



Michael Lawrence Security Blog **November 2009**

Hello and welcome to my latest blog.

I hope you find my information informative and use this as a regular notice point, in addition to our monthly E-News of course.

This year has been very busy for us and like you every day offers a new challenge, my aim is to keep you informed of new products from RISCO Group UK Ltd which can help you overcome issues and make money.

I have again taken some of my thoughts and condensed them into my blog in the hope of providing you with some inspiration and as always if you have anything to share, please send an email to me at mike.lawrence@riscogroup.co.uk or call me at anytime on 07970 110022.

Agricultural & Plant Theft Increase

In a recent news story I heard that the theft of Tractors, JCB's and quad bikes are on the increase as a result of the recession. One news story claimed a rise in thefts up almost 150% with a total of 184 tractors worth an estimated £2,000,000 stolen in the past 12 months as well as 911 trailers and 849 excavators.

With this type of crime being seen as a "Low Risk – High Reward", protection is needed and focus on these issues can not only reduce crime but also lead into a new market place for many installers.

Some of our customers have previously used a stand alone "SiteGuard" kit from RISCO consisting of a stand alone GSM/GPRS communicator with a wire free Nova IV receiver, external PIRs and vibration detectors to give a local text or email alert to a site manager, security guard or farmer.

With kits available from £200 plus VAT, this new revenue stream may be worth looking into – let me know if you would like further information.



BSIA 21CN Update

A vast amount of confused questions have been fired at me during the past 6 months regarding BT's planned rollout of network improvements branded as 21st Century Networks or 21CN.

We have tried to ensure that all companies are kept up to date with our developments and that you can all go forward, knowing which equipment from RISCO Group UK Ltd meets the required specification and which parts will need attention.

To further confuse matters, BT announced a few months ago that the staged and progressive rollout would be cancelled and that upgrades will happen on an ad-hoc basis where demand for improved service and equipment upgrades exists. This means that the next area to be upgraded could be yours and that this could happen without your prior knowledge – The time to act is now.

To aid with this I have gathered together some good sources of information which are freely available from organisations like ours and the BSIA, please check out the links below.

[RISCO 21CN Pages](#)

[BSIA 21CN Pages](#)

[21CN Test Results](#)

[BT PLC 21CN Pages](#)

SSAIB

Over the last month I have presented our upgraded ProSYS solution at four SSAIB meetings, in Newcastle, Glasgow, Heathrow and Derby. It was great to also hear everyone's view on the industry at the meetings.

One of the interesting presentations I saw at the meetings was from Risc Authority, previously known as Ipcres. Risc presented a new document called 'S9', this S9 document shows what details the insurance companies are looking for in an alarm system. It is very informative and definitely worth a read. It can be downloaded from their website <http://fpdownloads.riscauthority.co.uk/Default.aspx>. Please use this link and scroll to the bottom of the page, then select page 5. The S9 document is on this page where you can click 'view details'.

Advanced Signal Monitoring

I have recently had the pleasure to meet with a new ARC that has set up in Wythenshawe – ASM (Advanced Signal Monitoring) and have a guided tour of their premises. It looks a very impressive site that has had major investment to bring it up to the highest standards. If you are interested in knowing more, please take a look at their website www.asruk.net

Here is a quote from Paul Shillito of ASM when I visited the site.

“ASM offers an immediate and intelligent response to alerts generated by your security and control systems, providing the highest level of 24-hour secure remote monitoring services to client sites worldwide.

We have both the expertise and the infrastructure to assist you in reducing your manpower and ongoing support costs, whilst keeping people, operations and assets safe.

Our ARC is part of a multi million pound investment, which also includes a 10,000 sq ft enterprise class data centre housed within the same facility. With multiple connections to the major European Telecom Networks we are able to offer our clients resilient point to point connectivity and multi site network solutions. Our unique capital infrastructure gives ASM a logistical head start in positioning itself to be a major hub for IP monitoring in the UK.

Our Alarm Receiving Centre (ARC) and Remote Video Response Centre (RVRC) has been designed built and operates to the British Standard 5979 (2007 revision) Category II, and is continually audited by the SSAIB.”

VeriVisual – RISCO's product image bank

Did you know that we have an image bank website where you can download high resolution images to use on your own website?

You do need a login for the image bank which you can obtain by emailing marketing@riscogroup.co.uk, our marketing dept will then send your details to VeriVisual and VeriVisual then email you direct with your login, this is usually done within 24 hours. You can access RISCO's image bank via our website www.riscogroup.co.uk which is in the drop down menu when you click on 'downloads'. You can also go direct to the image bank website www.verivisual.com.



Anything 'YOU' want to say in my blog?

Thank you for taking the time to read my blog and I hope you will return to read my information as the years go by. If you wish to contact me to discuss any of the above or any of our product range and services feel free to do so via my mobile 07970 110022 or email me on mike.lawrence@riscogroup.co.uk

In addition, if you have anything you wish me to publish in my blog, whether it's an impressive install you've done or something you've heard about in your area for example, please let me know and we incorporate it into my blog.

Customer Wish List

RISCO UK are looking at composing a new system whereby you tell me what you would like from RISCO Group and we (RISCO UK) relay this information to our head office for consideration. For example; a number of customers requested a flush mount keypad, other customers requested larger buttons and a few others gave us the impression a whole new design was needed. With all this in mind, we came back with the ProSYS touchscreen keypad. We are serious about you and we need to receive your feedback so that we can improve, to help you improve where possible. And this is where the 'Customer Wish List' came into our thoughts.

On our website www.riscogroup.co.uk you can click on 'Support' and then click on Customer Wish List. This directs straight to an email to our Customer Services dept who will monitor your suggestions/emails with your RSM and we can then use the correct procedures to inform our head office in Israel.

I hope you think this is a good idea and will tell us your wishes and ideas.