

How do I join?

For more information on how you may become involved with this leading industry thought-leadership venture, please contact:

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Perpetuity Research

Committed to making a difference

The Security Research Initiative (SRI)



Supported by

ASIS International (UK Chapter)

British Security Industry Association (BSIA)

The Security Institute (SyI)

"Now in its 13th year"

Benefits

A breakdown of the 2017-18 Membership

- Access to reports three months before they are released to the market for you to share with your clients and enabling you to exploit commercial advantages
- Acknowledgement of your membership within each published report
- A link from the members' page on the SRI website to your website
- Features in the Perpetuity Newsletter (there are 7,500 subscribers) on your commitment to and support of the SRI
- Specific recognition in relevant feedback sessions provided by the Perpetuity team on the findings from SRI work (including to industry leaders in the UK and abroad)
- A personal presentation by Martin Gill on any one report over the three year period
- Association with clients and suppliers committed to developing new insights and on improving security practice
- Demonstrable commitment to helping to professionalise the security sector
- Demonstrable commitment to providing thought leadership in the security sector



What others say about the SRI

'The SRI gives us a real insight into the sector.'

'Ultimate are delighted to be joining the Security Research Initiative (SRI). In an evolving security landscape, the SRI undertakes research with the aim of identifying the unique capabilities that the security sector can deliver, delivers practical recommendations, identifies the true value of security and positions the security sector as partners of choice. Excellence is central to Ultimate and we look forward to working with Dr Martin Gill and the research team.'

Paul Harvey
Commercial Director at Ultimate Security

'I have been engaged with the SRI for a number of years and find that it provides me with valuable insight in to broad ranging issues. I often use the debate and output to challenge my own thought process and also use the research evidence to validate my internal decision making process.'

Barrie Millett
Head of Group Security, Wesleyan Assurance Society

See, previous reports:

<https://perpetuityresearch.com/security-research-initiative/>

'The SRI, sponsoring companies and the Perpetuity team are to be congratulated on original, and insightful research, which we at the Security Institute feel makes a great and welcome impact on the much needed critical thinking in the security sector ... we are delighted to support the SRI initiative and indeed believe that the SRI will make even bigger inroads to the professionalization of all security disciplines and management.'

Garry Evanson
Chairman of The Security Institute

'The Security Research Initiative is now an important event for all participants ... I believe that sponsors gain great benefit ... from their unique opportunity to gain deeper insights from the team that can make them and their clients more successful.'

Geoff Zeidler
Former Chairman of the BSIA

'The SRI gives us a real insight into the sector ... ASIS International, UK Chapter is proud to promote and support the work of the SRI.'

Mike Hurst
Vice Chairman, ASIS International UK Chapter

'The Security Research Initiative has been – and continues to be – fundamental to the positive development of the security sector. Supported by the security world's foremost organisations ... the SRI's detailed and in-depth research absolutely underpins and enhances the ongoing development of Best Practice.'

Brian Sims
Editor, Risk UK

For the full quotes, see our website:
www.perpetuityresearch.com

Current Project (2017-18)

The Impact of Buyer-Supplier Relationships in the Security Sector

Buyer-supplier relationships can be complex. Research suggests that different types of relationships can have a dramatic impact on the success of the contract and the overall impact on client performance. Until now this has remained largely unexamined in the security sector.

This research will aim to identify the different types of buyer-supplier relationships; to examine the factors necessary to sustain a mutually beneficial relationship; and to explore the challenges involved in developing and sustaining effective buyer-supplier relationships. Factors to be considered:

- a) The element of trust and how it is manifested and undermined
- b) The role of communications, and what amounts to good and bad practice
- c) The relevance of co-operation
- d) The centrality of Know Your Buyer (and their other suppliers; and Know Your Supplier (and their other clients)
- e) The part played by finance and 'the deal'

What does it involve and what does it cost?

Companies sign up for three years. Each year we undertake a study that develops new insights into security practice. Full details of previous projects are on our website, they include tool-kits on strategy development and procurement, and reports on the value of security and the state of the security sector.

You can be involved as much or as little as you wish. There are two meetings a year at which the Perpetuity team provide feedback. You are invited to these. Some members attend these and interact in between; others take a more back seat role. It is up to you. In any event we provide regular updates on progress.

The cost is £2,500 plus VAT for companies up to 250 employees and £5,000 plus VAT for bigger companies. That is the only cost.