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Nota di contenuto	Cover; Copyright page; Table of contents; Foreword; Acknowledgments; Introduction; Chapter 1: The Profession of Security Design Consulting; SECURITY DESIGN CONSULTANTS VERSUS SECURITY MANAGEMENT CONSULTANTS; QUALIFICATIONS OF A SECURITY DESIGN CONSULTANT; WHO SHOULD NOT BECOME, OR WHO IS NOT NOW, A SECURITY DESIGN CONSULTANT; CONSULTING ETHICS; QUALITY; ARE YOU READY?; Chapter 2: How to Get Started; BUSINESS PLANS; DEFINING THE SERVICES THAT WILL BE PROVIDED; BUSINESS NAME; BUSINESS ORGANIZATION; FULL OR PART TIME; START-UP MONEY; OFFICE SPACE; ACCOUNTANTS AND LAWYERS; RECORD KEEPING INSURANCEOFFICE SUPPLIES; OFFICE EQUIPMENT; REFERENCE MATERIAL; Chapter 3: Marketing; MARKETING PLANS; THE CONSULTANT'S CLIENT; ADVERTISING; COLLABORATIONS/PARTNERING; SHOE LEATHER; TRACKING SALES EFFORTS; PUBLIC SPEAKING; WRITING; Chapter 4: The Proposal; INITIAL CLIENT MEETING; INFORMATION NEEDED FOR THE PROPOSAL; PROPOSAL ELEMENTS; RESPONDING TO AN RFP; RESPONDING TO AN RFQ; FOLLOW-UP; CONTRACTS; Chapter 5: Fees and Billing; HOURLY FEES; MORE ABOUT FEES; FIXED JOB PRICE VERSUS

HOURLY; HOW LONG WILL THE PROJECT TAKE?; EXPENSES; FINAL PROJECT COST; BILLING; Chapter 6: Assessment ASSESSMENT SERVICESASSESSMENT TOOLS; INTERVIEWS; OBSERVATIONS; SITE SURVEY; DESIGN CRITERIA; CODE COMPLIANCE; Chapter 7: System Design; BASIC DESIGN GUIDELINES; INTEGRATION OF MULTIPLE PHYSICAL SECURITY COUNTERMEASURES; INTEGRATION OF PHYSICAL SECURITY COUNTERMEASURES WITH PERSONNEL AND POLICIES AND PROCEDURES COUNTERMEASURES; DESIGN CRITERIA; DESIGN DETAILS; REQUEST FOR PROPOSAL VERSUS INVITATION FOR BID; Chapter 8: Determining What Products to Specify; HOW TO OBTAIN PRODUCT AND TECHNICAL KNOWLEDGE; SYSTEM NEEDS: DESIGN CRITERIA AND DETAILS; MATCHING PRODUCT TO NEED CHOOSING THE BEST PRODUCTSChapter 9: Determining Total System Cost; SYSTEM DESIGN COSTS; SYSTEM INSTALLATION COSTS; SYSTEM OPERATION COSTS; MAINTENANCE COSTS; REPLACEMENT COSTS; TOTAL SYSTEM COST; COST/BENEFIT ANALYSIS; BUDGET DISCREPANCIES; Chapter 10: The Report; THE ASSESSMENT REPORT; DESIGN SPECIFICATIONS; Chapter 11: Project Management; ASSIST IN ATTACHING BID DOCUMENTS TO THE DESIGN SPECIFICATIONS; ASSIST IN LOCATING AND INVITING QUALIFIED CONTRACTORS TO BID; LEAD THE PRE-BID CONFERENCE AND WALK-THROUGH; PROVIDE WRITTEN ANSWERS TO QUESTIONS AT PRE-BID WALK-THROUGH APPROVE PRODUCT CHANGESASSIST IN EVALUATION OF BIDS; REVIEW AND APPROVE ALL SUBMITTALS; RESPOND TO ANY CONTRACTORS' REQUESTS FOR INFORMATION; ATTEND CONSTRUCTION MEETINGS; CHECK, REVIEW, AND APPROVE INSTALLATION PROGRESS AND TECHNIQUES; REVIEW AND APPROVE ANY CHANGE ORDERS OR CHANGE IN SCOPE OF WORK; WITNESS SYSTEM TEST WITH CONTRACTOR; REVIEW AND APPROVE TEST REPORT; MAINTAIN PUNCH LIST FOR ANY DEFICIENCIES; REVIEW AND APPROVE AS-BUILT DRAWINGS AND RECORD OF COMPLETION; APPROVE CONTRACTOR PAYMENTS; RESPOND TO OTHER REQUESTS BY CLIENT; Chapter 12: Forensic Consulting; PROS AND CHALLENGES GETTING STARTED

Sommario/riassunto

A crucial reference for the practicing or aspiring design consultant, Security Design Consulting brings you step by step through the process of becoming a security consultant, describing how to start the business, market services, write proposals, determine fees, and write a report. Specific elements of assessment, design and project management services as well as acquiring product and industry knowledge are all covered in detail. Concentrating on client-focused marketing and sales strategies as well as the crucial elements of preparing, running, and succeeding at the security consultin
