



Critical Infrastructure Security and Protection

The Public-Private Opportunity

White Paper and Guidelines by CoESS
And its Working Committee Critical Infrastructure

2016



CoESS – Confederation of European Security Services
Jan Bogemansstraat | Rue Jan Bogemans 249
B-1780 Wemmel, Belgium
T +32 2 462 07 73 | F +32 2 460 14 31
E-mail: chantal@coess.eu | Web: www.coess.eu



Responsible publisher

CoESS General Secretariat:

Ms Catherine Piana, Director General

Jan Bogemansstraat | Rue Jan Bogemans 249

B-1780 Wemmel, Belgium

T + 32 2 462 07 73 | F +32 2 460 14 31

E-mail: catherine@coess.eu | Web: www.coess.eu

CoESS Registered Office:

249 Jan Bogemansstraat

B - 1780 Wemmel

Copyright disclaimer

Unless stated to the contrary, all materials and information (studies, position papers, white papers, surveys and their future results) are copyrighted materials owned by CoESS (Confederation of European Security Services). All rights are reserved. Duplication or sale of all or any part of it is not permitted. Electronic or print copies may not be offered, whether for sale or otherwise, to any third party. Permission for any other use must be obtained from CoESS. Any unauthorised use of any materials may violate copyright laws, trademark laws, the laws of privacy and publicity, and communications regulations and statutes.



Table of Contents

Executive Summary	4
Confederation of European Security Services (CoESS).....	6
Critical infrastructure and its security and protection today	7
National policies	8
Highlights from best practices and case studies	9
How does CoESS see the way forward?	10
General	10
The importance of public-private security partnerships.....	10
Guidelines for stakeholders.....	11
General	11
Checklist	12
Responsible decision-makers	13
Owners and operators of critical infrastructure	14
Private security companies	16
Action plan	16
Conclusion	17
Annex I – Checklist.....	18
Annex 2 – Business Cases	21



Executive Summary

Critical infrastructure in Europe is owned, operated, regulated and protected by a complex mixture of public and private organisations. While most of the critical infrastructure remains national or local, there is a European Directive on Critical Infrastructure, which provides for identification of EU sites of critical importance.

The Confederation of European Security Services (CoESS), as the representative organisation for European private security services, observes that its members are playing an increasing role in protecting critical infrastructure and expects that this trend will be reinforced, as the benefits are clearly demonstrated to all the parties– the responsible authorities, the infrastructure owners and operators, the end-users of critical infrastructure, the private security companies and the general public at large.

This is supported by good examples in Belgium, Germany, Italy, the Netherlands, Spain, Sweden and the UK, where public-private cooperation is functioning to the benefit of all stakeholders involved and highlighted in this paper. The document also contains suggestions on how these examples could be used as best practice and followed and implemented elsewhere.

Based on best practices and efficient public-private cooperation, CoESS wishes to see the security and protection of critical infrastructure maximised through an explicit recognition by policymakers of the complexity of the issue, involving as it does public, private and in some cases hybrid actors.

CoESS advocates for explicit allocation of roles and responsibilities for protection along with common standards of risk assessment to be adopted, so that best practice is used to apply appropriate levels of security. Security must be built into the design and operation of critical infrastructure in order to reduce security costs as well as improve security effectiveness, and not be added on as afterthought.

Furthermore, this document also provides guidelines and a checklist for all parties involved on how to best secure and protect critical infrastructure. The main elements of the checklist include: inspection/ approval; standards; corporate governance; financial provisions; insurance; staff employment and training; critical infrastructure; contract infrastructure. Responsible decision-makers should pay particular attention to quality of private security services for the protection of critical infrastructure. CoESS therefore recommends that national legislations regarding private security include a special licence when critical infrastructure protection is concerned. Hence, it is crucial that the private security sector is consulted at the very early stages of conceptualisation of approaches and possible strategies.



As far as owners and operators of critical infrastructure are concerned, CoESS has developed a Best Value Manual (CoESS/UNI Europa manual with the support of the European Commission: “Selecting Best Value – A Manual for Organisations Awarding Contracts for Private Guarding Services” – www.securebestvalue.org), which aims to assist buyers in developing calls for tenders based on prioritising quality and best value, rather than lowest price.

