



# Physical Security Specifier Database

## Information for Consultants

### What is SecuritySpecifiers.com®

**SecuritySpecifiers.com®** is the authoritative resource for those who seek to identify you, the designers and specifiers of physical security and surveillance systems. Whether it is an owner locating a designer for a project or a manufacturer or integrator who wants to share information on products and technologies, SecuritySpecifiers.com can help. The site provides free access to consultants to the most extensive worldwide list of security consultants and engineering firms with a

security practice, searchable by geography and market sector. It provides an extensive directory of industry

manufacturers, searchable by product category, and a knowledge base of certifications, articles, white papers, design tools, and job openings.



### Why SecuritySpecifiers.com® for Security Consultants & Engineering Firms

#### Enhance Business

- Increase visibility in the industry
- Meet potential partners, customers and suppliers
- Gain greater industry visibility and be featured on website's home page
- Upload customizable content to portray a sharp focus
- Find potential job candidates
- **No charge to the consulting firm or individual**

#### Improve Performance

- Regular contact with manufacturers provides insight into currently available products and their performance, as well as new and emerging technologies and products.
- SecuritySpecifiers.com® provides uniform access to manufacturer information, including product overviews, white paper, case studies, and links to important resources, including A&E specifications.

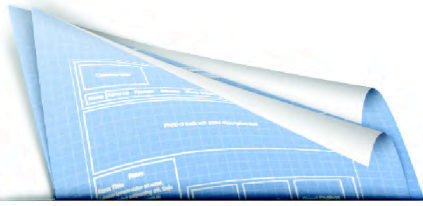
#### Our Goal

- We are committed to fostering better market understanding of the important role that security consultants and engineers fulfill and to support them with an array of useful resources.

#### Frequently Asked Questions

- **What does it cost a specifier to register with SecuritySpecifiers.com®?**  
It costs the specifiers nothing to register with SecuritySpecifiers.com®. There are no annual dues.
- **Who qualifies as a specifier?**  
Any security consulting or engineering firm involved in the preparation of bid specifications for projects involving security or surveillance, including Intelligent Transportation Systems, qualifies.
- **What kinds of resources are available to me?**  
A comprehensive Manufacturer Directory categorizes over 800 companies by more than 100 product areas of interest to consultants. Access dozens of manufacturer A&E specifications. Connect with fellow consultants via free access to the consultant database. Hear of events targeted specifically towards security consultants and engineers. Tap into a growing library of resources and design tools.
- **How can I maximize my chances of being noticed?**  
Make sure that your capabilities and contact information are accurately stated. Denote all relevant market sectors for your firm, as many searches are conducted by industry sector. Register all qualified individuals in your firm.
- **How is the integrity of the database maintained?**  
All individual and firm records are password protected. New consultant entries and significant changes are validated by SecuritySpecifiers.com® before becoming active.

For more information visit [www.securityspecifiers.com](http://www.securityspecifiers.com) or email [info@securityspecifiers.com](mailto:info@securityspecifiers.com)



**securityspecifiers.com®**

## About Us

**SecuritySpecifiers.com®** was established in 2010 to address the need for the physical security industry to more effectively engage with the specifier community. This engagement requires that the specifier community be identifiable and reachable by suppliers of security equipment and services; by those who implement designed systems; and by owners, end-users and architects. Also, specifiers need access to the information and people that contribute to solid system design. SecuritySpecifiers.com® facilitates this process by providing a comprehensive, searchable data base of security specifiers; access to suppliers' A&E specifications; and a forum for information and interaction.

## Advisory Board

### Consultants



Ray Bernard, PSP, CHS-III  
*Principal*  
Ray Bernard Consulting Services



Elliot A. Boxerbaum, MA, CPP, CSC  
*President & CEO*  
Security Risk Management Consultants, Inc.



Lorna Chandler  
*Chief Executive Officer*  
Security by Design, Inc.



R. J. Hope, CPP, CPS, ABCP  
*Department Manager – Global Security Services*  
Burns & McDonnell



Thomas L. Norman, PSP, CPP, CSC  
*Principal*  
Protection Partners International



Daniel O'Neill  
*Senior Vice President, Risk Management*  
TSG Solutions, Inc.



Dan Proctor  
*Vice President, Technology Solutions*  
Ross & Baruzzini

### Industry Executives



Phil Aronson  
*President & CEO*  
Aronson Security Group



Bill Bozeman, CPP, CHS  
*President & CEO*  
PSA Security Network



John De George, CPP



Donald Erickson  
*Chief Executive Officer*  
Security Industry Association



James E. Henry  
*Executive Vice President*  
Henry Brothers Electronics, Inc. (HBE)  
a division of Kratos Security and Defense Solutions (KTOS)



Jeffrey Woodward  
*Senior Manager of Global Environmental, Health, Safety & Security*  
Panduit Corporation

### Managing Director



Ray Coulombe, CSI, CDT, CCNA – Security

For more information visit [www.securityspecifiers.com](http://www.securityspecifiers.com) or email [info@securityspecifiers.com](mailto:info@securityspecifiers.com)