

Alwinco

ALWAYS IN CONTROL



ARE YOU?

COMPANY
PROFILE

02.

ABOUT US



Alwinco aims to educate those in managerial positions about the importance of regular Security Risk Consultations. We strive to overcome the continuous resistance to changing the perceptions of decision makers when it comes to pro-actively safeguarding companies and their personnel against crime.

Knowledge and relevant training are key to empowering individuals and organisations who value their security.

If you think security is expensive, try estimating the cost of ignorance.

THE FIRST STEP: an independent security risk assessment.

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OUR GOAL

03.

ALWINCO is derived from our slogan “Always in Control”.

Our goal is to place our clients in control of their security. An independent security risk assessment puts **YOU** in control and results in effective pro-active crime prevention.

You will then **KNOW** exactly what you need in order to minimise

your risk and can tell the security company exactly what you want from them.

Installing any kind of security equipment on a property without first having a security risk assessment, is like driving a car blindfolded. **You might escape disaster once, but your luck will run out.**



THE FIRST STEP: an independent security risk assessment.

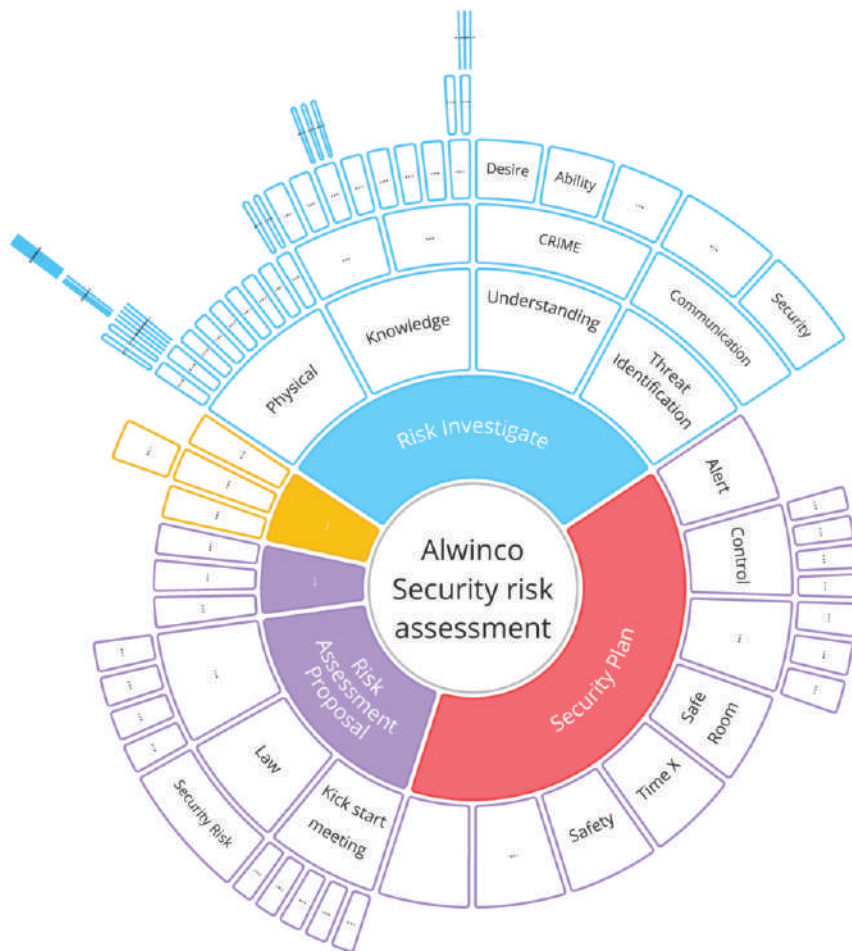
04.

WHAT WE DO

A security risk ASSESSMENT is an IN-DEPTH INVESTIGATION into any existing opportunities for crime on your property.

A SECURITY RISK occurs when THREAT and OPPORTUNITY overlap. A threat is always carried out by a person. Animals and inanimate objects on their own, cannot constitute a threat.

