

# *Join the* **BSIA**

THE VOICE OF THE PROFESSIONAL SECURITY INDUSTRY



## *Our* **mission**

As the voice of the professional security industry, the BSIA's mission is to support members and encourage excellence; educate the marketplace on the value of quality and professional security; and create an environment in which our members can flourish.

## *Our* **vision**

To create a climate where BSIA Membership is the symbol of quality and professionalism in the security industry.

## *The voice of the* **professional security industry**



The **British Security Industry Association (BSIA)** has led the way in shaping the private security industry for over 50 years. Our members are responsible for more than 70% of privately provided UK security products and services (by turnover) including the manufacture, distribution and installation of electronic and physical security equipment and the provision of security guarding and consultancy services.

Our members are industry professionals ranging in size from global companies to small and medium enterprises, offering quality products and services to a vast spectrum of end users.

The BSIA continues to be recognised as the leading voice of the professional security industry, through active engagement of its staff and members with governing bodies, police, insurers, press and the general public. Membership provides the opportunity to collectively provide input and feedback on standards and potential enhancements within the security sector and to share best practice that develops, enhances and progresses the services the private security industry delivers.

With the rapid development in technology and significant legislative change, we are committed to active involvement in identifying best practice and the creation of standards and delivering value to our thriving and growing membership. There has never been a more important time for our industry to be addressing the rapid changes that are occurring and being at the heart of the security industry through the BSIA means it is better to be a member and not just an observer.

I would actively encourage you to join the BSIA so you can have an input into the direction and positive development of the industry you are operating in.

**Mike Reddington**  
Chief Executive  
**British Security Industry Association**



## Who we represent

The BSIA's sections of membership reflect the true diversity of our industry, with each section representing a specific area of security specialism. Whilst each member belongs to a primary section of membership, it is also possible to get involved in multiple sections.

Currently, the BSIA represents the following industry sectors:

### **MANPOWER**

Cash & Valuables in Transit

Crowd Management

Lone Worker

Security Guarding

Training Providers

Vacant Property Protection



### **ELECTRONIC**

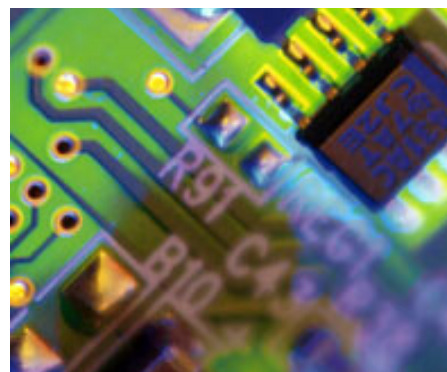
Access & Asset Protection

Asset & Property Marking

Security Equipment Manufacturers

Security Systems

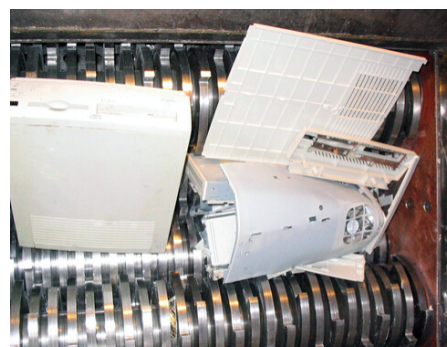
Video Surveillance Systems



### **PHYSICAL**

Information Destruction

We also represent our members through our **Export Council**, **UK Associates** and **Overseas Associates** sections.





## Core benefits

**Lobbying and representation:** The BSIA provides an effective and respected representative voice to government, the Police, end-users, standards-setting and legislative bodies on issues that affect the future of our industry and your business. In recent years, the BSIA has attended political party conferences and organised Parliamentary roundtable meetings to raise awareness and encourage cross party discussion of key security issues.

