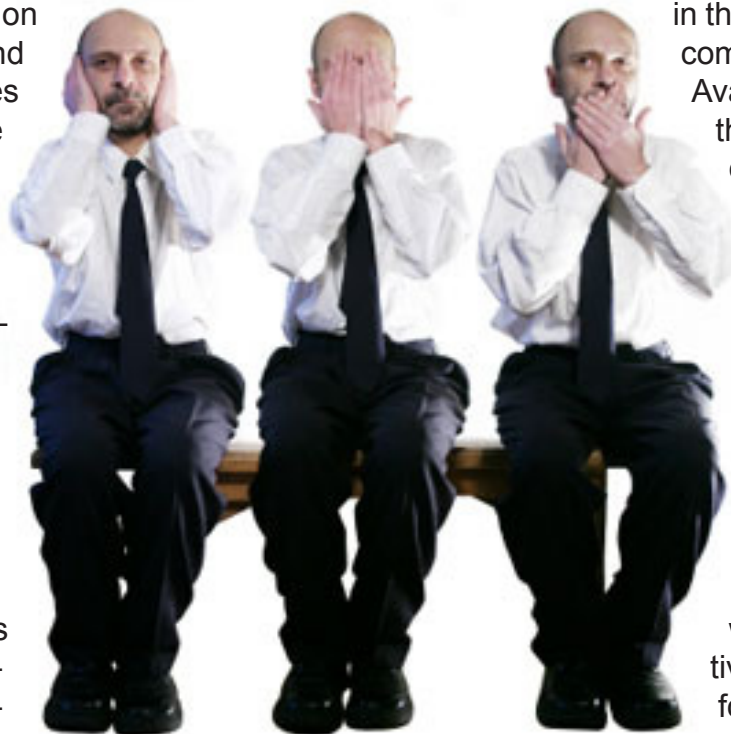




USING ALL OF OUR SECURITY SENSES

One of the biggest security problems faced by many companies in the security arena are the restrictions and skills necessary to operate outside 'organisational borders'. A lack of physical presence deprived of sight, sound and touch. Deprived of protection and trusting to luck that outside their fences the world has not acted against their best interests nor turned against them. Unfortunately it has been proved this proscribes an integrated risk strategy. Essential as such integration is within the pharmaceutical industry; where failure can be at worst fatal; the challenge is to discover how can this gap be bridged and what will bring the silos of security provision together?

Undoubtedly the huge volume of data available on the worldwide web and in other databases goes a long way to reassure that your staff are safe and that sensitive data and reputation are protected by a thorough screening policy. What this process cannot do is to physically check data which may indicate greater potential for harm. Nor is the uniformed presence alongside internal measures of access and control of staff intended to or able to pro-



vide this gelling of protection provision.

As any policing or investigative body will hold testament to it is a physical presence, capable of having a nose to the ground, which provides the cement of 'intelligence' and keeps them a step ahead of the opposition.

There are those who, no doubt, are aware of the possibility to physically corroborate information. Just how available these services are, and to what level, is often the stuff of myth or misconception however. Although often perceived to be a benefit available only when policing agencies become involved, this is not the case. It comes as a surprise to many that the skills showcased with

some accuracy on television in the popular 'Spooks' are commercially available.

Available they are and the level of skill and requirement for discretion remains inherent in those specialists whose training originates in the security services forum.

The benefits of these services range from the ability to introduce a higher level of screening for those with access to sensitive areas and of course for those with access

to sensitive data both formulaic and personnel based. Much can be revealed, for example, by a 'lifestyle' and association check which can be compared to information gathered in the employment process.

Given also the ever-present danger of escalation of activists' tactics to violence or infiltration, then as part of that a broad security strategy it has been found to offer both a strong preventative measure and a reassurance



for staff that facilities such as counter surveillance are available. Whether as a directed resource or one taking place as part of a structured and regular strategy, it is an invaluable tool. One need only look to the dangerous rise in extremism to confirm that constant vigilance is required.

As part of an integrated strategy it has also been shown that one of the principal concerns of the industry in counterfeit and redirected products is best addressed through a process part desk based and part physical monitoring and investigation process. Indeed in the recent case of an international 'mimic' operation, while a concerted approach of the law enforcement community brought elements to book it was not until a review of the case by private contractors that additional associations and distribution networks were identified. Without this additional work the ring would undoubtedly have resurfaced in short time and taken up where it left off, albeit lacking a few key players. From an industry perspective the unwillingness of

law enforcement to continue beyond the former stage leaves too many rocks uncovered.

Likewise it has been found that in some hub and spoke supply chain operations as much as 25% of product was being misappropriated. This again requires a physical check to validate the supply chain. An added benefit of outsourcing to experienced investigative personnel being that the process can be carried out cost effectively on a contracted out basis, so that what is an undoubtedly specialised resource is directed and engaged only when necessary.

What all of the above display is that a remedy does exist to recent 'think tank' findings that the majority of companies do not have an integrated security strategy with a holistic view to risk and can quickly grasp the nettle of some very modern enemies and overcome one of the biggest problems faced by many organisations in the security arena, the lack of resources and skills necessary to operate outside 'organisational borders'. Such specialist help assists organisations to use all of their security senses!

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