Thus RISK occurs when lack of proper, adequate security measures and preparedness provide an OPPORTUNITY for a breach in your current security.



SECTORS

05.



F. Large Corporates

G. Retail Stores

H. Hospitals

I. Disaster Planning

J. Public Violence

A. Households

B. Farms

C. Smallholdings

D. Residential Estates

E. Businesses



THE FIRST STEP: an independent security risk assessment.

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06. WHY CHOOSE US?

ALWINCO is the **ONLY independent Security Risk Consultant** on the African Continent that can provide this unparalleled, quality security risk assessment, and audit.

We aim to provide the client with enough substantial, accurate information that is presented in a cohesive, detailed report to ensure you have a clear understanding of the identified risk and/or risks and why the risk

has been identified as such.

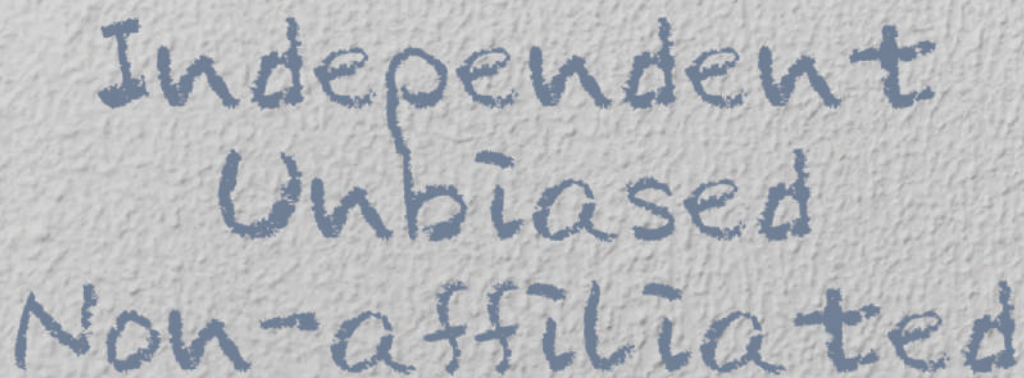
You will then be in a position to fully understand why specific solutions are recommended to eliminate the risk.

Alwinco's assessment is quantified only in relation to criminals and possible criminal activity. It does NOT measure how effectively your current security keeps vendors and law-abiding citizens out.



THE FIRST STEP: an independent security risk assessment.

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Independent
Unbiased
Non-affiliated

INDEPENDENCE is key to an honest assessment. A biased viewpoint, for whatever reason, negatively affects the accuracy of the final report.

As an independent security risk assessor our mandate is solely to identify the security risk and NEVER to sell any security products. A biased opinion can cloud even the best intentions.

Therefore, ALWINCO is 100% independent and not affiliated with any security provider and

thus GUARANTEES no kick-backs or commissions on hardware, installations, integrations and services.

Risk can often be eliminated by a simple change in behaviour, routine, or even an increased awareness. Occasionally it is not even necessary to install expensive security equipment or employ more guards.

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08.

INVESTIGATION & CONFIDENTIALITY

Investigation

The purpose of any investigation is ultimately, to discover the truth - not only the facts that conveniently match a desired conclusion but a dedicated, honest investigation that reveals whole story. The unmutated, undiluted truth about the reality of the circumstances under investigation.

Once the investigation is complete, ALWINCO provides the

client with an unbiased and truthful risk assessment report.

Confidentiality

Clients often ask us to name the companies we have done work for. Apart from the fact that there are too many to mention, we are prevented by way of confidentiality agreements to divulge any details. Promoting our company by divulging security weaknesses of other companies would be unethical.



THE FIRST STEP: an independent security risk assessment.

