

Security

2011

A Guide to Sources Available in
the Business Information Centre



Market
Research



Country
Intelligence



Company
Leads



Tender
Opportunities



Useful
Contacts

INTRODUCTION

It is important to keep up to date with what is happening in any industry in order to plan your company strategy effectively. The Business Information Centre can provide a wealth of information on all aspects of the security industry from the global industry as a whole to the more specific sub-sectors including defence, cctv, manned security, access entry.

In addition, Enterprise Europe NI is hosted by Invest Northern Ireland. The network can provide direct contact with market research centres throughout Europe and is a first point of contact for researching European security markets.

*This guide has been designed to assist with desk research and shows **examples** of reports and websites that might be useful. It is only possible to give an idea of the content of databases and websites. Invest NI does not endorse any of the websites or information providers mentioned.*

MARKET REPORTS

Business Monitor (www.businessmonitor.com)

Business Monitor provides industry trend analysis and forecasts, and competitive intelligence on leading companies, covering 16 industries in Asia, Europe, the Middle East, Africa, and parts of Latin America.

The following is a sample of the reports available within the Defence & Security sector, it also assesses political risk within particular countries and regions.

- Industry Brief – Middle East Air Cargo Security Increases 2011
- Market overview reports for UK, Spain, Turkey, Israel, Russia, Egypt, Iraq, Italy, Germany, India, Singapore, Japan, Australia, France, China
- Security Overview France – Q3 2011
- Security Overview Germany – Q3 2011
- Security Overview Iraq – Q4 2011
- Security Overview Russia – Q4 2011

DATAMONITOR (www.datamonitor.com)

Datamonitor reports provide comprehensive market intelligence, analysis and forecasting based on primary quantitative and qualitative research. The following is a sample of the reports available:

Market Reports, Interactive Models & Databooks

- Consumer Attitudes to Security in Online Payments and Banking 2009

Industry profiles

- Defence Spending in:

Belgium	Italy	Global
Eastern Europe	Netherlands	Canada
Europe	Spain	North America
Western Europe	Asia Pacific	UK
France	China	US
Germany	Japan	

Frost & Sullivan (www.frost.com)

Frost & Sullivan provides access to over 4,000 market reports for a wide range of sectors globally. These reports provide valuable analysis of market size, shares, distribution and forecasts. The following is a sample of the reports available:

- World Electronic Access Control Systems Market March 2011

This research service gives a detailed analysis of the world electronic access control systems market, with in depth research conducted for three key regions- Americas, EMEA and APAC. The study discusses the drivers and restraints faced by the industry globally and their impact in the forecast period.. A regional analysis and forecasts are presented for each of the following : Smart Card and Readers, Proximity Cards and Readers, Biometrics, Controllers, Others, by region. Regional Vertical market analysis is also analysed for five vertical markets, namely, Government, Transportation, Commercial, BFSI, and others.

- The South African Market for CCTV April 2010
- Asia Pacific Network Access Control Systems Market April 2010
- Airport Passenger Screening Market Assessment EU Accession Pack 2009
- Seaport Security Market Assessment EU Accession Pack 2009
- Evolution of Physical Access Control Systems April 2009
- Physical Security Market in Poland November 2010
- Changing Dynamics of the Physical Security Industry April 2010
- European Security Convergence Market July 2009

- World Corporate Security Smart Card Market March 2009
- European Managed Security Service Providers Market December 2009
- Asia Pacific Critical Infrastructure Protection Market Dec 2009
- Defense Outlook December 2010
- Aerospace and Defense – Emerging Countries September 2010
- North America EMS Aerospace and Defense Market September 2010

MINTEL (<http://portal.mintel.com>)

Mintel is an online database providing information on industry sectors in the UK. Reports cover industrial and consumer sectors and information includes market size and trends, key players and company profiles. The following is a sample of the reports available:

- Defence Equipment 2010
- Access Control 2011

KEYNOTE (www.keynote.co.uk)

Keynote is an online database providing information on 27 industry sectors in the UK. Reports cover industrial and consumer sectors and information includes market size and trends, key players and company profiles. **There is always a chapter on the global market.** The following is a sample of the reports available:

- Defence Equipment 2010
- Access Control 2010
- IT Security 2011
- Security Industry 2010
- Closed Circuit Television 2010

PLIMSOLL (www.plimsoll.co.uk)

Plimsoll specialises in providing up to date, authoritative financial analysis. They publish in-depth industry reports and market analysis on over 1500 UK industries. The following is a sample of the reports:

- Auto Security 2011
- Barriers, Gates & Fencing 2011
- CCTV 2011
- IT Security 2011
- Manned Event Security 2011
- Manned Security 2011
- Perimeter Security Systems & Solutions 2011
- Security 2011

- Security – South Wales 2011
- Security Doors 2011
- Security Doors, Grilles & Shutters 2011
- Security Equipment 2011
- Security Fencing, Gates & Barriers 2011
- Security System Installers 2011
- Security Tagging 2011
- Security Window Suppliers 2011

UK TRADE & INVESTMENT (UKTI) (<https://www.uktradeinvest.gov.uk>)

UKTI has extensive research contacts in every sector, in every country. They also publish research on their website. The following reports are a sample of what is available:

- Security Opportunities in Vietnam, Ukraine, Turkey, Thailand, Switzerland, Sweden, South Africa, Slovakia, Saudi Arabia, Portugal, Poland, Pakistan, Norway, Nigeria, The Netherlands, Malaysia, Lithuania, Italy, Ireland, Indonesia, India, Hong Kong, Greece, Germany, Finland, Estonia, Czech Republic, Bulgaria, New Zealand, Singapore, Venezuela, France, Trinidad & Tobago, Serbia, Romania, Peru, Jamaica, Hungary, Croatia, Colombia, Bosnia & Herzegovina & Belgium 2011.

