

# Independent Security Consultants



*'The Easy Journey to the Best Solutions'*

Cogent (fm) Solutions Limited



*'We may do most of the talking, but you will always be in control'*

## About Cogent

Firstly forget the stigma associated with employing consultants, we fit inside your business and deliver within your ethos and ethics, we will provide what you want and need, and deliver something you will be proud of.

### ***ACHIEVING EXCELLENCE***

The Cogent business strategy is centred upon the creation of long term sustainable value for customers through the combination of innovative expert consultants and creative financial solutions best suited to the infrastructure of our customers business.

### ***LONG TERM VALUE***

Cogent has a long-term strategic plan that recognises current and potential future developments within our industry and chosen market sectors. Cogent is focused on becoming one of the market leader in consultancy services through successful organic growth and a genuine focus on leadership and innovation.

Effective security measures ensure better working environments, which helps successful businesses maintain their advantage. Drawing on our wide experience and utilising industry best practices, we will help create and manage the best working environment for you.

### ***TOTAL PROJECT DELIVERY***

From needs evaluation auditing, design and project managing the installation, through to commissioning and signing over the system, our unique approach to 'Total Project Delivery' leads to fast track completion and minimises costs and risks.

Our projects always meet or exceed their objectives and deliver earliest payback.



*'Understanding your business and its needs is an essential part of our work'*

## Best Solutions & Best Value Every Time

As part of our service to you, our dedicated consultants provide a systematic approach to their work through:

- Identification of Risk and Associated Problems
- Review of Core Business Activity
- Analysis of Current Security Arrangements
- Identification and Delivery of Cost Effective Solutions
- Commissioning & Post Project Evaluation

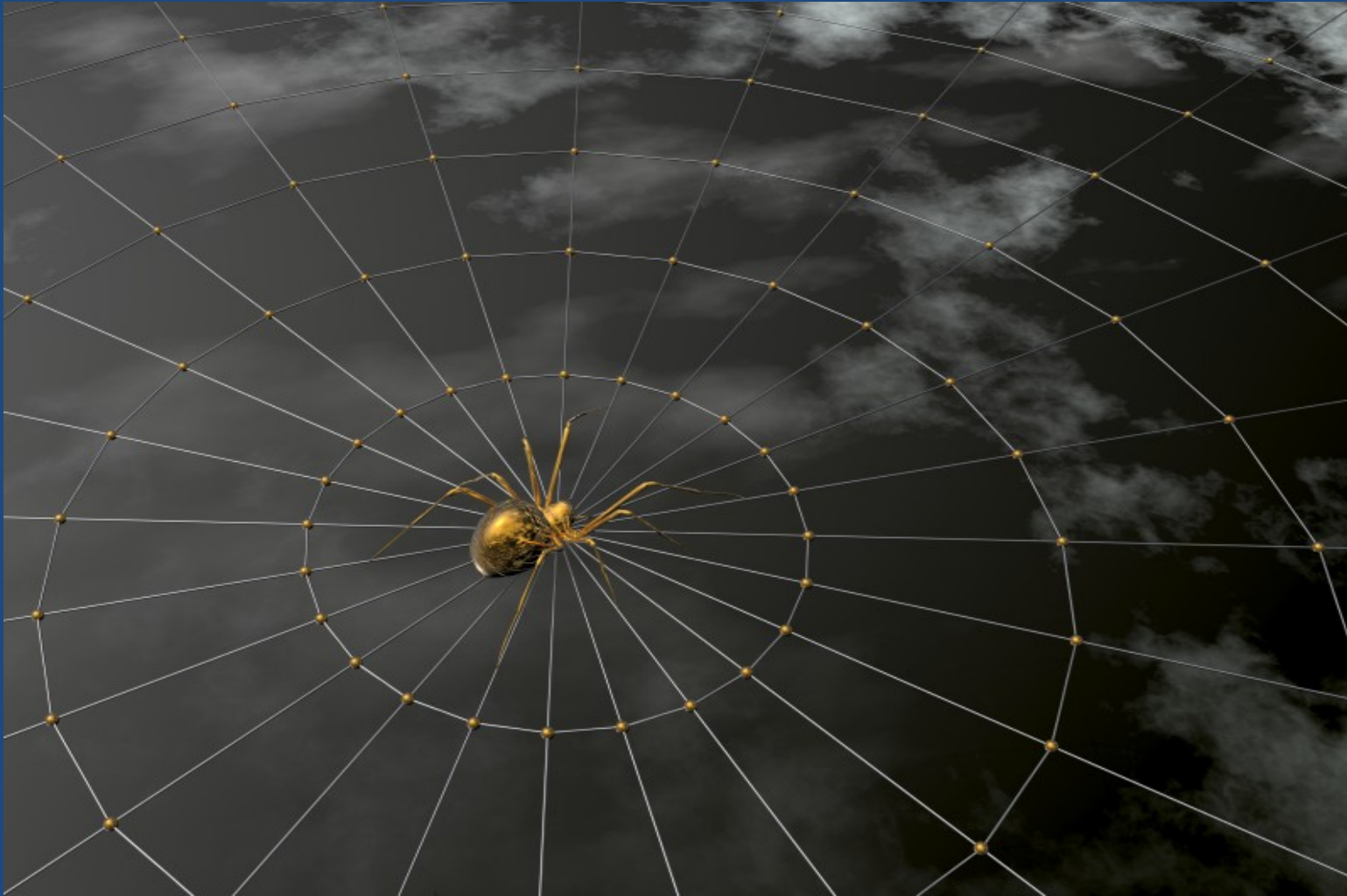
Our staff will be happy to openly discuss your thoughts, plans and needs, they are all essential when considering any change of system, process or internal reorganisation. We recognise that in today's public sector and commercial environment, increasing demands are made on service providers to achieve best value or improved profitability.

