

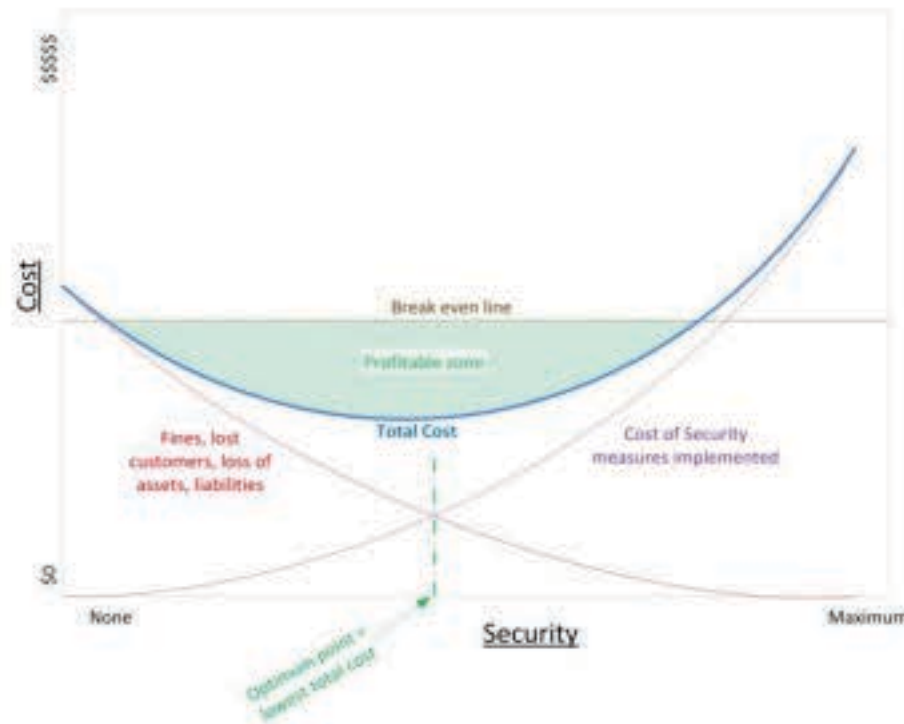


# De câte ori plătim securitatea? How Many Times We Pay Security?

Decizie și Consiliere  
Decision and Advice



# Security Price – Insecurity Cost



***Security is always excessive until it's not enough.***

Robbie Sinclair, Head of Security,  
Country Energy, NSW Australia





# Security “by the book” – Risk Governance



- Treat security related risks in line with other risks for core business process
- Design and implement security risk governance process
- Evaluate and provide for the required OPEX and CAPEX budgets





# Security Budgets – The Real Life Story

## Security – P&L Cinderella



## Typical scenario

- Usually non – core process
- Lack of strategic planning
- Poor top management support
- Usually under – staffed
- Budgets always underrated
- Difficult ROI evaluation
- On top of cost – cuts priority list



# Buyer's Dilemma



Where is :

