



RISCO Group's E-News Special edition

Hello and welcome to our special edition E-News!

As I have mentioned many times before we have always prided ourselves in informing our customers and prospects on any changes within the industry relating to standards, especially if it creates a sales opportunity.

The BSIA have brought to our attention the ACPO policy regarding police response with Personal Attack alarms.

Simply from April 1st if an end user should lose police response on a PA activation, in order to get back on police response then a confirmed PA will be needed, this can be done a number of ways. Please [click here](#) to read the BSIA document.

We would like to take this opportunity to remind you that when installing the ProSYS that audio capability is a standard add on feature at minimal cost, meaning the Central Station, on receiving a PA activation, can simply pick up the phone and press 1 to listen 2 to talk allowing you to confirm a PA. Wouldn't it be nice to install a panel that is not only feature packed but future proof as well?

We also have some great news regarding our Midlands RSM Steve Hopkins. Because of his attention to detail and technical & sales skills, Steve is changing divisions in the UK moving from core intruder sales to the newly created Integration Division, concentrating his time selling RISCO Access and Integration software.

As a result of these changes, we have made further changes to the postcode areas that your RSM covers. These changes will not affect most of you but to keep you up to date we have a postcode map on our website, which shows your Regional Sales Manager for your area. To see who your RSM is please [click here](#).

I am sure you will join me in wishing Steve Good Luck in his new sales role.

Rob Evans
UK Sales Director

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