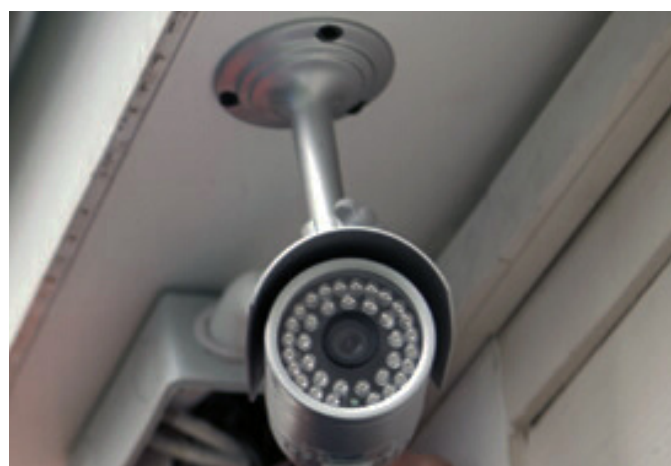


**Influencing standards development:** Through BSIA membership, you will be able to help shape the message that is delivered to key decision makers and ensure that you are taking an active role in influencing the future of your industry and making change work for your business.

Standards is an area of constant transition. The BSIA is at the cutting edge of standards development both in the UK and Europe. BSIA members are kept up-to-date with the changes as they occur and are also instrumental in standards formation and revision through consultation papers and seats on British and European standards committees.

**Hallmark of quality:** The BSIA's stringent membership criteria means that your organisation will become associated with the very best companies in the British security industry.

By displaying the BSIA logo on your website and business stationery, you will demonstrate your commitment to professionalism and quality, and your customers will understand that your company has been recognised by the industry's leading trade association.



## Core benefits



**A rise in profile:** Your company profile will be raised through inclusion in the Company Finder area of the BSIA's website which is used by over 100,000 visitors each year. You will also be promoted through BSIA publications, including our annual directory of members. The Association also undertakes comprehensive communications campaigns promoting the issues important to you, with a particular emphasis on ensuring that the value of security is understood and appreciated.



In recent years, the BSIA's PR coverage has consistently extended to a potential audience of over 700 million people, and the Association's social media policy also ensures a consistent online presence on outlets such as LinkedIn and Twitter. We also actively promote our members' product launches on our website and publicise their work through videos and podcasts.

**Events and networking:** The BSIA's comprehensive events programme continues to provide advice, guidance and networking opportunities for members and is constantly developed and reviewed to include the introduction of brand new events alongside industry favourites.



Sector-specific events and those focused on particular themes are also now firmly established on the industry's radar and continue to grow in popularity year-on-year.

All our events are attended by end-users, which have included major retailers, local authorities and police forces.







## Core benefits

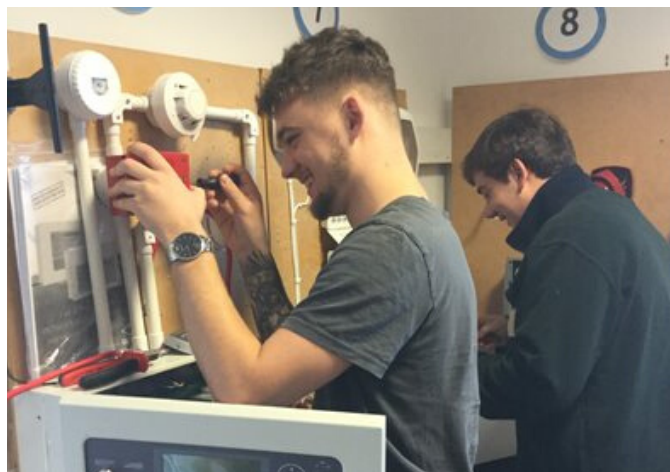
**Access to training:** Our wholly owned subsidiary, **Skills for Security**, works with employers to improve security skills and standards of professionalism, by providing access to security training courses and security qualifications, for people employed in security roles across the UK.

Since 2019, Skills for Security has been the largest Fire and Security Apprenticeship Provider in the UK.

Skills for Security can help you with training courses, apprenticeships and qualifications and offers a range of public courses as well as options for in-company delivery.

With training offices in Knutsford, Skills for Security also offer in-house training and bespoke courses.

