

*SAS-MA Security Conference Nov '09*



Logistics Security -

Dealing with the recession.

# *Who is GGL Security?*



GGL Security is a Global Security Provider with their headquarters in Limerick, Ireland. Established in 1994, the company has grown tremendously through the years. With a number of regional offices now in Poland, Netherlands, France, Germany, UK and more recently South Africa and Brazil the GGL Security Global Expansion Program is going from strength to strength.

GGL has strong links and business dealings with top companies across the world, and have worked hand in hand to develop their security policies and procedures. Together our management has brought them to realization through specific training programmes implemented by our security staff on their sites. Through our highly trained Management team we aim to provide superior security services to our customers while striving to assist in cost reduction programs.

Our service range has grown over the years and now includes Manned services, Logistics Security Programs, Vehicle satellite tracking, Armed and unarmed escorts, Executive protection and a wide range of monitoring services that are provided through our recently upgraded state of the art International Monitoring Centre.

# Statistics



Cargo crime in Europe has an estimated cost of over €8 Billion a year to companies. This figure includes the cost of product replacement, re-shipping and the damage to the overall customer experience.

TAPA stats show that over 3,700 incidents were reported in 2008, with a loss value of approx €170M. In addition 1,775 were reported involving empty vehicles.

Based on available information last year, thefts from vehicles had dropped by 20% and hijackings are down by 47% but there has been a sharp rise in thefts from facilities which has a reported increase of 50%.



The top five countries for cargo crime in Europe are UK, Netherlands, Italy, Romania and Poland. France and Spain are following close behind

# *The Recession*



A recession will always bring tough times, with job losses, company closures, less disposable incomes and of course an increase in crime.

## ***The increase in demand will fuel the supply.***

People become more inclined to purchase the cheap deal and not worry about where it has come from. This pushes up the demand for products and the criminals respond to their markets needs through increased crime.

In a time when budget cuts are the norm, it creates a mean task to maintain a high level of security throughout the supply chain. Security Managers must provide cost savings while aiming to not reduce their overall coverage.

This indirectly opens the door to new programs that enhance the level of security in place.

One plus point during a recession is that supply chains become more streamlined and efficient.

# *Market Reaction*

With 'cuts' being the way to go, the market must react ...

Consumers are now looking to technology to provide the necessary cost savings. With the many new products available competition in the market place is reaching new highs. Shopping around is proving beneficial as companies look for new ways to provide products and services to consumers at lower costs with improved results.

**Loss prevention** is a key method to reduce the overall cost to a company and is certainly a figure that has attracted more attention from companies than ever before. This has always been an area within the business that has an acceptable level until now.

One draw back is that Crime Prevention Measures used are also causing Cargo Criminals to change their methods. Criminals are becoming more sophisticated in their methods and planning.

The objective is to stay one step ahead and be aware of what is happening.

# *Customer Expectations*

*1. Secure Facilities*



*2. Staff & Product Security*



*3. Secure Supply Chain*



*4. Satisfied Customers*



# *What's available*



With a shift in the market from manual labour to the use of technology a vast range of products and services have become available and are proving to be both operationally and cost effective.

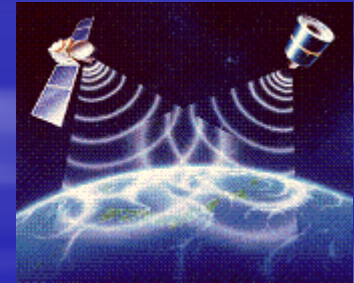
*Vehicle Satellite Tracking* – Fixed & mobile GPS, trucks and trailers.

*Remote Monitoring of facilities* – CCTV, Alarms and access controls.

*Bio-Metrics* – Accurate and visible solution to access control.

*Security Programs* – Fully managed programs tailored to suit customer needs.

*Global Solutions* – Capability to manage security across a number of regions.



# *Plan for the future*

Managed Security Programs have become the norm nowadays and collaboration between companies, service providers and law enforcement agencies is proving to be very beneficial all round.

More and more companies are becoming compliant with global security programs and agencies such as C-TPAT, AEO, TAPA FSR/TSR, etc..

Visibility through the supply chain is critical in providing plans to combat against repeat crimes. Using training programs and increased awareness to incident reporting with the front line workers is vital to ensuring that implemented plans are worked to provide the maximum coverage and results.

Analysis and tracking of information is a very important tool to ensuring the correct plans are being put forward to tackling specific crimes in specific areas.

Programs now are heavily driven by results.. Positive results, positive performance.



*Thank you for your time.*