

Convergence

Smart Technology and Security Thought Leadership

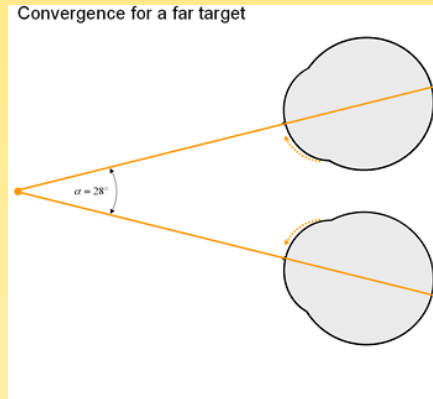
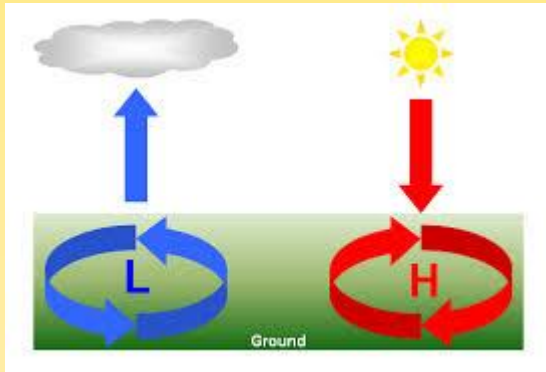
April 15, 2014

Walsh College

Michael C. Saad, CPP

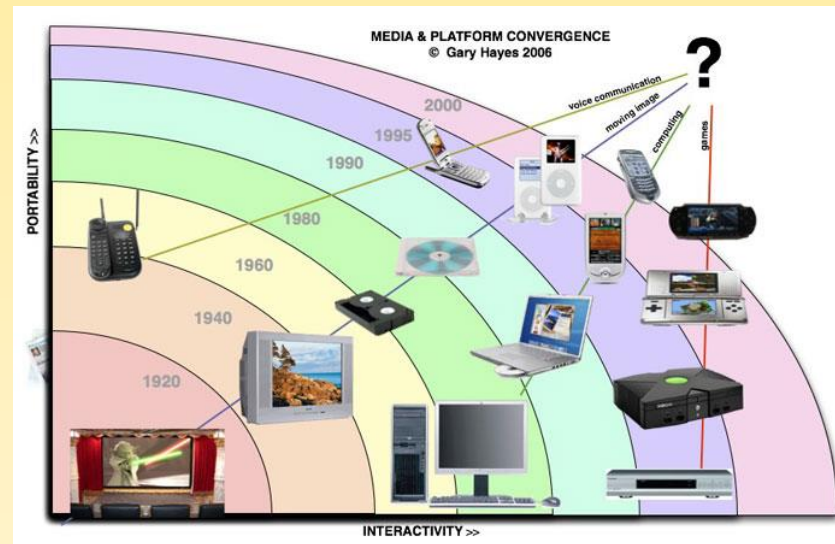


What is Convergence?



Convergent evolution

Niche	Placental Mammals	Australian Marsupials
Barrower	Mole	Marsupial mole
Anteater	Anteater	Numbat (anteater)
Mouse	Mouse	Marsupial mouse
Climber	Lemur	Spotted cuscus
Glider	Flying squirrel	Flying phalanger
Cat	Bobcat	Tasmanian "tiger cat"
Wolf	Wolf	Tasmanian wolf