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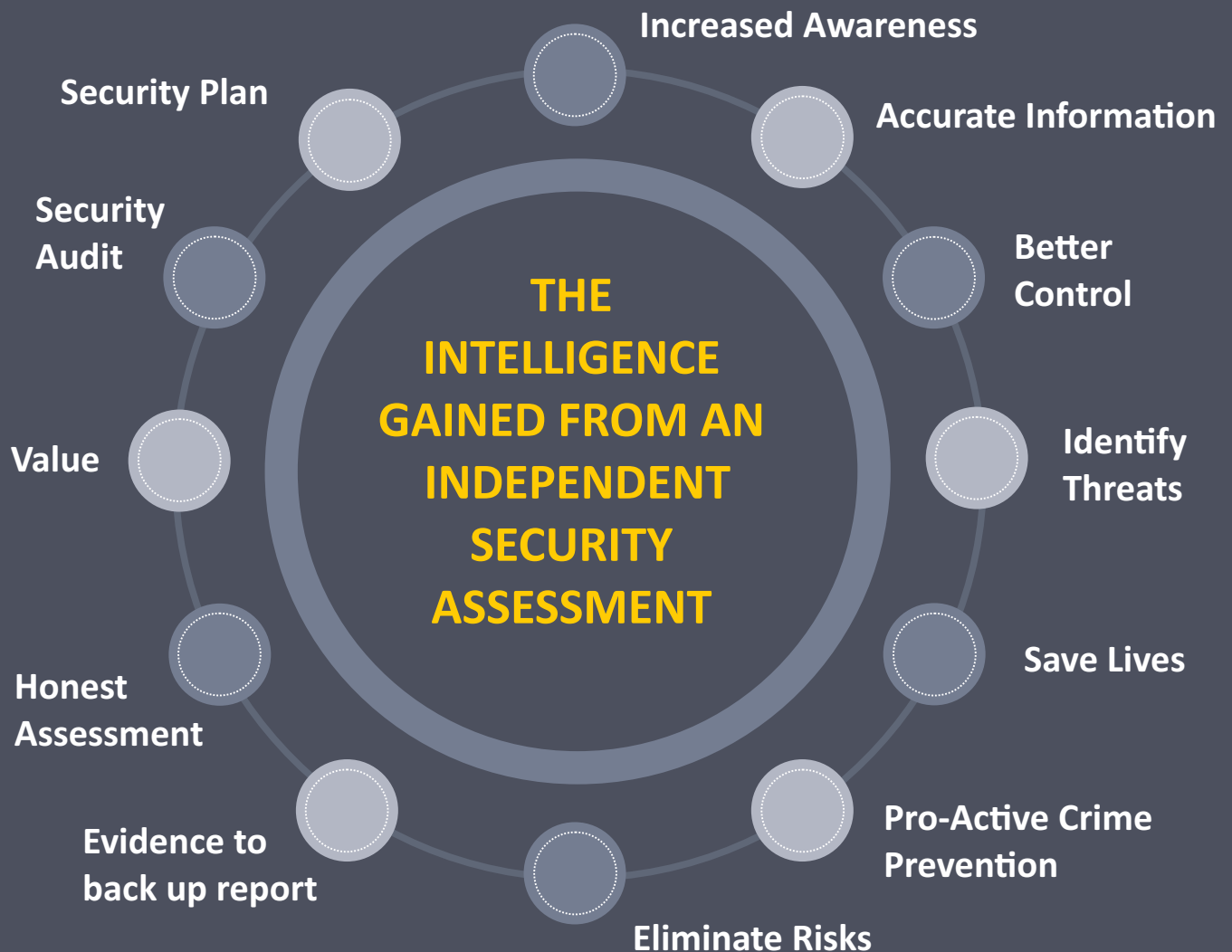
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09.1

WHY YOUR SECURITY FAILS YOU

We need our clients to understand WHY security fails.

Broadly speaking there are two types of crime. Outer and inner crime, meaning crime committed by people outside the property and those inside the establishment. During our assessment we contemplate the impact of both types of crimes. The starting point of effective security is knowledge. Only then is one able to make informed decisions about the correct security measures to implement. An additional impediment to effective security is the proper preservation of evidence in the event of a crime.



THE FIRST STEP: an independent security risk assessment.

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WHY YOUR SECURITY FAILS YOU

09.2

DID YOU KNOW that
95% of security systems
are **UNABLE** to successfully
STOP CRIMINALS? *Because,*
the efficiency with which
your **SECURITY SYSTEMS**
actually **ELIMINATE** your **RISK** is
measured incorrectly!