[www.skillsforsecurity.org.uk](http://www.skillsforsecurity.org.uk)





# Our members and Association in pictures



Southmead NHS Trust team (OCS Group) receive best regional team for the third year in a row



Lauren Summers (Mitie) wins Best Newcomer at the British Security Awards



Mike Reddington visits Scotland and meets Jakes Wheelans of Border Safeguard



Skills for Security attended a number of exhibitions including the North West Fire & Security Expo



The BSIA Comms team join ARC Monitoring in Bristol to celebrate their 20th birthday and to present them with an anniversary trophy



Members and BSIA staff celebrate nominations at the Women in Security Awards in London



Chair of the Export Council Carl Gibbard and Director of Manpower & Export John MacAskill at Secured by Design



Skills for Security apprentices in action at the Knutsford training centre



Surrendra Chongbang (G4S) wins the Bravery Award at the British Security Awards



Mike Reddington officially opens the new Mitie Security Operations Centre in Northampton



An apprentice competes in the Engineers of Tomorrow competition at IFSEC



## Our members and Association in pictures



Vinnie Barrett (SGS) wins Service to the Customer for the south west in the British Security Awards



Tony Allen receives the Chairman's Award on behalf of David Snook at the British Security Awards



Technical Manager Steve Lampett speaks at the NSI Summit about cyber security



Andrew Cooper presents Security Project of the Year at the Security & Fire Excellence Awards



Maggie Markova and Katherine Ingram of the BSIA Comms team exhibited at the Lone Worker Expo



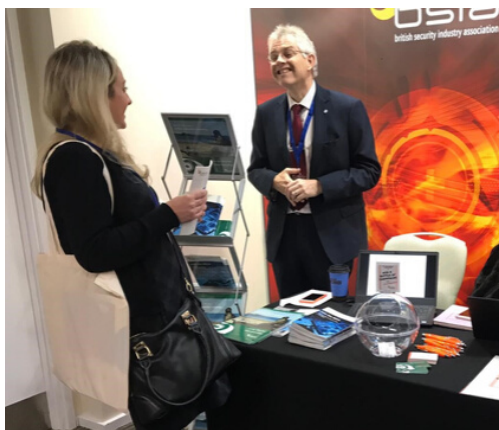
Chairman of Skills for Security Tony Allen meets the Volunteer Police Cadets at IFSEC to talk about security and the next generation of leaders



James Brown of Select-a-Mark receives the award for Innovative Security Project at the British Security Awards



Director of Manpower & Export John MacAskill presents Paul Connolly of CSS with their membership certificate



Technical Officer Peter Jack meets with Lone Worker members at the Lone Worker Expo



Director of Technical Services Dave Wilkinson welcomes Saturn Security to the BSIA

## Meet the team

The BSIA prides itself on communicating with its members through regular meetings and events as well as telephone and email correspondence. Over the course of the year our team will be available for you to contact them on the details listed.

You can also email the BSIA head office at [info@bsia.co.uk](mailto:info@bsia.co.uk) or call us on **01905 342 020**.



**Mike Reddington** Chief Executive  
[m.reddington@bsia.co.uk](mailto:m.reddington@bsia.co.uk)

Mike has worked in the security industry for over 25 years, beginning his career in electronic engineering before moving into sales and marketing, rising into senior roles for a variety of organisations. Mike was appointed as Chief Executive in 2019.

Mike regularly attends section meetings, visits members and speaks at numerous industry events.



**David Wilkinson** Director of Technical Services  
[david.wilkinson@bsia.co.uk](mailto:david.wilkinson@bsia.co.uk)

With over 20 years experience in the industry, Dave is responsible for coordinating all technical and quality matters within the Association. These duties include acting as representative on various UK, European and International standards committees and monitors EU Directives that impact BSIA members.

Dave attends BSIA meetings and speaks at a variety of industry events.



**John MacAskill** Director of Manpower & Export  
[j.macaskill@bsia.co.uk](mailto:j.macaskill@bsia.co.uk)

John has over 25 years of experience in the industry, working in business development for Pointer Ltd and Connolly Security Systems.