Finally, CoESS encourages private security services companies to become more proactive in communicating with responsible authorities about their capacity of securing and protecting critical infrastructure in an efficient and highly qualitative way.

To sum up, the following actions are crucial in ensuring efficient protection of critical infrastructure in Europe:

- establishment of discussion networks for critical infrastructure security actors;
- establishment of sound policies regarding allocation of liability for acts of terrorism;
- improvement of procedures for appropriate information sharing between actors involved in critical infrastructure security and protection, in particular sharing between state authorities and private actors;
- ensuring the quality of protection of critical infrastructure including voluntary mutual inspection by experts or compulsory auditing by recognised authority.



Confederation of European Security Services (CoESS)

CoESS, the Confederation of European Security Services, is the European umbrella organisation for 24 national private security companies' associations. It was founded in 1989. CoESS is the only representative European employers' organisation defending the interests of the private security industry and is recognised by the European Commission (DG Employment, Social Affairs and Inclusion) as a European sectoral social partner in accordance with the European Treaties.

CoESS' core objective is to defend the interests of its national member federations and of their member companies, both at European and at international level, and to represent those joint interests, in particular through its involvement in the work aimed at harmonising national private security legislation and regulations.

CoESS represents 18 EU Member States and a total of 25 countries, which translates into some 60,000 private security companies employing a total of approximately 2.2 million private security guards. The European private security industry generates a yearly turnover of around € 34 billion Euros.

CoESS' member federations cover a wide range of private security services including, but not limited to: commercial manned guarding, beat patrol, in-house manned security, event security (crowd control), door supervision, bodyguarding, Cash-in-Transit (CIT) and the transport of valuables, cash processing, mobile alarm response and call-out services/response services, alarm and CCTV monitoring, monitoring centre and console operations, track and trace, aviation security, screening, canine (K9) services, maritime security, critical infrastructure protection, combined solutions, corporate investigation, emergency medical technician (first aid services), fire prevention and protection services, urban security, loss prevention, receptionist/concierge services, security consulting, specialised guarding, private security training and many others.

Further information on CoESS' activities and projects is available on www.coess.eu.



Critical infrastructure and its security and protection today

Critical infrastructure is commonly understood to encompass physical assets, networks or organisations whose disruption or disabling would cause severe, lasting damage to social and economic life. Various national authorities have drawn up broadly similar lists of economic sectors which are covered by this definition: they generally include energy, water and food supplies, waste management, key transport networks (major airports and rail interchanges), financial institutions and cash supply, health services and state emergency response organisations.

Across EU Member States and their neighbours, this critical infrastructure is very often managed through some type of public-private ownership.

The ways in which they are secured and protected vary in the European countries from a mixture of state authorities (police, specialist protective services and occasionally the military), over in-house private security officers, to being fully contracted out to private security companies.

As far as threats to critical infrastructure are concerned, these can be man-made, for instance the result of terrorism or other criminal activity, but can also come from nature – from severe weather such as storms, volcanic eruptions or floods or other environmental disaster. In so far as critical infrastructure is dependent on people to operate it, it can also be threatened by disease such as influenza pandemics which may incapacitate large numbers of critical personnel.

The European Union has started initiatives in the field of critical infrastructure protection about a decade ago. This European Critical Infrastructure Directive¹ focuses on so-called ‘European’ critical infrastructure (ECI) – assets or systems whose disruption would have a major impact on at least two EU Member States, or a Member State other than the one in which the asset or system is located.

The Directive mandates Member States to identify all such infrastructure, ensure a risk assessment is carried out for all its elements and to ensure an Operator Security Plan (OSP) is drawn up. The broad headings which must be included in each plan are set out in the Directive. Each Member State must check that its ECI elements each have an OSP. If any ECI operator has failed to draw up such a plan, the Member State may take “any measures deemed appropriate” to ensure it does so.

Member States must report every two years to the European Commission “generic data on a summary basis on the types of risks, threats and vulnerabilities encountered per ECI sector”. The Commission will have no role in assessing the quality of Operator Security Plans and in fact will not see them.

¹ Council Directive 2008/114/EC of 8 December 2008 on the identification and designation of European critical infrastructures and the assessment of the need to improve their protection:
<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2008:345:0075:0082:EN:PDF>.