IMPORTANT FACTORS FOUND MISSING EVERY TIME A CRIME IS COMMITTED

1

KNOWLEDGE

VICTIMS lack information on how best to secure their properties.

2

CONTROL

VICTIMS are not in control of their security either before or after the crime.

3

SECURITY PLAN

VICTIMS seldom have pro-active security plans in place to prevent crime.

4

ASSESSMENT

VICTIMS have never had a security risk assessment done before.

10.

3-MAN CHESS

SECURITY IS LIKE A GAME OF 3-MAN CHESS.

Chess, as most people know it, is played against a single, known, opponent. If you are better at anticipating your opponent's moves, than he is at yours, you will most probably win. However, when playing 3-man chess, you need to anticipate the moves of two opponents simultaneously. This takes the game to a whole new level of complexity.

The same applies when dealing with the unpredictable, and often unforeseen behavior of the criminal. Trying to anticipate and effectively eliminate THE UNKNOWN OPPONENT is almost impossible because you are dealing with too many elements, all of which culminate in crime. **Criminals are never passive participants in the game.**



THE UNKNOWN OPPONENT

THE FIRST STEP: an independent security risk assessment.

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THE SECURITY PLAN II.



**DO NOT
SMUDGE YOUR
CHANCES!**

Our tailor-made security plan is designed to meet the unique security needs of any person or business. It is formulated only after a thorough analysis of the data collected during the investigation and by reverse engineering crime. A security risk assessment is not guesswork. ALWINCO first conducts proper research and an in-depth investigation. We also consult with other security experts to ensure that solutions, most suited to *your* situation, are offered.

An outcome-based security plan allows for better budget planning by the client because the proposed security solutions can be rolled out in phases.

Without an independent security risk assessment at your disposal, you simply are not safe, *because* you do not have security!

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12. THE ASSESSMENT

A Security Risk Assessment may also be referred to as:

- security audits;
- asset protection;
- security inspections;
- threat analyses;
- threat assessments;
- security surveys; or
- identification of vulnerabilities.

The ultimate goal however, remains the identification of all possible weaknesses, risks, vulnerabilities, shortcomings

and sometimes even, overabundant, unnecessary components in your security system. Tangible factors such as security hardware, are taken into account, as well as intangible factors like heightened awareness and pro-active behaviour.

The security risk assessment is meant to provide a strong, solid foundation for your security and should be updated on a regular basis.



THE FIRST STEP: an independent security risk assessment.

SECTIONS IN THE ASSESSMENT

13.

The following sections are included in your Security Assessment Report:

1. ALWINCO's methodology
2. The crime triangle
3. Understanding crime and the criminal mindset
4. The definition of security
5. How to measure security
6. Opportunity makes the criminal
7. Opportunity vs probability
8. Product assessment vs risk assessment
9. Five viewpoints of security
10. The difference between health & safety and a security risk assessment
11. Why a matrix system is inaccurate when assessing security risks
12. The "Broken Windows" theory
13. A detailed analysis of the investigation of the site on 7 - 10 levels
14. The "night" factor
15. Public violence
16. Security awareness
17. Inner and outer crime
18. Security policies
19. Cross-referencing of an existing Security Risk Assessment, when applicable
20. A detailed security plan covering different types of security solutions specific to your situation



THE FIRST STEP: an independent security risk assessment.