John attends guarding and export meetings for the BSIA and is responsible for overseas exhibitions for export and meets regularly with government and industry leaders on behalf of the Association.



**Andrew Cooper** Head of Communications  
[a.cooper@bsia.co.uk](mailto:a.cooper@bsia.co.uk)

Andrew has worked in communications and marketing for central government and trade bodies for 18 years, and is responsible for the communication functions of the BSIA, including public relations, campaigns and BSIA events. He also regularly meets with members at meetings and events, and liaises with government and industry partners.



**David Scott** Managing Director, Skills for Security  
[d.scott@skillsforsecurity.org.uk](mailto:d.scott@skillsforsecurity.org.uk)

David is responsible for the BSIA's wholly owned subsidiary **Skills for Security**, working with employers to improve security skills and standards of professionalism by providing access to apprenticeship security training courses and security qualifications, for people employed in security roles across the UK.

David works with industry stakeholders, attends events and liaises with partners and members.



## Meet the team

If you wish to contact the BSIA at our head office about your membership application please contact **Rosemary Nicholas** on **01905 342 020** or email [r.nicholas@bsia.co.uk](mailto:r.nicholas@bsia.co.uk)

For more information on BSIA membership visit our website at [www.bsia.co.uk/membership](http://www.bsia.co.uk/membership).



**Tom Ford** Membership Development Manager  
[t.ford@bsia.co.uk](mailto:t.ford@bsia.co.uk)

Tom's background is within managing client accounts and developing client relationships for a variety of trade associations. As Membership Development Manager, Tom is responsible for growing overall membership and providing support to the Association's existing members.

Tom is the first point of contact for membership enquiries and ongoing relationships with existing members.



**Sarah Staff** Head of SaferCash  
[s.staff@sagercash.org.uk](mailto:s.staff@sagercash.org.uk)

Sarah is responsible for the BSIA joint security intelligence initiative SaferCash and is former Head of the Flying Squad, with a 30 year career in the Metropolitan Police.

Sarah attends SaferCash and BSIA meetings and also speaks at a variety of industry events.



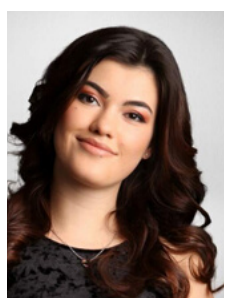
**Steve Lampett** Technical Manager  
[s.lampett@bsia.co.uk](mailto:s.lampett@bsia.co.uk)

Steve is responsible for coordinating the BSIA groups that develop codes of practice and guidelines and provides input to national and international standards committees. He also manages activities related to environmental compliance and regularly attends BSIA meetings and speaking at industry events during the year.



**Peter Jack** Technical Officer  
[p.jack@bsia.co.uk](mailto:p.jack@bsia.co.uk)

Peter is responsible for supporting member companies at technical, regional and section meetings, as well as developing and vetting security industry guides, codes of practice and standards. He also represents the BSIA on selected technical working groups such as industry stakeholders and standards bodies both in and outside the UK.

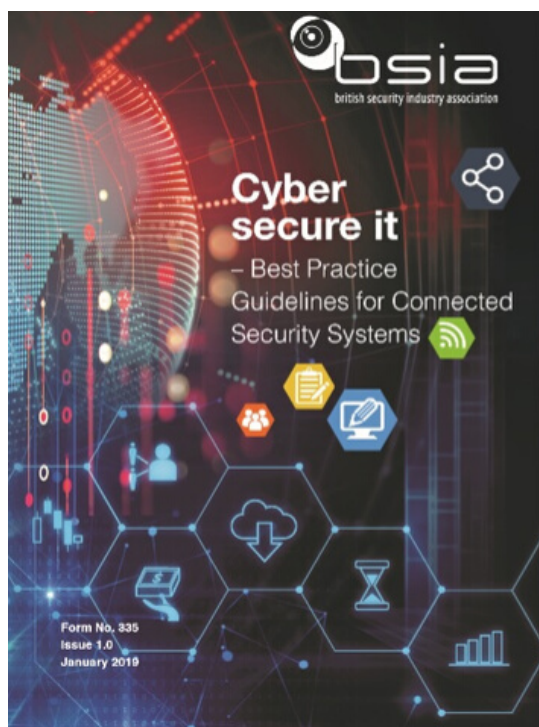


**Katherine Ingram** PR & Communications Officer  
[k.ingram@bsia.co.uk](mailto:k.ingram@bsia.co.uk)

Katherine is responsible for raising the profile of the work of our members to both trade and end-user audiences, specialising in the use of social media and video technology as well as communicating with national and regional press.