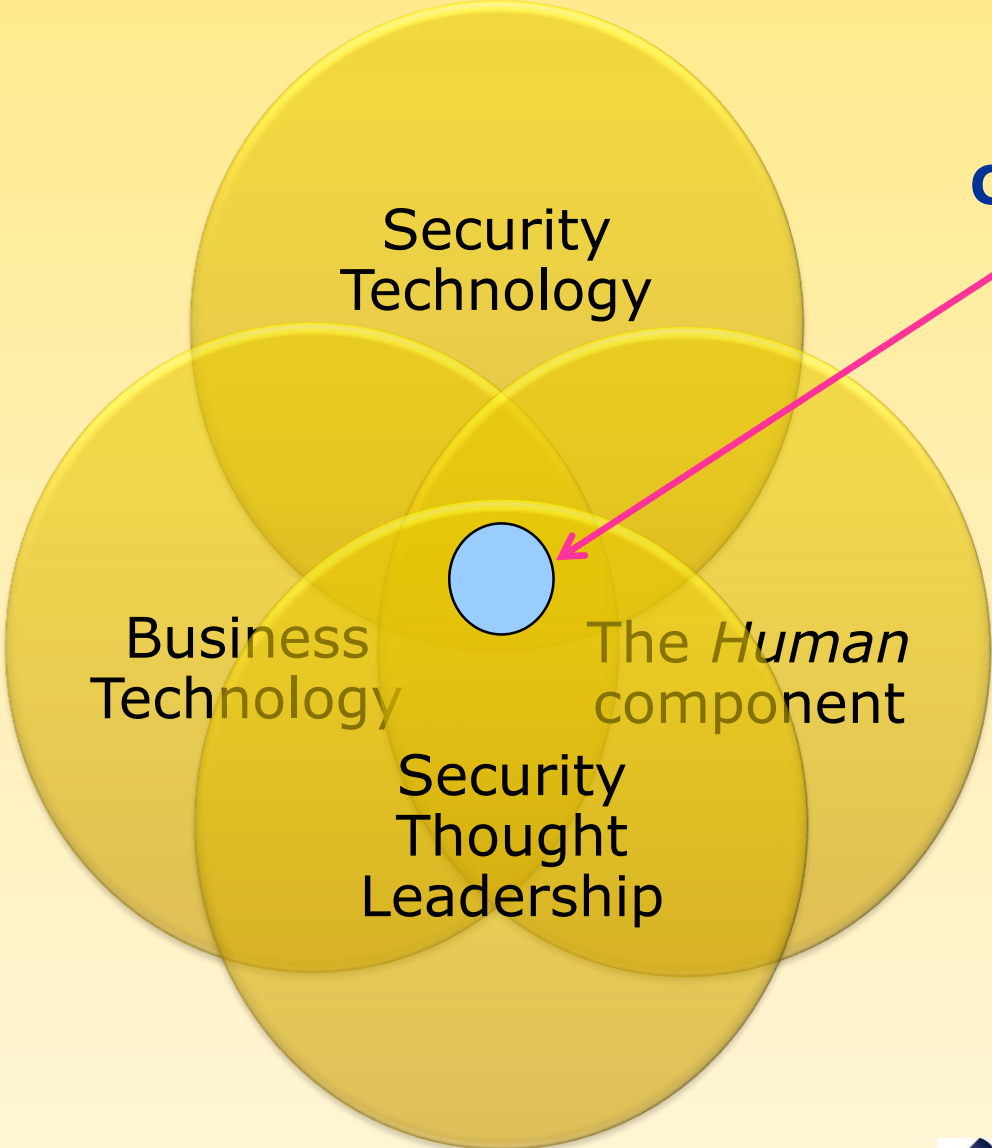
Sources: CC Analysis; Industry Inputs

What is Convergence?

Two distinct business disciplines or practices
evolve and merge
to provide
solutions
to security problems

And create a new way of
thinking about security
risk management

Convergence



Convergence

Some history ...

Deter, Detect, Delay, Apprehend

In fact. They haven't changed much in decades.

Some history ...

To understand your present we also need to take a look back at security services and technology

Locks and keys

Night "watchmen"

