

Your Guide to Working with Equilibrium Risk  
**Supporting your Business Growth**



# Your Guide to Working with Equilibrium Risk

## Supporting your Business Growth through Effective, Balanced Security

Welcome!

We are delighted that you have chosen to consider how Equilibrium Risk could help support your business growth.

We have put together this document to give you an overview of who we are, how we work and what you can expect if you choose to work with us. Hopefully it answers any questions you may have about us, but if you want to know more, please get in touch.

### Why Work with Us?

We think it's time to rethink what you expect from your security provider, so, let's cut to the chase. Here's 10 reasons why you should work with us:

	Equilibrium Risk	Other Security Company
Seek to Really Understand your Problems and Concerns?		
Deliver Effective Solutions Based on your Level of Risk?		
Pricing Based on a Monthly Subscription Service?		
Bespoke Complete Security Solutions: Property, Cyber & Personal, Tailored to your Organisation?		
Quarterly Security Reports Included as Standard?		
Service & Support Included as Standard?		
A Proven Track Record of Keeping Our Clients Safe?		
A Trustworthy Service Delivering Real Peace of Mind?		
Provide Certified Solutions to Give your Clients Confidence in Working with You?		
Proven Track Record in Defeating Criminals?		

## Who are we?

Equilibrium Risk was created in 2015 by Luke & Jason, who served in the Army together. From the start, we have strived to bring our military ethos and work ethic to help businesses fight against criminals. From experience, we know that providing risk based security solutions is the most effective way of protecting your business. It is this same philosophy that continues today and drives us on.

It is our mission to support your business growth through effective, balanced security.

We do this by providing a secure environment in which your business can operate, continue to pursue opportunities and grow.

Security is only as strong as your weakest link, so we have created a bespoke security offering for businesses that covers property protection, cyber protection and personal protection. Eliminating that weak link and delivering real peace of mind.

We don't believe that any business should suffer at the hands of criminals, we believe that all your hard work should be rewarded. If you choose to work with us, think of us as your security partner. We are here to support you in building your success.

## How we work?

It is our job to create a security plan that will effectively protect your business from criminals without restricting its growth potential. Put too many security barriers in place and you risk restricting your businesses growth, not enough and you risk falling victim to criminal activity. Achieving the right balance is key and this is where we excel.

### Our approach is usually in 3 stages:

#### Stage 1 - Assess

Understanding and assessing the things in your business that need protection is the first step in creating an effective security plan. Throughout this stage, we will conduct an extensive analysis to be able to define the most cost- effective way of protecting your business. This will identify and grade the assets in your business, identify and prioritise the threats against your business, and highlight any weaknesses or vulnerabilities.

Phase 1 will consist of a meeting with relevant stakeholders at your business to carry out a workshop and a visit to your site(s), with an aim of defining:

- Your business objectives
- Business operations (both day and night)
- Stakeholder concerns
- History of security incidents



This will enable Equilibrium Risk to put together an effective and balanced security plan that will include:

- Physical Measures
- Operational Measures
- Technical Measures
- Educational Measures

Our aim is to reduce the risk of a security event occurring to as low as reasonably practical, which will allow your business to continue to operate efficiently.

## Stage 2 - Implement

Our security solutions are a balance of Physical, Operational, Technical and Educational measures. For example:

1. We might advise replacing locks on a door, or series of doors, rather than installing an expensive access control system.
2. We might advise implementing a more robust locking up procedure for staff at the end of a working day than allow you to invest in a costly closing and opening patrol service.
3. We may advise in the integration of technology such as access control, CCTV and a burglar alarm system than invest in a costly manned guarding service.
4. We might implement a staff security awareness program to help offset the risk of a malware attack.

We build a security package bespoke to your needs - all for a single monthly cost. Each package can be scaled up or down, dependant on the level of risk, or your risk appetite. (Please see packages below for more details).

We harness the latest technology to support our security packages, but we are not led by technology. This means we keep abreast of innovation in the sector on your behalf. We leverage the investment made by larger enterprises in the development of technology and implement it into your security plan if appropriate. That said, sound risk based advice will always be at the spearhead of our solutions.

## Stage 3 - Monitor and Measure

To ensure that your security plan remains effective and balanced, we carefully monitor and measure your security performance. We provide quarterly reports including:

- Information on current security trends; locally, nationally and internationally, highlighting when incidents are outside of acceptable boundaries.
- Highlight areas where your business is not adhering to its own security standards.
- Demonstrate when/ where your business is not meeting its risk tolerance levels.
- Show the cost & benefits of any security resolutions to make sure you achieve a Return on your Security Investment.

## Our Packages

In our fight against the criminals, we have created three packages that you can be integrated as part of your business dependant on the level of risk, or your risk appetite. Each package is completely bespoke to your needs, but with the ability to be scaled up or down.

For a single monthly subscription, our packages include:

Service Line	Bronze	Silver	Gold
Physical Measures	✓	✓	✓
Operational Measures	✓	✓	✓
Technical Measures	✓	✓	✓
Educational Measures	✓	✓	✓
Service & Support	✓	✓	✓
Quarterly Security Reports	✓	✓	✓
Monitoring Services		✓	✓
Incident Response			✓

## What you can expect when working with us

Equilibrium Risk is a family run and family owned business, and the way we operate reflects this. If you choose to work with us, we will welcome you into our family. We are here to support you through the good times and the bad and are always on the end of the phone for you.

# Our core values are Trust, Professionalism and Teamwork.



## TRUST

This translates to clear and honest communication. Keeping confidential: we don't talk about our other clients just as we won't talk about you. We do what we say we were going to do, every time. We keep our word and our commitments.



## PROFESSIONALISM

We strive to put professionalism before profits. We are reliable, arriving on time and delivering our services to the best of our ability. We are continually learning, striving to be the best at what we do. We are proactive in our approach, if we foresee a problem, we fix it. We are dedicated to quality and using resources in the smartest way possible.



## TEAMWORK

We believe success is built on good teamwork. We collaborate and make the most of everyone's strengths. We work with clients, not for them and support them in any way we can. We are transparent in the work we do, and clients can see the work we perform for them. We identify ways our clients can save money, time or other resources. We support our clients in achieving success.

## Getting in contact with us

If you would like us to support your business growth through effective, balanced security, then please get in touch. We can be reached by simply picking up the phone: 01484 505321, or via email: [enquiries@equilibriumrisk.com](mailto:enquiries@equilibriumrisk.com). Alternatively, you can find us on social media.