



Conferința națională a A.R.T.S. – Ediția a IX-a
A.R.T.S. National Conference – The 9th Edition



PERSPECTIVE ÎN SECURITATEA PRIVATĂ - VALOAREA SOCIALĂ A SERVICIILOR DE SECURITATE

**PERSPECTIVES IN PRIVATE SECURITY – SOCIAL VALUE OF
SECURITY SERVICES**

PARTENERI EVENIMENT / EVENT PARTNERS





THE BULGARIAN NATIONAL ASSOCIATION OF

EQUIPMENT BASED SECURITY

NAFOTS

Dear ladies and gentlemen,
I am Iliyan Panchev, Chairman of the Board of The Bulgarian National Association of Equipment based Security.

First of all, I want to thank A.R.T.S. for the invitation to attend this conference. We are glad to be here and hope to maintain good and fruitful relationships with your association in the future.

I have prepared a short presentation to introduce our organization, the specifics of the Bulgarian market and the main problems we face in our business.

I will be glad to answer your questions after the presentation.

ABOUT US



- The Bulgarian National Association of Equipment based Security - NAFOTS was established in 2002 as a non-profit organization that represents companies operating in the field of security and safety.

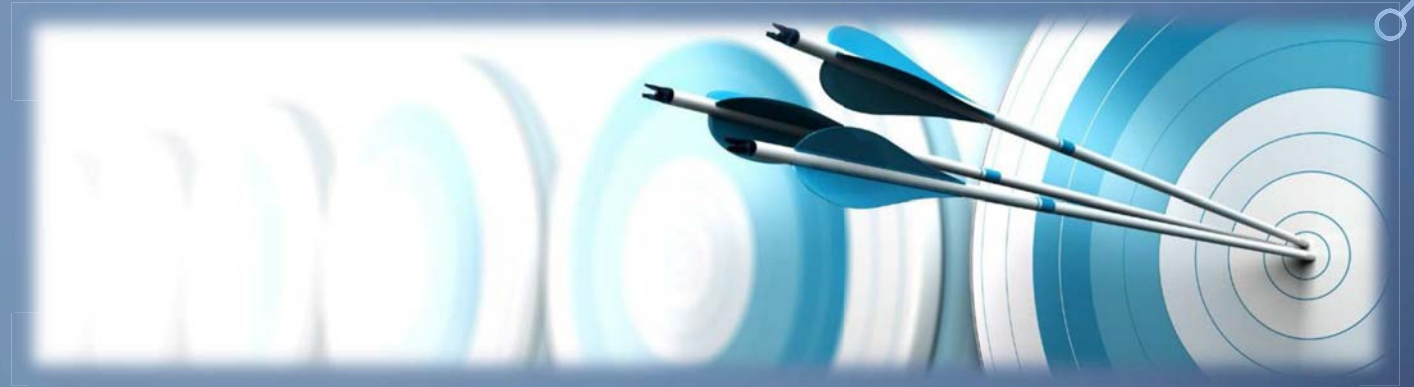
- The members of NAFOTS, according to data from the Bulgarian Industrial Association, have over 40 million leva (20 million euro) annual turnover, more than 8,000 employees and are in care for the security of over 15,000 locations on the territory of the Republic of Bulgaria.
- According to EUROSTAT, NAFOTS members hold 26% of the private security services market in Bulgaria.
- Over 80% of NAFOTS members are certified according to the European and international standards.
- Based on the Labor Code of the Republic of Bulgaria, NAFOTS is recognized as a representative organization of employers and may contract branch collective labor agreements.

OUR MISSION

- To make our society safer and secure by providing citizens and business with reliable high quality equipment and services.



OUR GOALS



- To join the efforts of our members to achieve targeted goals.
- To stand up for the interests of our members.
- To encourage our members to work in compliance with the latest European and world wide standards.
- Improving the services quality.
- Better labor conditions.
- Development of skills and qualifications of personnel working in the security industry.

OUR PARTNERS

NAFOTS is a member of:

- *Euralarm*
- *Advisory Council for Cooperation DG "National Police" of the Ministry of Interior*
- *Bulgarian Industrial Association (BIA)*
- *Bulgarian Public Procurement Agency - PPA*



THE BULGARIAN SECURITY MARKET

- The size and scope of the private security market in Bulgaria is difficult to determine with precision. This is mainly due to the lack of a clear classification of the economic activities related to the security products and services.
- The determination of market size is further complicated by the fact that the licenses granted by the Ministry of Interior are perpetual (unless they be canceled, withdrawn or returned).
- According to official data, the private security market in Bulgaria amounts to about BGN 900 million. Alternative data from professional associations indicate that the total market turnover is 1.6 billion leva. This confirms that the market has grown in recent years despite the economic downturn.

BULGARIAN LEGAL FRAMEWORK



- 2004 created a law on private security - the law defines the term private security, establishes the five types of legal security activities and reduces administrative procedures for renewing licenses.
- The control over the private security activity is carried out entirely by the Ministry of Interior - General Directorate of National Police, where the Private Security Supervision Department is established.
- In 2011, there is a significant change in the Private Security Law, which allows private security companies registered in the European Union (EU), the European Economic Area (EEA) or Switzerland to operate on an equal basis with Bulgarian companies.

SHORTCOMINGS OF THE BULGARIAN SECURITY LEGISLATION

- The law covers most of the security activities, but is not always consistent and accurate.
- The definitions are not always clear.
- There is no specific document to describe the procedure for implementing the law.
- There are weaknesses in the imposition of effective control over the business.
- There are weaknesses in the enforcement of effective control over the security business.
- Lack of precise regulations for relations with subcontractors and third parties.
- The law sets out rules, requirements and technical standards only for the safeguarding of valuable items and cargo, but not for the other areas of security activities.
- The law does not regulate the procedures for verifying that a company applying for a license has the necessary equipment and capacity for the relevant activity.



OUR VISION

- Integration of the security sector - NAFOTS is in process of reunification talks with the other biggest security association in Bulgaria.
- Creating a sectorial regulatory framework.
- The private security to become an important factor in the prevention of crime in Bulgaria.

OUR RECOMMENDATIONS TO THE STATE INSTITUTIONS:

- Consideration of specific rules for procurement of security services to ensure their quality.
- Higher security requirements for critical infrastructure and other strategic public objects.
- Providing proper resources for all aspects of licensing and supervision of the security sector.
- Creation of an electronic register of private companies licensed for security activities and mechanisms for cross-checking with other public registers.



THANK YOU FOR THE ATTENTION!

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