Some Management Consultants specialise in different sectors and make detailed research available on their websites. Those with research available on the security sector include:

- KPMG GLOBAL –
<http://www.kpmg.com/Global/en/WhatWeDo/Industries/Pages/default.aspx>
- ACCENTURE –
<http://www.accenture.com/us-en/industry/Pages/index.aspx>
- PWC GLOBAL –
<http://www.pwc.com/gx/en/industry-sectors/index.jhtml>
- ERNST & YOUNG –
<http://www.ey.com/GL/en/Industries>
- ACCENTURE –
<http://www.accenture.com/us-en/industry/Pages/index.aspx>

COMPANY INFORMATION

Identifying companies and finding the right information about their activities and performance is essential to making good business decisions. The Information Centre has a wide range of company databases that can provide financials, product information, company details or trade names. Company information on agents or distributors, competitors or even potential customers, can be searched for on an international, regional, national or local level through a variety of databases including Kompass and Amadeus.

Some of these databases have free, limited searching available on the internet. This can help to identify potential companies which can be researched further. The following links are useful:

- Bureau Van Dijk – Free Directory - www.bvdep.com
- Kelly's Directory – www.kellysearch.com
- Kompass – www.kompass.com

Datamonitor supplies company profiles on the larger global corporates. These profiles provide an invaluable analysis into the competitive and strategic performance of the company.

STATISTICS

The National Statistics website, www.statistics.gov.uk, holds information on import and export trade statistics for many products:
<http://www.statistics.gov.uk/OnlineProducts/>

Datamonitor also provides very comprehensive statistics and forecasts.

ASSOCIATIONS

Associations are an extremely useful way to find information on either markets or companies within the sector. Many associations hold detailed membership directories and many also include detailed market reports, statistics, events, industry news and useful links. Relevant associations include:

UK

- Association of Security Consultants - <http://www.securityconsultants.org.uk/>
- British Security Industry Association - <http://www.bsia.co.uk/>
- Master Locksmiths Association - <http://www.locksmiths.co.uk/>
- The National Security Inspectorate - <http://www.nsi.org.uk/>

- The Security Industry Authority - <http://www.sia.homeoffice.gov.uk/Pages/home.aspx>
- The Security Industry Training Organisation - <http://www.skillsforsecurity.org.uk/>
- The Security Institute - <http://www.security-institute.org/>
- The Security Systems and Alarms Inspection Board - <http://www.ssaib.co.uk/>

EUROPE

- Confederation of European Security Services - <http://www.coess.org/Default.htm>
- European Corporate Security Association - <http://www.ecsa-eu.org/>
- The European Association for E-Identity and Security - <https://www.eema.org/Default.aspx>
- European Sports Security Association - <http://www.eu-ssa.org/Aboutus/tabid/55/Default.aspx>

NORTH AMERICA

- Arms Control Association - <http://www.armscontrol.org/>
- Canadian Association of Defence & Security Industries - <https://www.defenceandsecurity.ca/>
- Canadian Security Association - <http://www.canasa.org/>
- National Defense Industrial Association - <http://www.ndia.org/Pages/Default.aspx>
- Security Industry Association - <http://www.siaonline.org/>
- The Association of Professional Security Agencies Canada - <http://www.apsacanada.com/>
- The Canadian Society for Industrial Security - <https://www.defenceandsecurity.ca/>

WORLD WIDE

- Asian Professional Security Association - <http://www.apsa-india.org/>
- Information Systems Security Association - <https://www.issa.org/>
- International Advancing Security Worldwide - <http://www.asionline.org/>
- International Professional Security Association - <http://www.ipsa.org.uk/>
- National Fire Protection Association - <http://www.nfpa.org/index.asp?cookie%5Ftest=1>
- Security Association of India - <http://www.securityassociationofindia.org/>
- Security Association of South Africa - <http://www.sasecurity.co.za/>

Invest NI is not responsible for the content of external websites and inclusion in, or exclusion from, the above list does not imply recommendation, endorsement or otherwise of any company, product or service.

NEWS

Business Information Centre subscribes to a number of news databases which provide access to articles news and trade sources.

A vast amount of current and retrospective News articles on the industry can also be obtained from Datamonitor and Mintel.

The Lexis Nexis database has access to trade and news sources from around the world.

JOURNALS

- MOD Magazine

FINDING LOCAL AND EUROPEAN GOVERNMENT CONTACTS

The Tenders Alert Service is hosted by Enterprise Europe NI for Invest NI. It enables you to identify local and international contract opportunities from a wide range of public sector organisations via a daily alerting service. In 2010, 58 companies on the service won 114 contracts potentially worth £239 million.

The team can also offer guidance on:

- tendering procedures
- UK and EU Public Procurement Regulations
- supplying to local government, education boards, the health sector and utility companies

The charge for the service is £100 plus VAT per annum. For more information, contact:

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Or email tenders@investni.com

EXHIBITIONS/TRADESHOWS

Exhibitions/Tradeshows are a good way to market your product, finding out who your competitors are, networking and finding new customers. To find out about exhibitions and tradeshows in this sector, worldwide or locally, just click on the links below:

<http://www.exhibitions.co.uk/>

<http://www.expodatabase.com/messedb/>

RELATED LINKS

Other sector guides related to this sector are:

- Aerospace and Defence

These sector guides along with others can be found on the Invest NI website:

<http://www.investni.com/index/publications.htm?filter=S>

These are only examples of information available for the industry. If you require anything specific or have any questions, please do not hesitate to contact Kathy McConville, 028 9069 8127 or any member of the Business Information Centre by e-mail: bic@investni.com.

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