But planning for the future can sometimes take a back seat when the day to day operations of any organisation require full time commitment, whilst being essential in their own right. Cogent can assist our clients in the planning and delivery process and provide an effective security strategy for your business to meet the ever-increasing demands placed on company, building and site management.

Our own business philosophy is intrinsic in each member of our staff and their individual approach. Our statement of commitment is simple in that we ensure that each and every day we give a professional approach towards the quality of our business. We acknowledge that every day brings us different challenges, but they must be approached with the same high levels of quality and attitude and this must be delivered to every customer in an individual, positive and encouraging manner.

Your requirements may be fairly simple, in checking what you are doing, or what you are getting, assisting in your procurement process or tender evaluation, or managing the installation for you and commissioning the systems. Or you may want us to deliver the whole project for you, including writing a business case for the project to secure internal or external funding.

All of our practices are provided and monitored to consistently achieve best value, so as to make us the preferred consultants every time. See our constantly updated website for details of recently completed projects.



*'The Right Solution Mix provides the Best Protection'*

# Security Consultancy

## ***INDEPENDENT***

Cogent does not actually deliver any of these solutions ourselves; our only service is consultancy this being professional advice and support, so we are not going to recommend a product or service that is commercially advantageous to ourselves.

## ***PERSONAL SERVICE***

Our advice and delivery is solely to the benefit of you our client, and we see each client and their needs as an individual, a real person and need, not just a number on a opportunity database.

If you want to be listened to, understood, and feel that you are achieving something when speaking to us. Like you we are real people, we promise not to talk jargon, we will help you to understand the process we are undertaking any why.