Katherine attends BSIA meetings and liaises regularly with our partners and members.

## Specialist benefits



**Cybersecurity:** Protecting our members and their customers from the increasing risk of cyber-crime is the core focus of the British Security Industry Association's wide-ranging cyber security activity, and we host an online portal to allow members access to the latest advice and guidance to help them and their customers reduce the risk they face. Members also benefit from a reduced price on vital cybersecurity training and **Cyber Essentials** certification.

**Guidance on industry issues:** Giving its members a competitive edge is central to the guidance and education provided by the BSIA. The Association regularly provides in-depth guidance and advice to members on a number of key issues facing the industry. In a recent survey, members reported the highest levels of satisfaction with the BSIA's provision of guidance on industry issues.

**Export support:** Whether your company has long-established links overseas or you are considering making the first steps towards exporting, the BSIA has a wealth of experience and expertise in this area to assist you. We can provide contacts for overseas commercial officers and supply market information. We also organise successful UK pavilions at key security industry exhibitions worldwide, bringing real commercial benefit together with our investment in the UK's largest international trade exhibition, **IFSEC International**.



**Parking charge notices:** Since 2008, the BSIA's dedicated parking charge notice (PCN) appeals team has been working on behalf of members to appeal parking tickets issued to cash-in-transit vehicles parked outside delivery points across the UK. Constant contact with local authorities has resulted in the team winning more than 70,000 appeals, saving member companies over £1.9 million.



# SaferCash

## *Specialist* benefits



**SaferCash** is a security initiative, which aims to reduce the number of attacks on cash-in-transit couriers through the effective sharing of intelligence between the cash in transit industry and Police forces nationwide.

Establishing a partnership between industry and police has given SaferCash the ability to identify linked offences and spot where organised crime groups (OCGs) are active across force boundaries. In the case of cash and valuables in transit, organised criminal gangs are increasingly operating on a nationwide basis, impacting on local communities and funding other criminal enterprises.

[www.bsia.co.uk/safercash](http://www.bsia.co.uk/safercash)

# SaferGems

**SaferGems** is a major initiative against crime in the jewellery, antiques and fine art trades.

The SaferGems team, which has links to all the UK police forces coordinates data from the trade on incidents and suspicious events, sends alerts to members of the National Association of Jewellers and those insured via T H March.

It also coordinates data across police forces to improve identification and conviction of criminals.

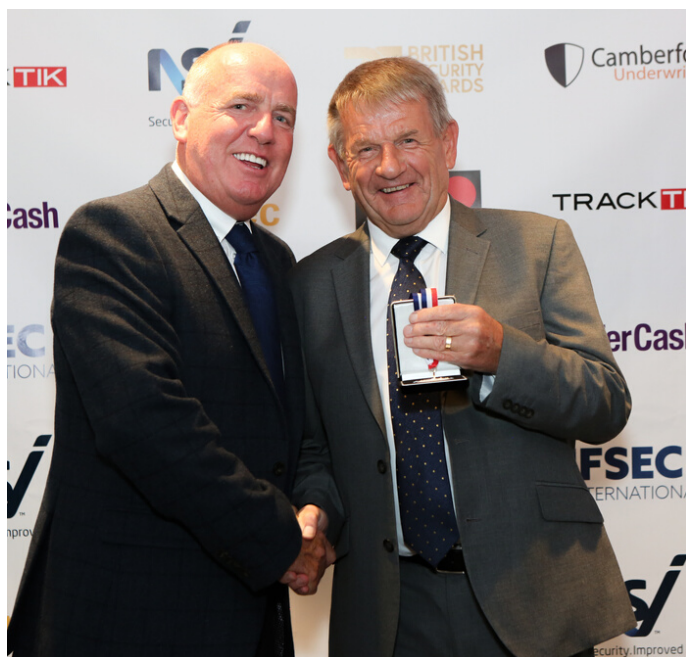
[www.bsia.co.uk/safergems](http://www.bsia.co.uk/safergems)





## Added value

**Celebrating Security Excellence:** Recognising and rewarding talent within our industry is a particularly positive role of the BSIA and our **British Security Awards**, held every July continues to attract entries from the industry's high achievers.