A roving or road patrol guard

Magnetic switches, silver foil tape

and alarm bells on buildings

And then came reliable signaling and control equipment

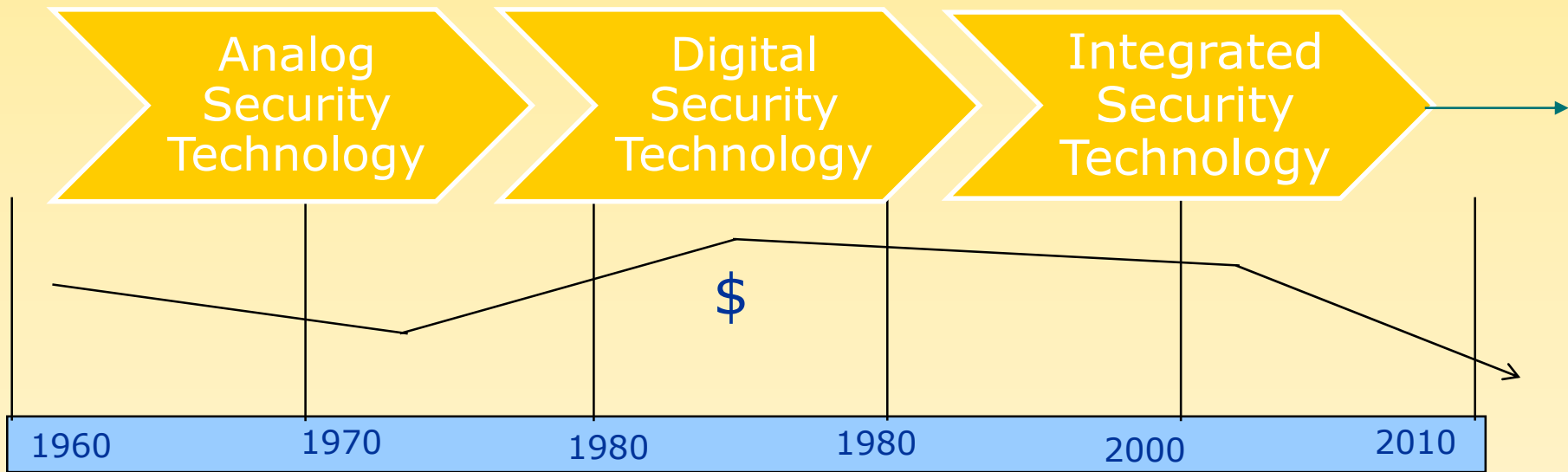
"Telegraph" and telephone lines

On site "controllers" distinguished one alarm from another

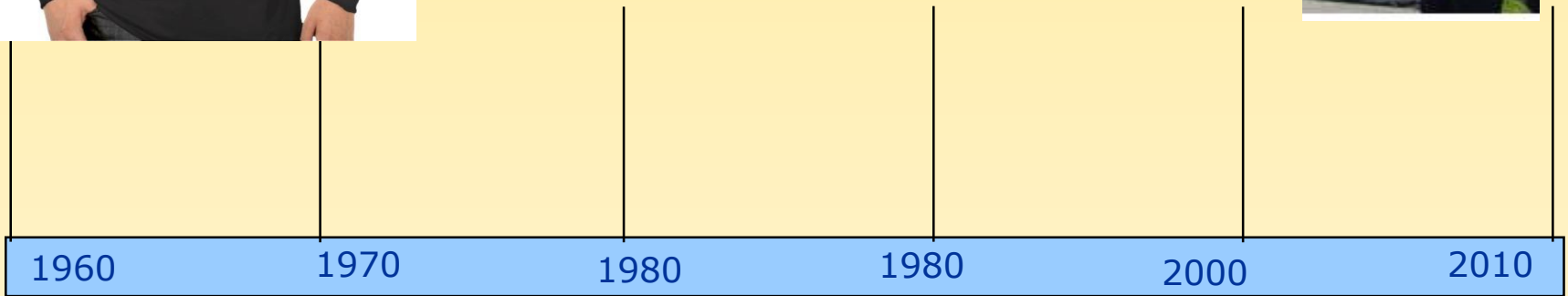
Audio signals allowed central stations to "hear" inside a facility