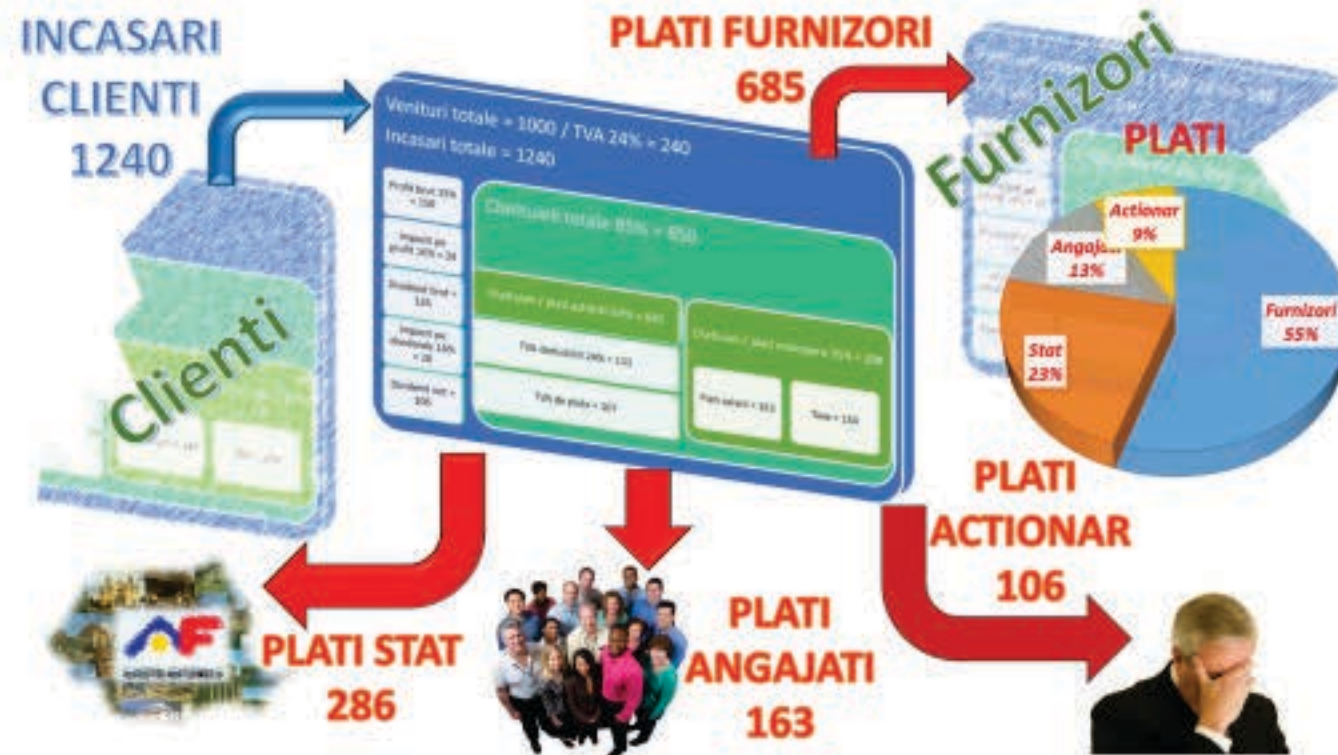
**SECURITY**







# Supplier's Dilemma - Systems







# Supplier's Dilemma – Guarding





## The Middle / Golden Way



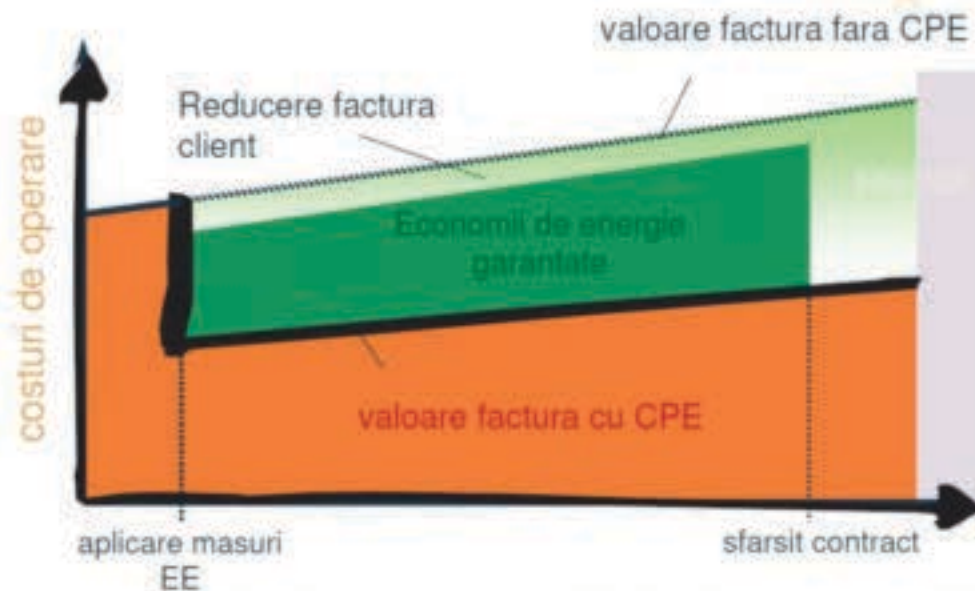
- Align Security Buyer and Supplier interests
- Provide value for money
- Correlate requirements with budget and price with requirements
- Provide transparent cost structure to facilitate correct evaluations





# Possible solution – Security Outsourcing

## Energy Performance Contract - ESCO



Presentation: Energy Performance Contracts,  
by Dr. Ing. Corneliu Rotaru - ANRE

## P&L Approach

### Security Outsourcing Service

- Evaluate current security costs
- Perform Risk Assessment
- Forecast security spending
- Propose improvements
- Share risks & responsibility
- Open book contract





# Possible solution – TCO–based Procurement

## ECORails – TCO procurement guide

**ECORails**



### Ce este Proiectul ECORails?

Proiect finanțat de Comisia Europeană prin programul Intelligent Energy Europe (IEE)

ECORails propune achiziționarea materialului rulant și a serviciilor de transport după noi metodologii, din punct de vedere al costurilor de exploatare și al condițiilor de mediu, criterii evaluate pe toată durata de viață.

Proiectul a furnizat administrațiilor de transport feroviar și operatorilor feroviari, instrumente de referință (Ghid – în 6 limbi, proceduri, suport legislativ, etc.), pentru obținerea celor mai competitive oferte de aplicații feroviare, din punct de vedere al criteriilor ECORails.

## TCO-based Security procurement

- Define operational requirements
- System concept design
- Perform simulation/validation
- System technical design
- Evaluate supply and build cost
- Add operational cost (including human, energy, environmental, etc.)
- Add maintenance cost (predictive, preventive, corrective)
- Add decommissioning / replacement cost
- Compare alternatives

Presentation: ECORails,  
by Mr. Dan Caraman – Integral Consulting R&D





The Only / Best Way



**PROFESSIONAL**  
**STRONG**  
**TRANSPARENT**  
**WELL REGULATED**

**SECURITY INDUSTRY**



## Debate / Q & A



- Reglementări achiziții publice și concurență
  - Public procurement and competition - Regulations
  - Mr. Adrian Ceparu – Legal Counsel
- Reglementări în domeniul asociației europene COESS
  - COESS Regulations
  - Mr. Gabriel Badea – President FSS
- Reglementări tehnice
  - Technical regulations
  - Cms. Sef Ing. Aurel Catrinoiu – IGPR Serv. Sisteme de Securitate
  - Lt. Col Dr. Ing Ionel Puiu Golgojan – IGSU Serv. Avizare Autorizare si Reglementari