



A Cloud Solution for a Rapidly Growing Exercise Equipment and Media Company

COMMERCIAL SOLUTIONS
CASE STUDY



A large exercise equipment and media company was looking for a partner to help them design and implement a robust security program. Given their rapid growth during COVID-19, they needed a security company that was agile and could support them on a national and global scale.

They were looking for a partner with the ability to deliver systems integration services, 24-7 monitoring, risk consulting & critical event intelligence, executive protection and a security officer program. As a company with a cloud-first strategy, it was imperative that their security solution be at least partially cloud-based.

After an extensive vetting process, G4S proved to be the only security provider who could also act as their trusted advisor. G4S conducted an in-depth risk assessment to understand their needs and the threats to the business. This type of consultative relationship was important to the client, as they were building their own corporate security team and protocols and wanted a solution they could eventually manage in-house. G4S partnered with the client to help build their security strategy and operations protocols, and assigned KPIs to ensure strategic security objectives were being met.

The G4S team thoroughly vetted multiple technology partners in order to achieve the client's desired functionality and flexibility in a cloud architecture. Ultimately, G4S designed an integrated security solution with non-proprietary hardware and software that can be easily manipulated to reside on servers in the future. After deploying the cloud solution at several locations, the client's newly formed security team came to G4S with revised standards and requirements. They wanted G4S to remotely monitor access control and video, as

well as integration to alarms, biometrics and intercoms. In addition, they required a custom integration to their Human Resource system.

As their needs changed, G4S reacted quickly. Although the client preferred a full cloud solution, there was no system available in the market that could support these multiple platforms. G4S worked with the security and IT teams and developed a hybrid model that was partially on servers and partially in the cloud.

The new, global architecture provides fail-safes, and with embedded G4S staff and dedicated intelligence analysts, the client has the flexibility to perform updates and diagnostics immediately. G4S' experienced people, training and 24/7 monitoring through the Security Risk Operations Center (SROC), gives real-time alerts and rapid-notification to internal stakeholders. These customizations reduce the need to leverage the client's IT group and has enhanced their incident response, improved efficiencies on the client's security team, increased intelligence and improved their risk mitigation measures.

To find out how G4S can help you increase your operational Efficiency, visit www.g4s.us.