## ***PROJECT MANAGEMENT***

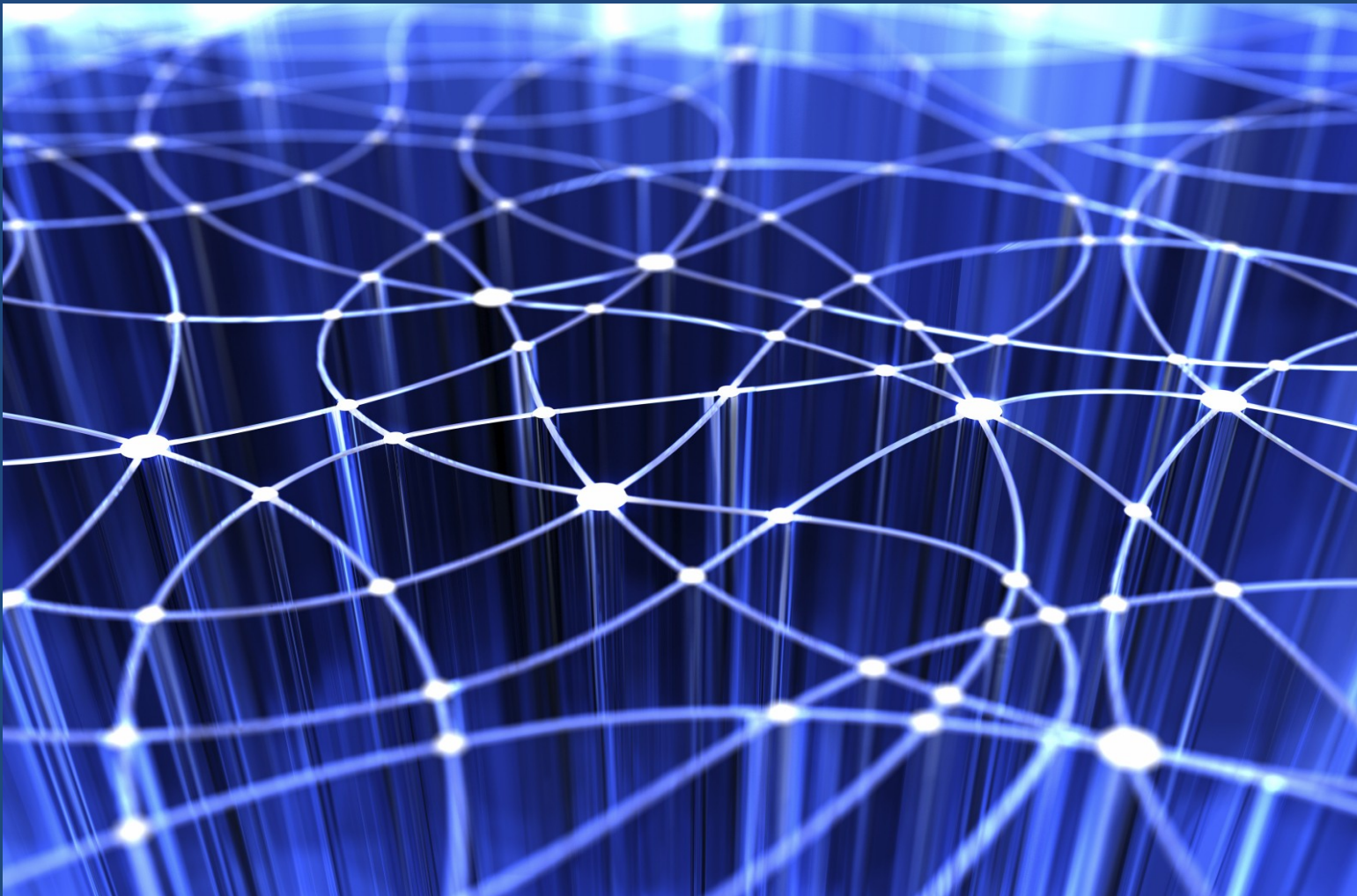
We will discuss quick wins, milestones and ultimate outcomes, we will deliver something tangible so that you can demonstrate the process undertaken and prove the value achieved through our involvement.

We may simply advise you to talk directly to a solution provider that we know has experience of your needs and can assist you without our involvement. Please ask to speak to some of our many clients, or view documentation that will show the value that we have added to other companies, and can deliver for you.

**CCTV, Access Control, Fire & Intruder Systems – Design, Installation, Service and Maintenance**

**Security Control Rooms and Systems Integration** · **Corporate Risk Assessments and Surveys**

**Manned Guarding and Front of House Reception Services** · **Security Procurement and Project Management**



*'Cogent – 'the Matrix for your Security Solutions'*

## Visual Solutions

### ***DESIGNING VISUAL SOLUTIONS***

Whether your needs for CCTV are reactive or proactive, the uses and effectiveness have moved on at speeds the industry itself struggles to keep up with. In today's commercial and public environments it is essential to ensure safe and secure surroundings; for customers, staff and, of course valuable assets.

### ***RELEVANT AND ACCURATE***

Cogent prides itself on always advising on up to date products and practices. This process has been carefully developed with the close understanding of the market place. Cogent establishes contacts with the manufacturing companies to ensure our advice is always correct and up to date and often has advanced and confidential information about future products and solutions, and bespoke adaptations.

### ***IP CCTV and HD IP CCTV***

New CCTV systems are incorporating IP cameras and network recording, providing exceptional quality and savings when utilising existing network infrastructures. The use of Mega-Pixel or HD cameras producing detail and results typically only previously seen on made up views in fictional police programs, the products and solutions are now very real and available. Megapixel images can be used to assist in identification in high risk areas, or clarity in monitoring high profile areas. These images have to be seen to be believed, but the cameras are only part of the solution, so make sure you don't invest in 'white elephants' choose the best solution, not just the best marketed product.

