

# CPD Lunch & Learn session



**How to design flexibility and efficiency into security specifications.**



Could changing the way you define specifications for physical security systems improve customer satisfaction? This CPD-approved Lunch & Learn session looks at how specifications can influence both the cost and performance of a security system by specifying flexibility and efficiency. You'll get the inside view from a global operating manufacturer on the receiving end of specifications, plus recommendations for improving them.

# What this CPD Lunch & Learn session will cover

## **A challenging situation**

As a consultant, you're faced with a variety of requirements and demands from different parties that all need to be addressed in your security specification. At the same time, clients expect they can change or add new requirements at any time, even during the lifetime of the system. We'll help you address this challenging situation by specifying a system that's both flexible and efficient.

## **What does flexibility and efficiency mean?**

Everybody wants a system that's flexible and efficient, but putting this into specifications is easier said than done. We'll discuss concrete technical examples of what determines whether or not a system is flexible, and how you can put this into a specification. Then we'll show how automation and system architecture can increase efficiency. You'll get hands-on tips on how to improve the end user's satisfaction.

## **Lowering cost but increasing performance**

We'll finish by looking at how security specifications influence not just project costs for systems themselves, but operation and maintenance costs too. We'll also apply McKinsey's model to review how the effort put into a security system relates to the performance you can get out of it.

## **Ask away**

After the presentation there'll be plenty of time to ask questions and get more viewpoints during a discussion on the subject.

**“You'll learn how to specify a flexible and efficient system.”**