tenants. This service was one of the decision criteria that helped 'seal the deal' since the new tenant's headquarters are overseas and the US staff works on a 24-hour schedule.

We work with clients on penetration testing so that our assumptions about protected spaces, systems, procedures and vulnerabilities are challenged and refined. We send "secret shoppers" to test whether the right customer service tone is accompanying our security perspective on each assignment.

At Doyle Security Services, (DSS) we make it as easy as possible for our clients to justify and get value out of what they spend to enhance security 24/7/365. And, if you are looking at every penny

that you spend with the same diligence, we invite you to give us a call so that we can give you the best assessment of how you can get the most performance for your security expenditures. At DSS, we are at your service.

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