

SEC

SECURITY EXECUTIVE COUNCIL

A research and advisory firm

Define the Value of Security's Accomplishments

Security's value proposition is driven by a combination of facts—real results—and perception.

Security often has to demonstrate a risk avoided or prevented. But there are real deliverables offered across our spectrum of services that can (and should) be assembled to demonstrate where and how we deliver value to the bottom line.

The following are samples of how to define and present the value Security is bringing to the organization.

Security's Balanced Scorecard

Financial Perspective

How do we look to shareholders?

What goals and measures in safety, security, integrity or other safeguards are perceptible to shareholders?

Internal Business Perspective

What should we excel at?

What goals and measures in our key protection programs demonstrate best-in-class practices?

Innovation & Learning Perspective

Can we continue to improve and create value?

What goals and measures are calculated to improve security at reduced cost and thereby add value?

Customer Perspective

How do our customers see us?

What goals and measures will contribute to customer satisfaction and our ability to deliver value to them?

This is an analysis of who values your services and why.

Why is this important?

- Proactive defense against potential cuts or allies take on the budgetary burden for a service they do not want to lose.
- Opportunity to create loyal customers.
- Remind BUs that Security does not own the risks, the business units do.

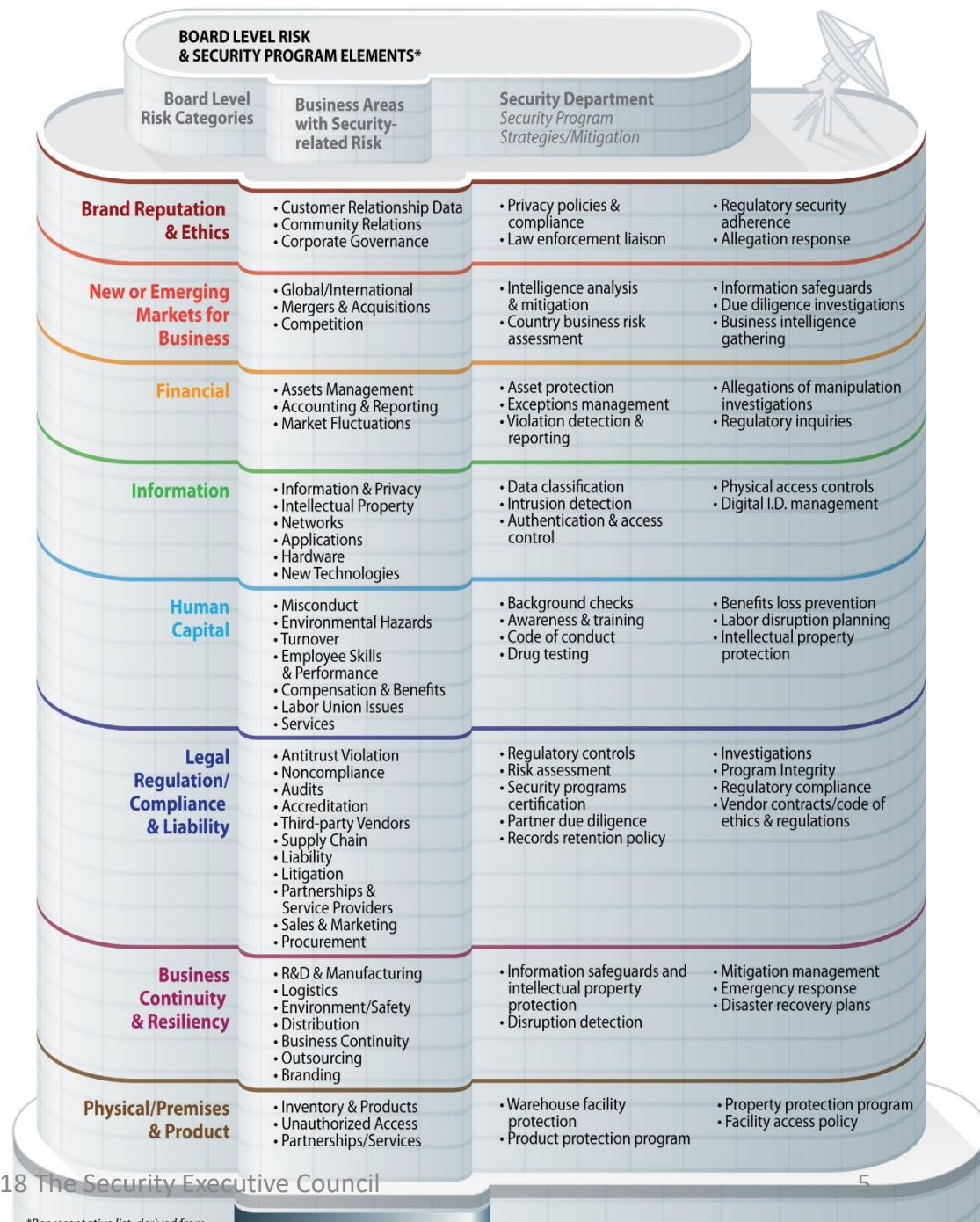
Example of way to roll-up findings:

| SECURITY SERVICE VALUE RANKINGS | | | | | | | | | | | |
|-----------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|--|
| Affected Organizations | | | | | | | | | | | |
| Organizations Rating Services → | Legal | HR | Finance | IT | Chief of Staff | Marketing | Commercial | Vegetable and Seeds | Row Crops | Crop Protection | |
| | Company X Security Services | | | | | | | | | | |
| Intellectual Property | Regulatory/Contractual Requirements | | Regulatory/Contractual Requirements | | Business Critical | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | Business Critical | Regulatory/Contractual Requirements | |
| Research & Development Security | Regulatory/Contractual Requirements | | Regulatory/Contractual Requirements | | Business Critical | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | Business Critical | Regulatory/Contractual Requirements | |
| International Security | Corporate Culture/Optional | Corporate Culture/Optional | Corporate Culture/Optional | | Corporate Culture/Optional | Corporate Culture/Optional | Corporate Culture/Optional | Corporate Culture/Optional | Corporate Culture/Optional | Corporate Culture/Optional | |
| Travel/Personal Security | | Business Critical | Business Critical | | Business Critical | Business Critical | Business Critical | Business Critical | Business Critical | Business Critical | |
| Intelligence Analysis and Reports | Corporate Culture/Optional | | Corporate Culture/Optional | | Corporate Culture/Optional | Corporate Culture/Optional | Corporate Culture/Optional | Corporate Culture/Optional | Corporate Culture/Optional | Corporate Culture/Optional | |
| Investigations | Business Critical | | | | Business Critical | | | Business Critical | | Business Critical | |
| Product Diversion | | | Business Critical | | | | Business Critical | | Business Critical | Business Critical | |
| Cargo Theft | | | Business Critical | | | | | | Business Critical | Business Critical | |
| Public Image - Commercial | | | | | Business Critical | | | | Business Critical | Business Critical | |
| Executive Protection/Executive Travel | | Business Critical | | | Business Critical | | | | Business Critical | Business Critical | |
| Site Security Facility A | Corporate Culture/Optional | | | | Corporate Culture/Optional | Corporate Culture/Optional | | | | Corporate Culture/Optional | |
| Site Security Facility B | | | Corporate Culture/Optional | | Corporate Culture/Optional | | | | | | |
| Activists | | | | | | | | Business Critical | Business Critical | Business Critical | |
| Partner X | | Corporate Culture/Optional | | | Corporate Culture/Optional | | | | | | |
| Guardforce Services | Corporate Culture/Optional | | Corporate Culture/Optional | | Corporate Culture/Optional | | | | | | |
| Access Control Services | | | Business Critical | | | | | Regulatory/Contractual Requirements | | | |
| Supply Chain Security | | | Business Critical | | | | | | | | |
| Information Security/PII | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | | | | | | | |
| Global Security Operations Center | | | | | | | | | | | |
| Crisis Management | Regulatory/Contractual Requirements | Business Critical | Business Critical | Business Critical | Business Critical | Business Critical | Business Critical | Business Critical | Business Critical | Business Critical | |
| Training and Awareness | Regulatory/Contractual Requirements | Corporate Culture/Optional | Corporate Culture/Optional | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | Corporate Culture/Optional | Regulatory/Contractual Requirements | Business Critical | Business Critical | Business Critical | |
| Site Security Vulnerability Assessments | Regulatory/Contractual Requirements | | | | | | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | Regulatory/Contractual Requirements | |

LEGEND:

- Regulatory/Contractual Requirements
- Business Critical
- Corporate Culture/Optional
- Unranked

Connecting Board-Level Risks to Security Mitigation



Preparedness & Competence = Anticipated Value

Preventive & Detective Measures

Proactive identification of vulnerability mitigates consequent risk

Quality reporting to management assures support for programs

Tested and confirmed safeguards enable reduced insurance costs

Innovative security enables business to safely engages in processes deemed too risky by competitors

Budgeted security activities favor prevention over response

Investigation / post mortem identifies root cause of incident to enable preventative measures in future

Demonstrated awareness by employees proactively identifies vulnerability or hazard

Periodic testing of contingency plans affirms preparedness

Deploying tools and activity-level safeguards eliminate vulnerability

Risk

Potentially Significant Business Interruption or Security Event

Responsive & Recovery Measures

Effective planning, deployment and testing of security technology affirms high probability of detection and reduced response times

Security response times are x% faster than public agencies

There is no perfect security. We are willing to learn from our mistakes

Depth of planning and quality of response affirmed in minimal disruption and fast recovery from incidents

Measurably effective security countermeasures support regulatory compliance and defense against litigation

Management's confidence in Security ensures timely engagement

Quality of employee training and awareness ensures timely and definitive response to risk events

Security initiatives are supported because we can demonstrate their effectiveness



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About the SEC

SUCCESSFUL SECURITY LEADERS AND PROGRAMS

The Security Executive Council is the leading research and advisory firm focused on corporate security risk mitigation strategies and plans. We work with security leaders to transform security programs into more capable and valued centers of excellence.

Get to know the SEC: [Watch our 3-minute video](#) for a quick overview. [Read what your peers have to say](#) about working with us. Or contact us at: contact@secleader.com