Line monitoring

Technology matures



The human component



Convergence Path

Traditional
Security
Thinking



Converged
Security
Thinking

Top Retail LP concerns for 2013

Violence in
apprehension of
shoplifters

Emphasis on
emergency
response plans

Retailers and LE
taking a unified
approach to ORC

Incorporating
emerging
technologies

Developing
background
screening processes

Greater career
growth in LP

Incorporating
Emerging Technologies

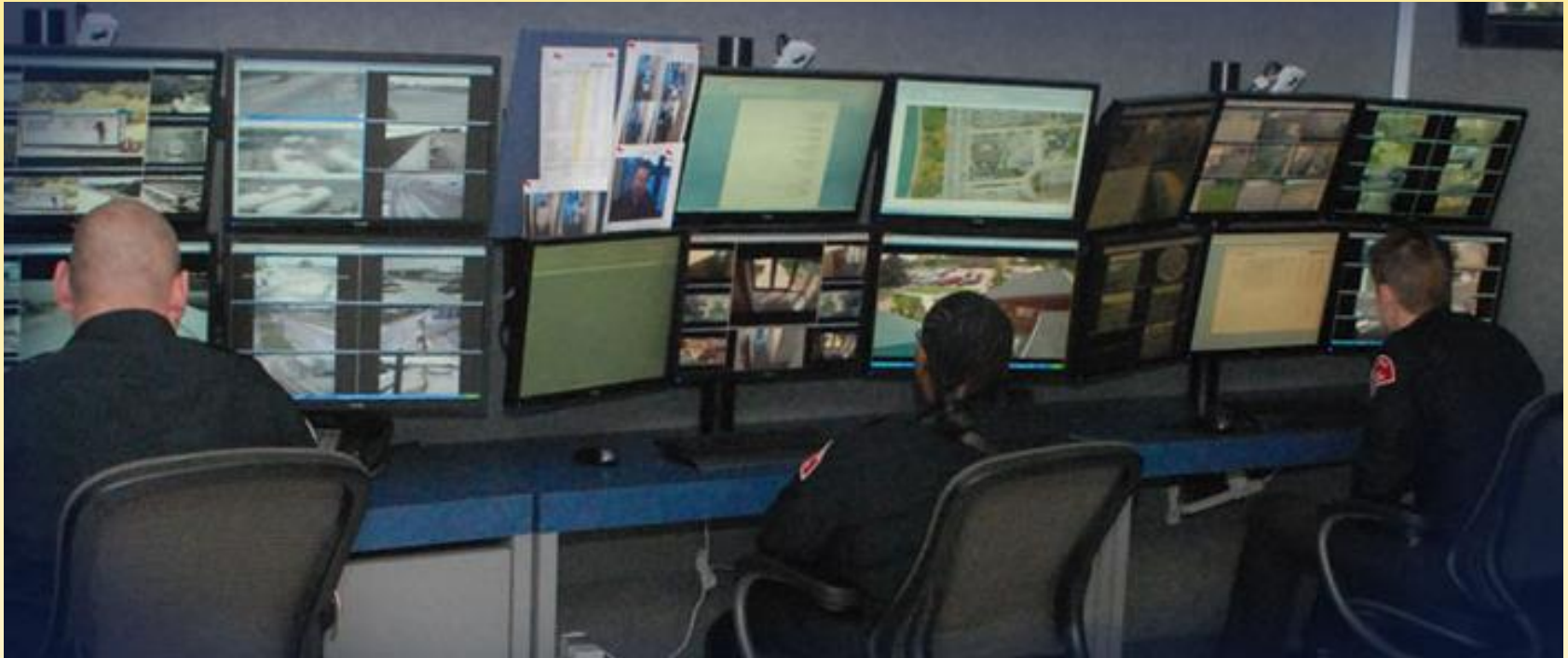
Converging digital and human security



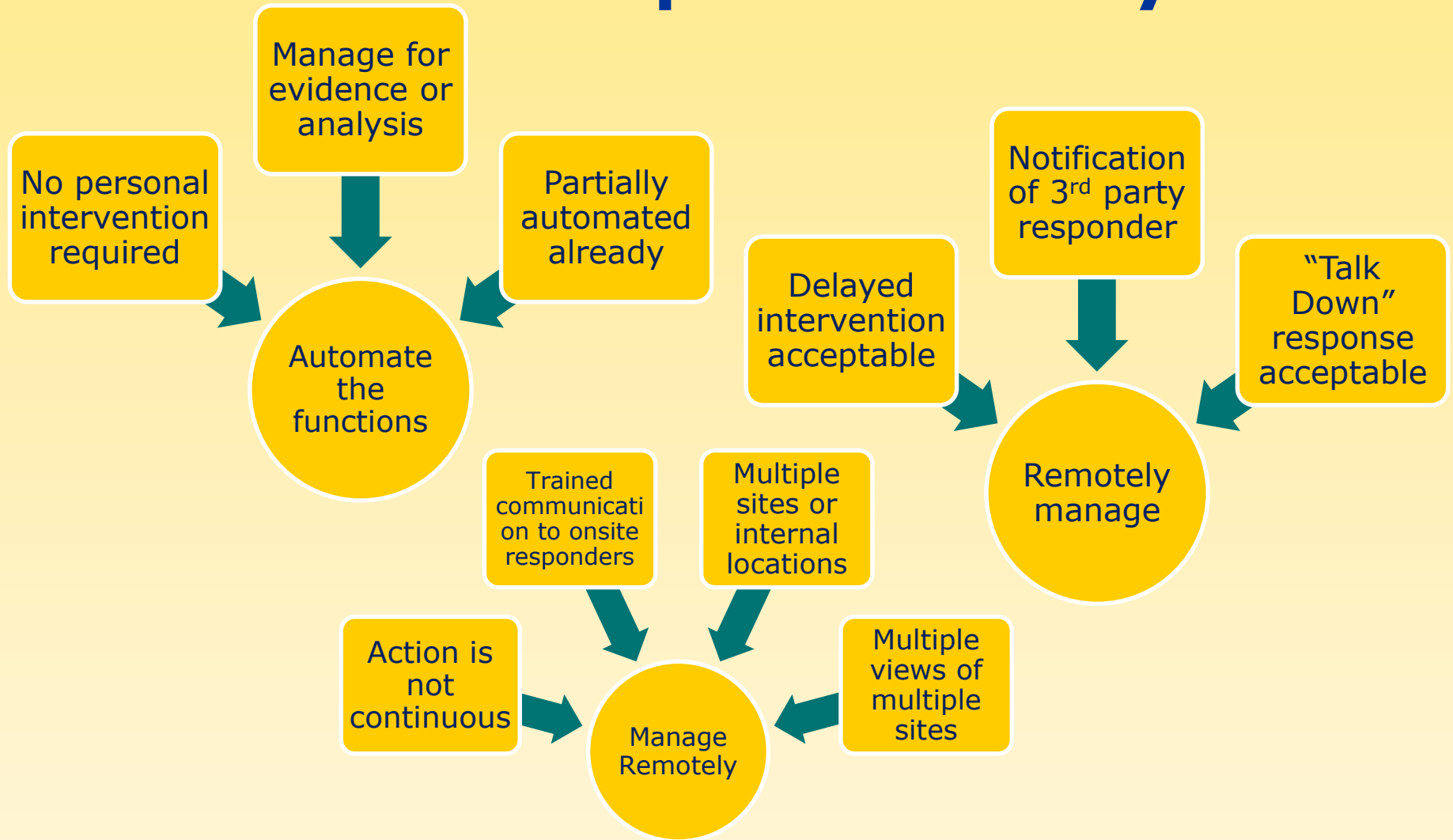
Observe and Report



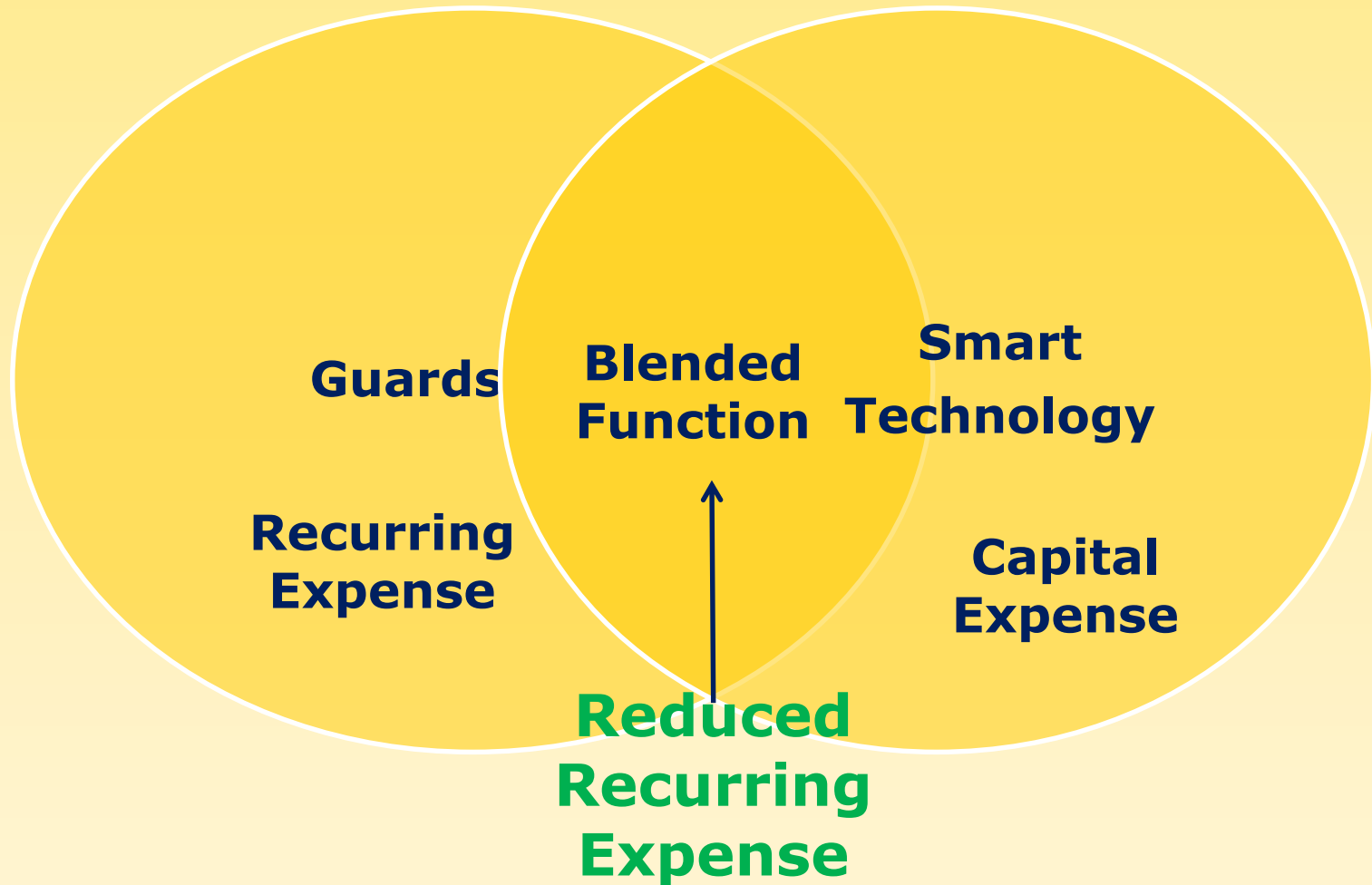
Observe, analyze, respond, react and report



