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Enforce Integrated Security Solutions – A Growing Demand

There's no candy coating the reality of the world we live in. The crime statistics alone in South Africa leave us constantly in search of a total security plan that has the ability to 'watch over' our every step from our homes to our workplace. We simply cannot compromise on security to ensure the protection of our loved ones, employees, valuables and business assets. Therefore, the demand for a solution that covers all security aspects into one integrated security solution is becoming a fast growing request across business and residential communities and indicates a concerted effort to combat crime at all costs.

The introduction and rapid technical development of sophisticated IT systems that facilitate state-of-the-art system integration of perimeter control, alarms, armed response, guards, remote video monitoring, CCTV and access control into tailor-made solutions is in itself a clear indication that this is the way of the future, according to Anthony Feuilherade, Director of Enforce Security. While business owners are most definitely focused on security, integrating traditionalist security professionals who may not be exposed to the abundance of new technology solutions available is an important undertaking for Enforce Security.

"At Enforce we have taken the initiative to educate new and existing clients on the unique benefits of the state-of-the-art technology behind the concept of integrated security," said Anthony Feuilherade.

While each individual manufacturer across the security market is focused on their own technology and expertise in this field, the overall development and integration of the various products to open standards that promote integration with other vendor's products is possible. As a pioneer of integrated solutions, Enforce consultants are trained to evaluate the best integrated solution in each unique environment and the Enforce technology is geared to bring these together to provide an all-encompassing sound solution that includes multi-product integrated solutions. However, the question may be



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raised that multiple installers and integrators could create concern for the client when faced with several technologies and specialisations.

Anthony Feuilherade responds, "While we handle all our own integration, should specific expertise be required externally then our expert consultants will project manage the process until the perfect integrated solution is implemented. Customers who are introduced to integrated solutions for the first time mostly understand the benefits and outcome, but do not necessarily understand, or need to understand the back end of the technology. That's why they engage security experts, such as ourselves, to manage and advise them on their requirements."

From a cost perspective, an integrated solution provides a huge saving while simultaneously providing an all round more effective security solution. This is a major factor that impacts on business, with the result that security managers are generally open to this new technology and strategy. The integration of human resource and high-tech equipment has the ability to reduce excess capacity and provide a better return for both the client and the security service provider. Enforce looks to saving a client up to 30% on certain new solutions in this regard.

"We know and understand that security is often perceived as a 'grudge' purchase. However, in today's society, a harsh economic environment and a criminal world that has no respect or regard for life, you need to be protected with the best in security technology. If you are correctly prepared and properly protected, plus enjoy the best security solutions on the market, then you are able to reduce risk of violent confrontation, harm and loss of property. Our philosophy of doing 'that MUCH MORE' is based on our commitment to your safety and security," concluded Anthony Feuilherade.

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