The Directive states it concentrates on the energy (electrical, oil and gas) and transport (road, rail, air, inland and ocean shipping and ports) sectors, but will be reviewed to examine whether other areas should be added, and mentions the Information and Communication Technologies sector as a possible additional sector.

Although this EU initiative constitutes a first important step towards a more fully integrated EU approach, the effects of the Directive are rather limited. Considering only European critical infrastructure, it leaves aside the large majority of critical infrastructure that does not fall under the definition of EU critical infrastructure and hence remains out of the scope of the Directive. Therefore, the above-mentioned revision of the Directive would also focus on addressing weaknesses in the current Directive and provide for new possible solutions and approaches. At the moment there is no intention to revise the Directive, but rather to emphasise and deepen its implementation.

As stated above, and resulting also from the present Directive, most critical infrastructure remains national or even local. Equally, the obligations the Directive imposes on EU Member States are rather timid and leave the largest part of competence and decision-making regarding European critical infrastructure up to the Member States.

CoESS nevertheless believes that the principles regarding definition, approach, methodology and implementation of this Directive can inspire or set an example for those EU Member States who have not yet, in a substantial way, addressed the security and protection of critical infrastructure in their national policies.

National policies

It is today clear that most EU Member States, as well as other European countries, have dedicated attention and analysis to the issue of national critical infrastructure protection. Many national programmes and policies in this field exist. However, it is CoESS' feeling that these programmes and policies still remain too much on a political level and do not provide sufficient guidelines or directions/instructions for the actual day-to-day security and protection of critical infrastructure. Moreover, considering individual countries' policies, one has to conclude that these policies vary widely as to definition, objectives and approach.

As part of the preparatory work for the present document, CoESS undertook a survey among its member federations into national regulations on critical infrastructure protection. Its member federations completed questionnaires on the issue and reported wide variations between countries on issues as basic as the definition of what constitutes 'critical infrastructure', as well as on the question of how the security and protection of such infrastructure should be maximised. Perhaps most surprisingly, several countries have no official definition of critical infrastructure and therefore no rules on how it should be secured and protected.



CoESS believes that in the current global security environment this is an important omission. It also means that by definition, European governments cannot be sure they have a shared understanding of the issues when discussing national critical infrastructure protection.

When looking at the present reality related to this concrete security and protection, some good examples can be identified.

Highlights from best practices and case studies

CoESS, with its broad experience drawn from its member federations, has identified important examples of public and private organisations working together to secure and protect critical infrastructure. In Annex II is a list of business cases collected from several EU Member States and in different segments. The list highlights the added value of private security, as a part of the general security proposition and the interest in concluding public-private partnerships (PPPs).

As it is shown in the business cases, there is a wide variety of activities performed by private security in critical infrastructure protection. They range from the simple exchange of information and intelligence, to guarding aimed at prevention and detection, as well as armed guarding.

The type of CI is also varied and the examples include:

- Transportation and hubs:
 - o Airports
 - o Maritime ports
 - o Underground and train stations
- Energy
 - o Offshore units
 - o Power (including nuclear) plants
- Government infrastructure
 - o Buildings, such as the Parliament and government agencies (e.g. Ministry of Defense)
 - o Police headquarters
- Prisons
- Financial: cash in transit
- Health
 - o Hospitals
- Commodities
 - o Water reservoirs and drinking water system
- Media
 - o Radio, TV



CoESS believes these and many other existing schemes show the powerful benefits of public-private cooperation in securing and protecting critical infrastructure and other assets. It is expected that the private security services in protecting CI will increase in the future.

How does CoESS see the way forward?

General

CoESS believes that in the current security environment, security and protection of critical infrastructure from malevolent action and natural disaster must be given a higher priority by all stakeholders.

Security – meaning activities and measures to reduce the likelihood and impact of criminal and terrorist action – and resilience – meaning the ability to withstand and recover from deliberate or naturally-occurring disruption – must be built into the design and operation of critical infrastructure and not added on as an afterthought. Indeed, ‘building in’ security rather than ‘bolting on’ measures as an afterthought can reduce security costs, improve security effectiveness and has the potential to enhance, rather than hinder, an installation’s ‘core business’.