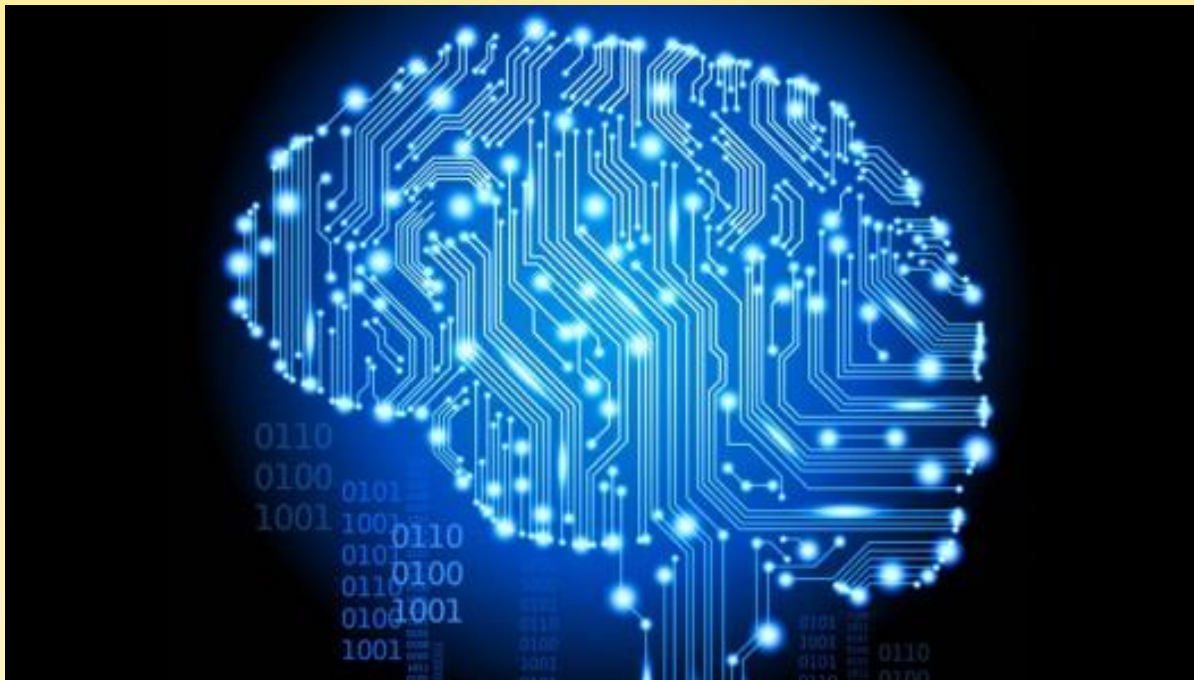
It is a business process analysis



Value Migration



The Convergence of Thought



QUESTIONS?

**To obtain a copy of the
presentation**

go to

<http://consulting.huffmaster.com/resources/presentations>

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