



RISCO Group's E-News October Edition

Hello and welcome. In this October issue we have a few things to enlighten you with, such as our new RISCOBus website that has been launched to show the benefits of using our Bus detectors. RISCO Group are attending a few exhibitions and are also announcing the introduction of two new sales managers to the team. A couple of our customers also have some fantastic news they'd like to share with us all. If you have any news you'd like to be issued in our E-News please let me know, as your success is our success and we are happy to share any good news that we hear.

New RISCOBus website 'Save time and money with ProSYS.FreeCom bus detectors and unique diagnostic tools'.

Simplified bus wiring architecture dramatically reduces cabling length, labour costs, physical zone expanders and on-site maintenance.



RISCO Bus is designed to save your business time and money.

Its simplified Bus Wiring architecture dramatically reduces cabling length, labour costs, physical zone expanders and on-site maintenance.

By boosting your cash flow and increasing your profit margin – RISCO Bus allows you to carry on business, better than usual.

[Click here to calculate your savings](#)

CLICK HERE
for a 2-minute movie and
see what RISCO BUS can do for you!



In addition to these reasons for choosing RISCO Bus detectors, please click on the RISCOBus link below to see how this will benefit your future installations. On the RISCOBus website you can use the RISCOBus Calculator to calculate how much time you would save and work out your profits in monetary value. You can also view our 2 minute movie which explains all of this and shows diagrams of how easy it is. Take a look, it will be worth a few minutes of your time. For the RISCOBus website [click here](#).

Agility Listen-in & Speak Module

The new Listen-in and Speak Module for Agility is available to provide audio listen-in and speak functionality when the Agility main panel is installed in a hidden location. Its functionality is similar to the ProSYS listen-in and speak module but unlike the ProSYS version that draws 12V, the Agility version is a 6V unit powered by the Agility panel. Part No. RW132EVL



RISCO Group support BSIA's "Securing Our Future" exhibition at

UNIPART Conference Centre, Garsington Road, Oxford OX4 2PG

After successful security seminars and exhibitions in Manchester for the past 14 years, the BSIA are now looking to bring the same success to the Thames Valley area. Organised jointly by Thames Valley Police and the BSIA, this one day event will host a series of presentations giving an insight into crime prevention and counter terrorism and also give a little time for you to take a look at the exhibitor products on site, including RISCO Group where we will be demonstrating the SynopSYS integrated building management software, ProSYS integrated security system and Agility wireless solution. For those of you in this area, we hope you can find the time to visit this event on **Wednesday 11th November**, starting 9.00am. We look forward to seeing you there.

NSI Regional Meeting Midlands

The National Security Inspectorate (NSI) are holding their next regional meeting at the Greswolde Arms Hotel, Knowle, B93 0LL on **Thursday 26th November**. Organised by Trevor Carey of Eclipse Alarms Ltd, who is the chairman of the Midlands NSI, the sponsorship has been offered to RISCO Group and we are more than happy to sponsor the day and give a presentation on RISCO Group products and how these can benefit your success.

Paul Andrews

Regional Sales Manager covering North West

RISCO Group are delighted to introduce our new RSM covering the North West of England. Paul Andrews has worked for RISCO Group for the last 5 years mainly covering the South East area from the telesales office in Manchester. Paul's product knowledge with RISCO is second to none and his ongoing training has given him the confidence to tackle his new role. Paul is very excited to be 'out on the road' and looks forward to meeting RISCO's new and existing customers.

Mobile: 07970 110011 Email: paul.andrews@riscogroup.co.uk



Phil Wring

Business Development Manager, Integrated Systems

Phil Wring joins RISCO Group as Business Development Manager - Integrated Systems, to introduce the RISCO integrated solution to a wider audience. He will be working with end users, architects and consultants in order to get our SynopSYS software platform specified into projects that our partners can deliver.



Phil was previously UK Sales Manager for JVC Professional Phil where he gained significant experience to drive this section of RISCO's portfolio, and having previously also worked for Bosch, Optex and Visonic we are very confident of Phil's abilities and experience he brings to his position.

Mobile: 07970 110007 Email: phil.wring@riscogroup.co.uk

Technical update - Windows 7

With the recent release of Windows 7, RISCO Group is currently testing

software for compatibility. The testing is for ProSYS & WisDom upload/download, Gardtec Remote upload/download, Agility configuration software, AGM software and Access Control software. We will be able to confirm compatibility in the November issue of E-News.

Lewis Hazelgrove of Haven Security Wins at Security Excellence Awards

Last week the Security Excellence Awards took place at the London Hilton Hotel and amongst all the winners was and very proud young man, Lewis Hazelgrove for his victory of overall winner of the Apprentice Challenge.

Working in pairs, participants were tasked with completing a series of tasks under timed conditions, including a short written test covering EN standards, identifying and correcting two faults in a security system and then recommissioning the system in line with EN standards. This took place at the IFSEC exhibition in May and at the end of the time period, they were then judged by the security inspectorate and training organisation representatives by allocating points to each individual.



Congratulations Lewis, you did exceptionally well. Here is a picture of Lewis with RISCO Group's regional sales managers Mark Vickers and Mike Lawrence.

Pier Alarms becomes NSI Gold

Over the past 6 months and after 24 years of trading, Peter Jackson, Director of Pier Alarms Ltd in Wigan decided it was time to go for Gold. NSI Gold that is!



The first hurdle was to complete the Quality Assurance ISO 9001:2008. The second hurdle was to be inspected by NSI to check compliance of ISO 9001:2008 and their installations.

On Thursday 24th September the last of the three audits took place and Inspector Kevin O'Reilly from NSI concluded that he was recommending Pier Alarms for NSI Gold Accreditation.

Well done Pier Alarms and thank you for letting RISCO Group know about this fantastic news.



Middleton Trade Counter open till 6pm on Fridays

You will remember in the September issue I told you that our trade counter in Middleton is now open every Friday until 6pm. I'm pleased to say that some of you are taking advantage of this extra hour.

RISCO Group's Middleton trade counter is situated at Unit 38 Touchet Hall Road, Stakehill Distribution Park, Middleton, Manchester, M24 2FL. Tel: 0161 655 5675.