CoESS wishes to see the security and protection of critical infrastructure maximised through an explicit recognition by policymakers of the complexity of the issue, involving as it does public, private and in some cases hybrid actors. CoESS wishes to see an explicit allocation of roles and responsibilities for protection. Perhaps most importantly, it wishes to ensure common standards of risk assessment are adopted so that best practice is used to apply appropriate levels of security and protection to each piece of infrastructure.

The importance of public-private security partnerships

Securing and protecting critical infrastructure is one of the most suited areas for public-private partnerships, given their often public (national or local) character, which is translated in public ownership or public management or public objective. It is also undoubtedly a development in Europe in general regarding private security that more and more sectors and assets are taken away from public security to the benefit of the private security sector. CoESS does not want to make a judgement on this development, but witnesses in all European countries an increasing presence of private security companies and private security guards in the public domain.



Reasons for this are numerous: the increasing feeling of insecurity amongst all parts of society, the limited resources of police and other public security bodies, the ever-increasing quality and professionalism of private security services and, last but not least, the innovative and flexible added value private security can provide based on its longstanding expertise.

The afore-mentioned case studies clearly demonstrate that well-defined, well-managed and well-monitored public-private partnerships are efficient, effective and, without any doubt, increase the security of critical infrastructure.

Mentioned case studies also demonstrate that, in order to be successful, these partnerships must comply with certain criteria. These include: an open dialogue between responsible public authorities and private security providers, clear instructions regarding the role of each partner, a clear legal or contractual framework, regular evaluation moments and necessary corrections and improvements when and where needed. It goes without saying that this interaction must take place within formalised joint structures specifically set up in view of the concerned partnership.

In order to fulfil these criteria and to optimise the success and efficiency of public-private partnerships for the security and protection of specific critical infrastructure, it is vital that each partner fully understands its role, responsibilities and limits. It is CoESS' opinion that, due to a lack of knowledge of these elements, public-private partnerships for the security and protection of critical infrastructure throughout Europe are still underdeveloped and not being used so as to reach their maximum potential.

CoESS therefore in the present document provides guidelines of which it is convinced that, when strictly followed, critical infrastructure can be secured and protected in a better and more efficient way to the benefit of all stakeholders involved.

Guidelines for stakeholders

General

When considering partnerships for the security and protection of critical infrastructure, as mentioned previously, different stakeholders can be identified.

First, there are the responsible decision-makers (governments, politicians). On a more concrete level, there are the owners and operators of critical infrastructure and, last but not least, there is the private security services industry. In order to ensure maximum security and protection of critical infrastructure, CoESS has developed a checklist designed for all parties involved outlined below.



Checklist

The European Critical Infrastructure Directive was produced to ensure that any critical infrastructure site that has a “**transnational**” dimension – i.e. the failure of the critical infrastructure site would cause disruption in more than one EU Member State – would be assessed using a **common procedure** as detailed in the Directive.

The European Critical Infrastructure Directive realises that there are **many different stakeholders** with respect to the protection of critical infrastructure sites and the importance of the **full involvement of the private sector** in the security and protection of European critical infrastructure sites.

CoESS holds the view that private security is crucial in critical infrastructure site protection, given the importance of manned guarding amongst the **protection measures** used to protect critical infrastructure sites.

At the transnational and national level, the private security services industry can propose a framework for private security companies so as to ensure that the quality and service offered by a private guarding company protecting a critical infrastructure site is acceptable to all the EU Member States the failure of a critical infrastructure site would affect (own country or cross-border).

Any framework to be initiated at European Commission level would have to be seen as **best practice** and is meant to **overcome national laws or security regulations**. The framework would have to be **flexible** enough to take account of many different working practices across Europe, but of a **high enough quality level** to ensure that only the private guarding companies with the capability of guarding transnational/national critical infrastructure sites were chosen.

The **absence of generic guarding quality standards** for the protection of critical infrastructure within Europe leads to a **disadvantage** for customers/owners – whether public or private – of critical infrastructure sites as they have no checklist to measure the level of services provided by the private guarding company against; the customers/owners will determine the criteria for critical infrastructure site guarding themselves. Unfortunately, this may be **driven by the cost and not the quality of service or the use of best practice**.

CoESS’ view is that only private guarding companies of the highest quality should be able to offer guarding services for critical infrastructure protection and has **prepared this checklist so that critical infrastructure site owners and national authorities can take cognisance of the checklist when preparing tenders for critical infrastructure sites**.