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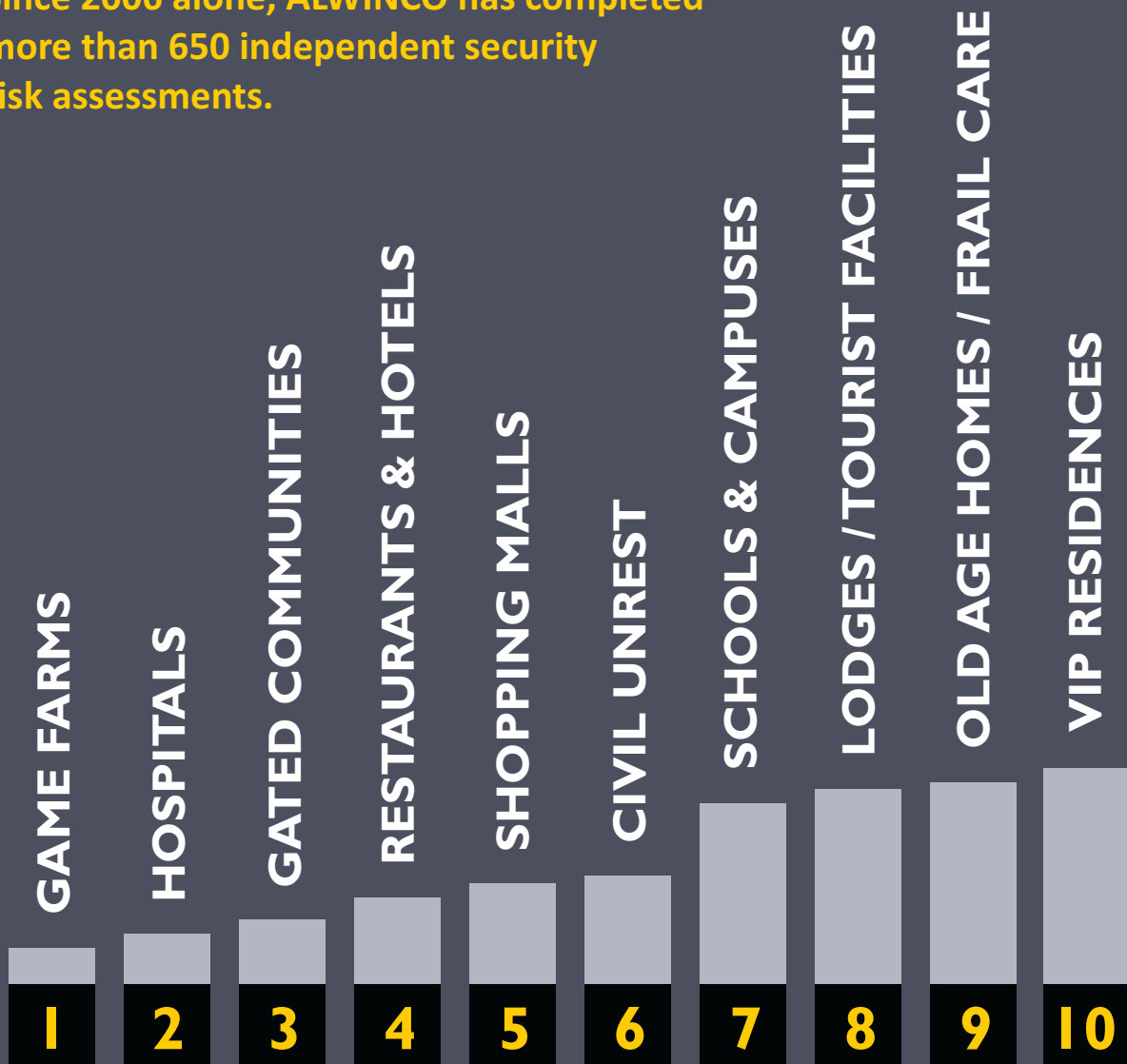
14.1

15 CASE STUDIES & OUR EXPERIENCE

ANDRÉ MUNDELL has over 35 years' experience in crime, the prevention of crime, security, and SECURITY RISK ASSESSMENT. André is also an accomplished public speaker on the subject. He has authored and published over 32 articles.

Below and opposite is a graphic representation of some of the categories of clients we deal with on a regular basis. Although actual numbers of cases in each category are not stipulated, the ratio in proportion to each other is precise.

