



*“Security is more art than science.  
Few formulas will cover all organizations,  
situations and needs, and that’s  
the beauty and challenge of security.  
Security is about Probabilities.”*

*Richard D. Sem, CPP*

## COST JUSTIFIED SECURITY SOLUTIONS

Hoffman & Company is a Professional Security Management Consulting firm dedicated in providing Cost Justified Security Consulting Services. We apply our vast experience in both the Physical and Information Security arena using industry best practices and state of the art tools to meet the challenges you face in your day-to-day business activities.

Our team of professionals bring many years of commercial and Government experience to the marketplace. We provide customized solutions that are designed to meet your business objectives.

### OUR STRATEGY:

- Exceed your expectations
- Stay flexible and responsive to your needs
- Operate with the highest standard of ethics and professionalism

Enclosed you will find a brief explanation of just some of the services we have to offer your organization. Our strategies are effective and come from many years of related first hand industry experience dealing in all aspects of facility security management ■



## RISK ASSESSMENTS

All organizations face an array of security, liability, and other potential exposure to loss. To be an effective manager you need to understand these threats and the options available to counter them. A security risk assessment is the basis for deciding which protective measures and expenditures are justified in relation to your identified threat, loss or liability to your organization.

Inadequate security and safety can create serious financial losses, cause liability, drain profits, damage morale, and can result in loss of confidence by various communities.

Effective management of risk can help prevent problems and improve protection of people, property, information, and the environment. It can help your organization's ability to operate and provide management peace - of - mind.

Planning the security function is an essential part of providing a safe environment and reducing an organization's liability.



*“The optimum reduction of risk occurs at that point at which further reduction would cost more than the benefits to be gained.” ■*

*Charles E. Hayden, CPP*

## WHAT IS A RISK ASSESSMENT?

Risk Assessment is a rational and orderly approach, and a comprehensive solution, to problem identification and probability determination. It is the method of estimating the expected loss from an occurrence.

## THE DELIVERABLE

*Provides* the ability to measure policy and operational standards from a compliance evaluation process.

*Provides* quantifiable return on investment evaluations.

*Provides* a comparative analysis of the current threat and vulnerability exposed to assets categories.

*Provides* illustrations of how specific safeguards effect the existing vulnerability of specific assets of your organization.

*Provides* a quick method of evaluating the financial effect of postponing the implementation of safeguards.



*“Hoffman & Company draws on first hand experience and is poised to effectively address the many facets of securing and optimizing your business.” ■*



## WHAT CAN RISK ASSESSMENTS DO FOR MANAGEMENT?

Risk assessments provide management with information on which to base decisions. The eventual goal of the risk assessment is to strike an economic balance between the impact of the risk on your organization and the cost of implementing prevention and protective measures to reduce, eliminate or transfer the threat.

*Hoffman & Company is an authorized strategic reseller partner of RISKWATCH® Risk Assessment Software.*

*RISKWATCH® is an industry leader in the development of automated risk and vulnerability assessment software.*



*"If you can't measure it, you can't manage it!". ■*

*Peter Drucker*

## RISKWATCH® FOR PHYSICAL SECURITY

In today's business world of growing pressures and expansion, every enterprise faces the challenges of growth, profitability, and survival. Businesses fail every year. Some fail because of poor management and others due to economic or quality issues. Today, more and more businesses are failing because of financial devastation caused by liability losses. These losses can be caused by theft, either internal or external, or interruption of business operations caused by either natural or man-made disasters, or personnel liability events such as incidents of work-place violence. Providing adequate levels of security is extremely important in mitigating negligent security court cases.

A Physical Security Risk Assessment will provide snapshots of the current security situation, including which controls are in place and which should be implemented based on a specific threat or loss combined with a cost benefit justification.

A Physical Security Risk Assessment covers a facility's Fire Systems, Lock & Key Controls, Guard Forces, Perimeters, Telecommunications, Personnel, Data Centres and Information Systems.



*"A plan is nothing, planning is everything." ■*

*Dwight Eisenhower*

## RISKWATCH® FOR INFORMATION SYSTEMS

The potential losses due to computer based financial fraud and theft of corporate information are staggering. With computer crime on the rise, fuelled by Web sites that provide instructions on how to crack systems and commit technology related fraud, it is estimated to have cost businesses more than \$ 1 trillion in 1999 in preventative maintenance, recovery, theft, and unrealized revenue. Information Systems Risk Assessment gives you a clear picture of your loss potential. It will identify expected losses from defined threats based on asset exposures, vulnerabilities, and estimated probabilities of occurrence. It will identify the problems you could expect to encounter with your information systems, whether that includes tasks like payroll management, keeping configuration control over application programs or securing data centres.

*The question, " Is the system secure?" is essentially meaningless. The meaningful question is, " Is the system protected against events believed to be harmful?" ■*

*Alan Krull, IBM Information Systems*

*"Effective information security is a process, not a product." ■*



## RISKWATCH® FOR EDUCATIONAL INSTITUTIONS

No school, whether urban or rural, is exempt from potential threat of school violence. Alarming, schools today have become targets of violence from within their own populations. Over the past two years, the North American media has focused its attention on the school shootings from all parts of the country. In today's changing school environment, the school must provide a level of security for its staff and students by incorporating a strategic security plan to protect its assets. While there is no "quick fix" for the root cause of this problem, there are appropriate responses, strategies and preventative measures that can be taken by schools, communities, and law enforcement to safeguard our schools.

Educational Institution's Risk Assessments give you a clear picture of your exposure to loss and liability. A school's risk assessment will establish expected losses from defined threats based on asset exposures, vulnerabilities, and estimated probabilities of occurrence. It identifies the exposure to risk, loss and liability that you could expect to encounter within the institution, whether that includes tasks like managing school facilities, fire systems, lock key controls or personnel visitor controls to emergency response procedures.



*"If you fail to plan, then you are planning to fail." ■*



## INTEGRATED SYSTEMS - SECURITY MANAGEMENT

*Hoffman & Company "knows" the inter-workings of companies and the "true status" of technologies.*

Integrated Systems Security Management service draws on first hand experience to help you define effective strategies and develop cost-effective solutions tailored to meet the specific needs of your organization.

Hoffman & Company Integrated Security Management Services is not product affiliated. We do not represent any supplier of security equipment or services. We offer you a clear, unbiased, professional opinion on what is needed, and what options can best be utilized to meet your security requirements.

### INTEGRATED SECURITY MANAGEMENT OF:

- Closed Circuit T.V. (C.C.T.V.) Systems
- Card Access Control Systems
- Facility Management
- Perimeter Systems
- Alarm and Monitoring System Processes

■ Systems Consulting -  
End user needs analysis  
and options in integrating  
with existing security  
measures.

■ Design and Specification -  
Assist end users,  
architects and other  
consultants in system  
design specification.

■ Tender and Request for  
Proposal - Review bids  
from contractors to  
ensure your needs  
and specifications have  
been met.

■ Project Management -  
Oversee installation  
of system and ensuring  
that awarded job  
adheres to timeline  
and budget projections.

■ Compliance Audits -  
Conduct inspection of the  
system to ensure that the  
system has been installed  
in accordance with  
contractual specifications  
and applicable codes.

*"In God we trust, everyone else we monitor."*

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