Main elements of the checklist: inspection/approval; standards; corporate governance; financial provisions; insurance; staff employment and training; critical infrastructure; contract infrastructure. Details about these elements in the checklist can be found in Annex I.

Furthermore, standardisation activity has started within CEN, in the Technical Committee for Private Security “TC439”, in order to map out the CI definitions, classification and practices throughout the EU, analyse any gaps and define priority CI for standardisation.

Responsible decision-makers

As already indicated, policies are moving, both at the EU and the national level. These policies should include the possibility of public-private partnerships, however, it is important that, when policies are considering cooperation with private security companies for the security and protection of critical infrastructure, the necessary attention should be given to quality. Although many national legislations on private security tend to guarantee at least a minimum level of quality through strict legal criteria for setting up private security companies or for working as a private security guard, special focus should be given to the specificities of critical infrastructure as set out above.

CoESS therefore recommends that national legislations regarding private security include a special licence or authorisation when critical infrastructure security and protection is concerned. This could be achieved through additional licensing and operational criteria for private security companies wishing to secure critical infrastructure or through compulsory specific training programmes for private security guards in this area.

As already stated, dialogue is crucial in public-private security partnerships. Not only during the execution or the implementation of a partnership, but equally and even more importantly, before defining and determining policies.

It is crucial that the private security sector and its representative organisations be consulted as of the very first stages of conceptualisation of approaches and possible strategies. It is obvious that such strategies and policies will largely depend on the national or local framework in which they must be developed. Elements such as political context, geographic location, legislative approach and historical and cultural factors have a great impact. Once again, also from this perspective, private security companies have a large expertise and therefore a valuable contribution to make, as they operate on a daily basis in this context.



Owners and operators of critical infrastructure

First of all and as already briefly mentioned before, a major development must be mentioned. Whether or not we are immediately aware of it, guarding services are becoming more and more a part of everyday public life. As an increasing number of security functions, which were previously carried out directly by public authorities, are contracted out, private security companies are becoming increasingly involved in ensuring public security, including in critical infrastructure. This often includes the guarding of highly sensitive sites. Just as any private customer, competent public authorities at European, national, regional and local level are therefore increasingly finding themselves in a position of having to select external contractors for the provision of such services.



Public procurement officers have in the past often had to make such decisions without adequate guidance on quality criteria, which might be brought to bear on such decisions. Despite the sensitive nature of many of the public sites and locations to be serviced, CoESS' research has shown that the majority of public authorities today select security contractors solely on the basis of the lowest price. This is partly the result of declining public budgets, but can also be attributed to a lack of available guidance, which could assist contracting authorities in selecting a "best value" provider.

The European Union has sought to meet this concern by reviewing its public procurement criteria, through the adoption of a Directive (2014/24), which requires that the most economically advantageous tender (MEAT) be selected rather than the lowest price.

In order to support its members and the purchasers of private security services, CoESS has developed a 'Best Value Manual'. This manual was written for those contracting authorities that are keen to ensure that they are selecting a provider to carry out guarding functions, which can combine quality with a favourable price, rather than settling for the lowest price bidder. It aims to provide these contracting authorities with a user-friendly tool designed to assist them in defining their needs in the area of guarding security services more clearly in relation to different sites and guarding tasks. A special website has been dedicated to the Manual and its tools: www.securebestvalue.org.

Apart from the necessary attention to quality and best value, owners and operators of critical infrastructure must also be able to choose the right private security company, i.e. a company with the necessary authorisation, expertise, adequately trained staff and an operational structure in line with the requirements set out. From this follows the need for owners and operators to know private security companies are capable of delivering protection of critical infrastructure. Here, local police or other public security bodies can play a very crucial role.

As is the case with most organisations seeking to provide a service, the quality of the service rendered depends on a number of key factors. Of all these factors, the capabilities, skills and motivations of front-line staff is clearly the most important, as they are responsible for the day-to-day performance of the work, as well as the interaction with clients or the public. In addition, the operational planning and management of front-line staff and services has to be first-rate to ensure that the service is performed to the highest possible quality standard.

Of similar importance is the technical, operational and human resource infrastructure available to front-line staff and the contract management team. