



HITEC[®] 2003

Produced by Hospitality Financial and Technology Professionals

What Should I Look For When Purchasing A Security System?

**June 23, 2003
New Orleans, LA**

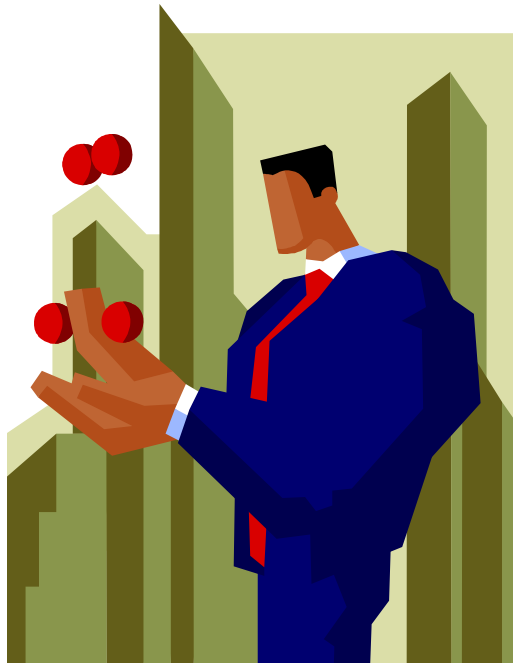
**William McShane,
Affinia Hospitality**



Introduction

- An effective security program is comprised of four elements:
 - ❖ Personnel
 - ❖ Equipment
 - ❖ Procedures
 - ❖ Training

Why One is Not Enough



- The scope of responsibility has significantly increased
- International Terrorism
- Litigious mindset



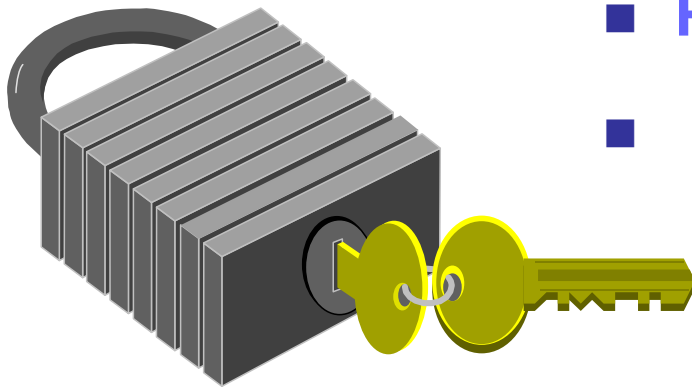
Resource Management

- Which investments will bring the best return?
- Tailored to fit each location



Topics of Discussion

- Personnel
- Equipment
- Procedures
- Training





Personnel

- **Negligent Hiring**
- **Scope**
- **Criteria**
- **Strategic Questions**

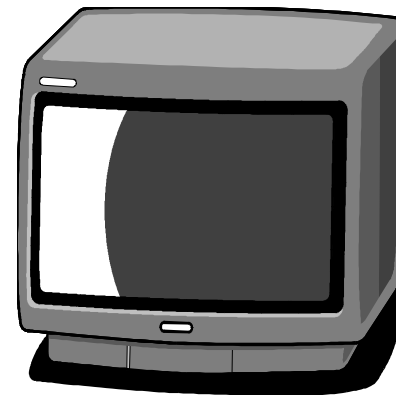


Background Checks

- Suspicious Factors
- Nature of the Job
- Criminal Activity

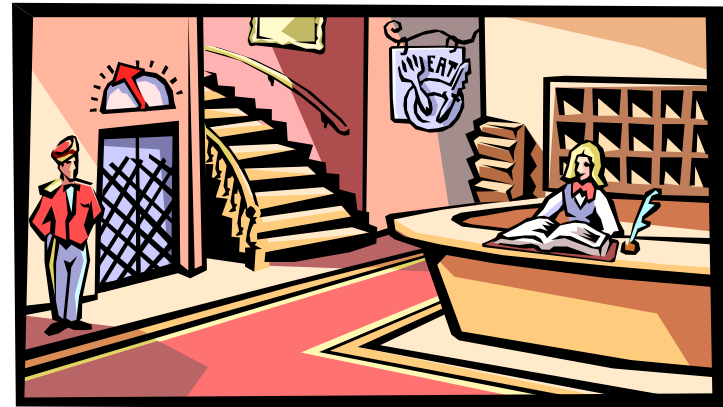
Closed Circuit Television Systems

- How it is to be used?
- Who will managed it?
- Select Leading Edge
Technology



Placement & Usage

- Entrances & Exits
- Public Areas
- Loading Docks
- Executive Offices
- Parking Lots

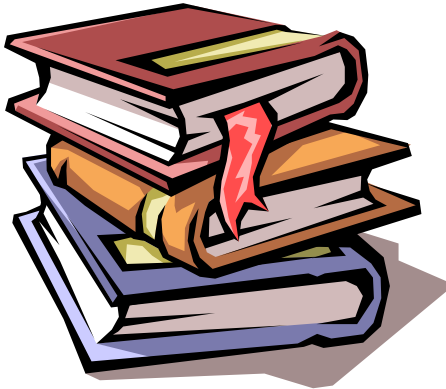




Procedures

- **What to Do and How to do it**
- **Consistency**
- **Performance Management**

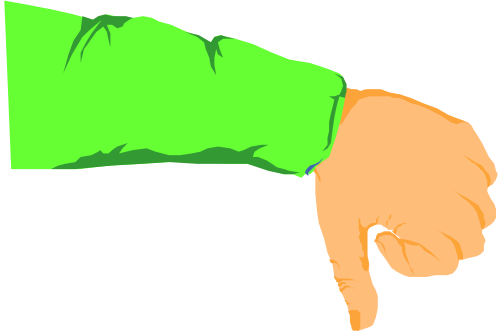
Training



- Security Training is Easy - Anybody Can Do It
- Security Training Doesn't Pay
- Experienced Workers Don't Need Training



Barriers



- **Employee Resistance to Training**
- **Lack Of Commitment from Management**
- **Disorganization**

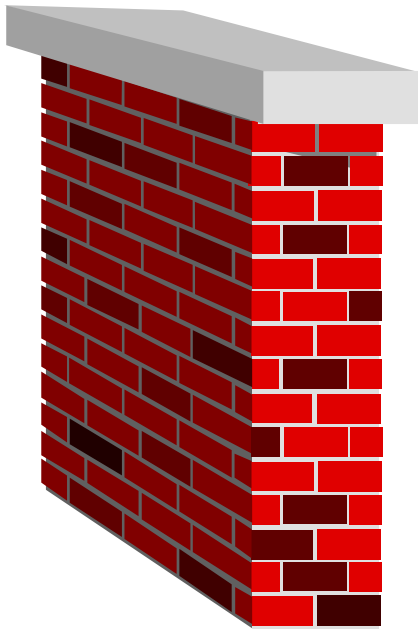


Factors Effecting Success



- Attention Span
- Spacing
- Learning Speed
- Repetition
- Motivation
- Realistic Focus

Conclusion



- While no single safeguard will build a total barrier against crime, reasonable efforts directed to a multi-dimensional approach can be very effective in deterring criminal acts.