### ***DIGITAL RECORDING***

Recent moves in CCTV systems was the development of digital recording of images, with significant advantages to your system in both recording and viewing of live images, but some consider the move beneficial due to the flexible network access to live and recorded images and the speed of locating footage when required.

### ***DATA PROTECTION ACT & COMPLIANCE***

Changes in the Data Protection Act 1998 have now deemed that CCTV images are classified as 'personal data' this means that the images captured by your CCTV system are now regulated under the Act. This Act is governed by criminal law, the onus is on you the system owner, not the installer to have a compliant system. This includes the area of coverage of the system, the signage type, wording and the policy that supports both the systems and its usage, don't assume you are covered, just ask us.



*'Seeing is about Knowing and Understanding what is Happening'*

## Access Solutions

### ***DESIGNING ACCESS SOLUTIONS***

Access Control systems are implemented for a variety of reasons, some need to control access in, out or around buildings, some wish to audit and monitor access movements. Varying levels of security and facilities needs can be addressed with systems and solutions that are now easy to implement without major disruptions to buildings.

Doors, Lockers, Gates and Barriers can all be controlled and their access managed, typically by one system using a single card or fob providing one set of joined up information for investigation, auditing or information.

### ***CONTROL OR INFORMATION***

If your need for access is to control passage around your building, then you need to consider how you need staff to move around it and also look at how you wish to restrict unauthorised people from getting around your building. The solution must be to restrict the 'un-invited guest', but not to interfere with your daily business.

Using the same technology to manage the electricity consumption of your building doesn't cost you money is saves you money, using the coding in the card not just a rectangular shape means that the system is not defeated, it is controlled.

### ***INNOVATIVE TECHNOLOGY***

Advances in Access Solutions means that there is not the need to hardwire systems through your buildings, solutions from manufacturers now allow wire-less systems with the full audit trail or hard wired or networked systems at a fraction of the cost. Cogent considers all of the risks and all of the practices and will provide the options to you, allowing you choice, then only recommending the best solution to your meet your exact requirements.

### ***ONLY MAKE THE RIGHT CHOICE ONCE***

Don't plan your next Access Control system or upgrade without speaking to us first; your savings will undoubtedly be more than our fees. And our initial meeting and advice given is always free.



*'Control, Manage, Monitor'*

## Physical Solutions

### **PHYSICAL SECURITY**

Physical Security should be about target hardening but also about aesthetics; it must work with your environment from a corporate perspective or more so to obtain planning permission. Physical security products are no longer the 'ugly' option; most are now manufactured to complement the aesthetic design of your corporate business structure or incorporated into a bespoke design just for your specific requirements.

There is a wide variety of solutions that may apply to your situation, if you don't ask you won't know. Consequently if you ask the wrong person you may purchase something you do not want or did not need, or worse still, you have a product that is not fit for its purpose. The correct combination in physical and electronic security is all important in the perception that your premises presents to criminals seeking their next target. Find the right solution, create the right perception, and call Cogent today.

### ***IT SECURITY***

The Association of British Insurers has announced that computer theft costs UK firms £1 billion a year and continues to be a major problem to all business. Companies relying on computers and file servers should be aware of these true risks and take suitable steps to protect their assets. Physical product entrapment devices along with building protection of server rooms should be a serious consideration for all.

### ***PERIMETER PROTECTION***

The problem is well known, managing your own site boundary. A boundary protection system for the protection of objects or buildings needs to be correctly specified for the application. Freely accessible spaces can be effectively secured, car parks and storage areas need to be thought about as an integral part of your site not as an add on.

### ***BUILDING PROTECTION***

All measures of products can provide suitable and adequate protection for your buildings. Choosing the right one is based both on the needs, risks and requirements.

### ***BESPOKE DESIGNED SOLUTIONS***

Working with leading manufacturers of products, where necessary we will help to create the best solution for your needs; we have experience of working towards many standards such as British Standards and Dept. of Health guidelines. You should always consider physical security as part of a security solution for your premises; it could be a new perimeter fence, it may be a roller shutter to secure a vulnerable door or window. Other measures of physical security can be both internal and external to protect against a theft or criminal damage.



*'Physically Restricting the Actions of Others'*

## Affordable Unique Approach

We always offer you a 'best-fit' solution to your individual requirements.  
Our flexible approach and unrivalled commitment to quality and customer service will ensure that you have the best choice when you engage Cogent (fm) Solutions Limited.

We have many excellent client references that we would be happy to show and discuss with you, this can include site visits where allowable.

Mike Tolley  
Principal Consultant

### Contact Us

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