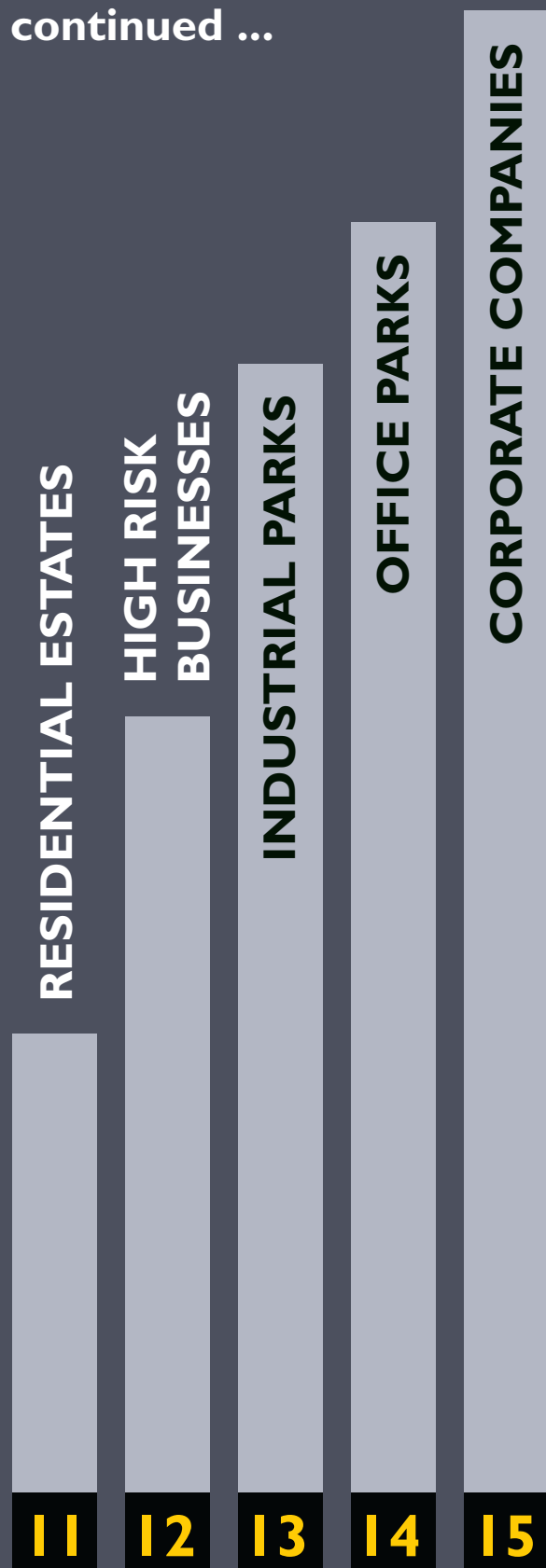
Since 2006 alone, ALWINCO has completed more than 650 independent security risk assessments.



15 CASE STUDIES & OUR EXPERIENCE

14.2

continued ...



1

The **SECURITY RISK**
with the highest
FINANCIAL impact:
CIVIL UNREST

2

The most
HEINOUS CRIMES
are encountered at
RESIDENTIAL ESTATES

3

INNER CRIME
is most prolific at
**INDUSTRIAL PARKS &
CORPORATE CLIENTS**

THE FIRST STEP: an independent
security risk assessment.

15.

THE TEAM

The ALWINCO TEAM is led by André Mundell.

André Mundell has over 35 years' experience in crime, security and investigation. He regularly represents ALWINCO at expos, company training sessions, seminars and conferences where he talks about independent security risk assessment and the importance thereof.

He is supported by a dedicated team of experts and researchers with a cumulative experience of 250 years. Their expertise covers a variety of fields in law enforcement and security, including criminal investigation.

The knowledgeable, informed and specialist team is essential to the success of each security risk assessment and the report we present to our clients.

André Mundell is regarded as an expert in his field and regularly publishes articles in esteemed security magazines.

You will find his articles at:
www.alwinco.co.za/media



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THE FIRST STEP: an independent security risk assessment.

NOTES

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There is no text or other markings on the paper.

AUTHORITY CONTENT authored by André Mundell:

www.alwinco.co.za/media

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THE FIRST STEP: an independent security risk assessment.

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END OF COMPANY PROFILE

THANK YOU

