TARGETING YOUR SECURITY DOLLARS

Why hire a Security Professional?

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Instead of reacting to security fears, today's owners should be planning their security needs. Objective planning, in the owner's interest, should be relegated to the "pure" design professional. A pure design professional is one with no ties to equipment manufacturing, construction, installation, or guard services. Conflicts of interest or inadequacies may arise if closely related service industries are asked to provide security designs or engineering.

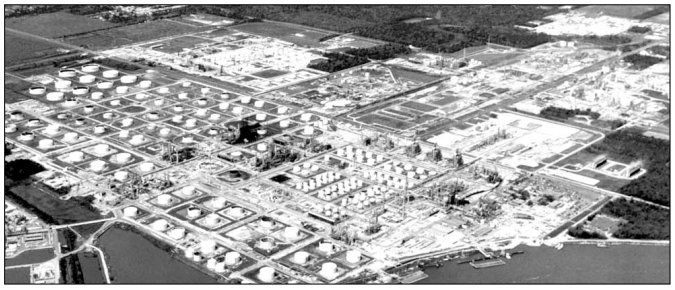
Security incorporates both physical and operations aspects. These include vulnerability, risks, policies, procedures, technologies, and maintenance needs. Proper planning ties these together for a focused directing of security dollars and personnel. Without the unbiased skills of a security design professional, the owner risks directing his dollars towards third party's corporate or personal goals. Typically, the professional's fees are recouped by the cost savings to the owner through bid day competition and long term service and maintenance savings.

Gerald (Jerry) I. Forstater, P.E., recognized this need within the security industry and founded Professional Systems Engineering, LLC (PSE) in 1986. "Our ultimate goal is safe, cost-effective and long-term solutions targeting the needs of the user through both classical design and design/build methods in a financially responsible manner," Forstater said.

Driven by Forstater's vision and mission, PSE has consistently grown with more than $500 billion in new construction and retrofit projects (construction costs), supplying consulting, design, engineering, and support services to a wide variety of clients including architects, end users, and teaming partners. Forstater's multi-million dollar firm is recognized on a national and international basis in the areas of security, corrections, communications, multimedia educational technology, and transportation design, as well as systems integration.

Communication is critical to the project's success, and the design professional must be open to the owner's needs. The combination of good communications and a structured approach assures accurate establishment of requirements. PSE has developed a project success model that reflects lessons learned from performing hundreds of projects. PSE's approach to program development involves listening to the client and guiding the definition of client specific requirements. Based on the requirements, PSE proposes alternative solutions, and selects for recommendation the solution that will provide the optimum system within budget. Forstater stated, "Our approach has two major attributes that facilitate communications. First, we have established a structured technical approach, which is guided by questionnaires, measured against recognized standards, and takes advantage of the latest techniques and technology. The second attribute is the performance of the project by small, dedicated teams of experts led by experienced project managers with short reporting chains to corporate officers." PSE's client planning process defined as program development contains specific steps, including:

- Definition of the program of user requirements;
- Vulnerability and risk assessments;
- Needs assessment;
- Phasing, scheduling and fiscal allocation;
- Site surveys for retrofit projects;
- Analysis of existing equipment, manpower;
- Review of supporting security policies, procedures and practices;
- Effectiveness studies;
- Evaluation and recommendation of appropriate solutions with alternatives and cost estimates;
- Preparation of Master Planning documents;
- Owner reviews and agreement.



Security for Americas critical infrastructure requires proper planning by experienced professionals.

The design professional must be familiar in technology developments, while developing relationships within the industry with key manufacturers and installers. These relationships will help ensure interest, competitive pricing, reliable quoting, and applicable products for the owner's project. PSE's headquarters near Philadelphia, PA, specializes in security for the corrections and justice industry. Southern Steel, headquartered in Austin, TX, is a leading manufacturer of detention hardware and integrated electronic security systems for the corrections industry. The relationship between these firms has guided design developments and integration for correctional projects in many states.

People are the critical link between the project's vision and the final product. Design professionals must have qualified personnel with the appropriate credentials and experience. PSE recently expanded to the Washington D.C. area, specializing in security for elements of the country's critical infrastructure. Frank Carpency, P.E., CPP, heads the Washington area office and is recognized as an expert on CPTED (Crime Prevention Through Environmental Design), ergonomics, and the engineering process. Carpency emphasized, "Our staff has real world program and system expertise. For example our staff has performed security related projects at over 90% of the nuclear power plants in the U.S." PSE's staff includes individuals with hands-on security experience at operating facilities as managers and specialists. This experience is supplemented by supervisory and management experience with military and corporate programs. Members of PSE's staff have performed as security analysts, security inspectors, team leaders, and security project managers. Carpency added, "Additional benefits accrue through the use of small, dedicated teams including better project control, having the same people perform a project from start to finish (project ownership), and better quality products."

Forstater noted, "PSE's strength is the professional capability, attitude, and experience of our staff. Our staff includes some of the country's top security engineers, designers, and specialists." With several hundred years of combined experience at utilities, government facilities, and industrial and commercial clients, the PSE staff brings ideas, technology, and processes from many environments to bear on a problem. The PSE staff has helped scores of clients assess their current and future needs. "The recommendations and designs generated by our staff have saved millions of dollars is system hardware, and installation costs, as well as untold dollars in adverse impact on normal day-to-day operation of client facilities," said Forstater.

The professionalism of a design firm's staff is reflected in their credentials. PSE has on staff Certified Protection Professionals (CPP), a Certified Quality Assurance Engineer (CQAE), and Professional Engineers (P.E). They have also distinguished themselves through leadership positions in professional organizations such as the American Society for Industrial Security (ASIS), American Association of Port Authorities (AAPA), American Society for Testing and Materials (ASTM), the Institute for Nuclear Materials Management (INMM), and the American defense Preparedness Association (ADPA). Members of PSE's staff have received several appointments to Department of Energy Panel of Experts on Security and to a review panel for the President's Commission on Critical Infrastructure Protection.

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