We award the industry in the following categories:

Best Team | Best Newcomer | Best Use of Technology | Service to the Customer  
Outstanding Act | Innovative Product  
Apprentice of the Year | Partnership  
International Project | Installer of the Year  
Bravery | Business of the Year  
Contribution to the Industry

Entry is free and we accept nominations up to the beginning of May.

[www.britishsecurityawards.co.uk](http://www.britishsecurityawards.co.uk)

As the leading trade association for the private security industry, the BSIA partners every year with **IFSEC International** at the ExCel London every May and has a strong presence at the show.

This leading industry security show presents an opportunity for us to engage with our members, potential members and the wider security industry and to demonstrate the value of the Association in providing a voice to the industry.

**IFSEC**  
INTERNATIONAL



## Ready to **become a member?**

Our members adhere to stringent membership criteria and BSIA membership is an assurance to potential customers that the Association has confirmed that:

Your business is financially sound.

Your company directors are of good repute.

You possess **ISO 9001** certification accredited by a UKAS certification body. (Where applicable)

You meet the criteria of the specific section of membership you wish to join.



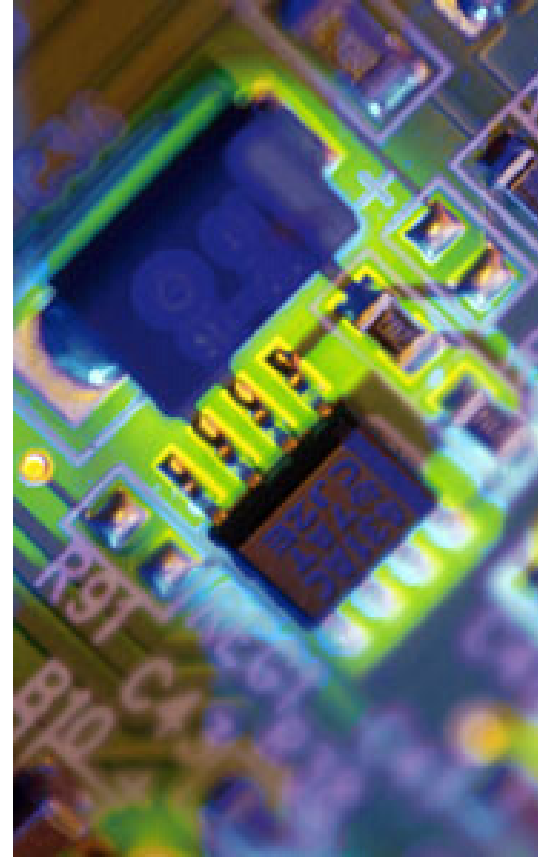
Our Membership team will offer advice and assistance at every stage of your application and will go through the membership criteria with you so that you understand the details of the requirements that you and your company need to fulfil.



If you are interested in becoming a member of the BSIA or have any questions about benefits of membership, please contact our Membership Development Manager **Tom Ford** on **07376 544702**. Alternatively, contact our head office and speak to **Rosemary Nicholas** on **01905 342020**, email [info@bsia.co.uk](mailto:info@bsia.co.uk) or visit our website: [www.bsia.co.uk/membership](http://www.bsia.co.uk/membership)

*Join today by calling **Tom Ford** on **07376 544702***





# *Be a member* **not just an observer**

*"There has never been a more important time for our industry to be addressing the rapid changes that are occurring and being at the heart of the security industry through the BSIA means it is better in the long run to be a member than just an observer."*

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