

Manned Security (Industrial Report) - UK - October 2014

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Combining insight with foresight

"Building in services additional to guarding, which exploit intelligence gathered from integrated electronic systems could help to improve sales for specialist firms facing a competitive threat from facilities management operators"

— Ben Harris, Industrial Analyst

This report looks at the following areas:

- How can small and medium-sized operators compete in an industry increasingly dominated by large outsourcing businesses and facilities management firms?
- What, if anything, should manned security firms be doing to integrate electronic security into their service offering?
- Which sectors of the economy are expected to generate the most demand for manned security services in the coming five years?
- How will the introduction of business licensing affect cost considerations for firms and will it impact the number of operators in the industry?

There has been an increasing trend for facilities management companies to provide manned security services, while the reverse is also true, with an increasing number of security companies offering facilities management services. However, as these contracts are often bundled with other services and are provided under one facilities management contract, it is not always possible to analyse the value of the manned security aspect. The value of such facilities management contracts is not included in this report. Facilities management services are analysed separately in the MBD report, The UK Facilities Management Market Development.

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