



NISCAYAH

Your Partner in Security

Niscayah embodies almost 20 years experience in Ireland's electronic security market. We enable organisations to protect their business by providing tailored security solutions through business partnerships and innovative offerings to meet customer specific needs. Our business portfolio in Ireland is extensive and our key customers are banking institutions, government bodies, healthcare, defence and industry.

Niscayah* is a 500m-euro plus, 6000-strong international organisation offering complete security solutions in 17 countries world-wide for customers with specific demands for individual and innovative solutions.

With specialist knowledge about security and technology as well as skilled analysis of the customer's processes and risk analysis, the grounds for providing the right security solution to the customer are created, based on specific needs.

* In June 2008 Niscayah was adopted as the new name for Bell Security (Ireland) Limited, established in Ireland in 1991, and its parent, Securitas Systems AB. Niscayah is an independent company listed on the Swedish Stock Exchange.



Our Technologies

As a partner in security, we draw on a vast resource of proven solutions applications, twinned with an ability to identify new, innovative developments.

This derives from both our home-grown market expertise and the portfolios of our overseas sister companies. The degree of convergence (IT, communications, computing) now possible in security systems technologies has led to our competencies as a security partner gaining increasing value in the world of 'multi-discipline' solutions spanning any or all of the following:

- CCTV
- Access Control
- Intruder/Perimeter Systems
- Integrated Control
- ID Systems
- Networking/IP
- Biometrics
- Automatic Number Plate Recognition
- Wireless technologies
- System Operation
- Integrating legacy systems.

In today's terms this relates essentially to an ability to exploit the IT/networking capabilities inherent in the new generation of security technologies. Our network/IP skills evolved from the pioneering role we initially played at the birth of 'real world' networked security systems solutions that have been deployed by the banks since the late 1980s.

As Niscayah is product-independent, the company continuously evaluates what is best on the market and thereby offers a solution using the most suitable products to the customer.

Niscayah has unrivalled access to, and can provide unrivalled choice from, a diversity of supply partnerships with the world's leading security systems manufacturers.



Our Business Partners

In order to understand and deliver on our customers requirements, we believe in the value chain philosophy.

Niscayah's offering can be divided into four parts with the customer's security strategy as the starting point:

NISCAYAH'S OFFERING



All four elements support each other in order to supply the best possible service to the customer. Analysis and design is an integrated part of the complete offering and aims to identify the optimal security solution. The analysis constitutes the start of a new customer commission and is also carried out prior to every major security investment at existing customers.

This analysis allows us to implement an agreed solution. The implementation includes choice of products and security system as well as installation, which varies according to the complexity of the design.

Niscayah will assume responsibility in managing the system to provide optimum performance. Upgrades and enhancements take place regularly through presence at the customer's site or via electronic connection delivering maximum customer value. Niscayah will operate systems locally or remotely ensuring maximum effectiveness of the security solution.

Niscayah is proud of the retention of longstanding 'partner supplier' relationships.



The Difference

Why choose Niscayah?

Niscayah brings to bear deep knowledge of the risk management dimensions relevant within its customers' operating environments. We understand the increasing importance of delivering solutions that mesh with broader aspects of enterprise control, in areas such as building/asset management, business continuity, IT security and HR policy.

Niscayah understands that service is about performance; deliverables that can be measured and continually improved upon. To this end, we look to root our relationships in Service Level Agreements and Key Performance Indicators. This is driven by a strategic, systematic internal approach. We have invested in a service management centres approach where staff provide help desk support, problem-solving, remote diagnostics/system management.

Centre and field engineering staff coordinate service and maintenance using the latest, productivity-enhancing mobile communications and web-enabled systems.

We are increasingly called on to interface with customers' online supplier management systems.

We are a new generation of supply partner: from surveying and pre-sales advice, through to on-site quality and health & safety management, to the availability of support at a trans-national level via our International Customer Group. We are capable of making a greater difference in support of your operations.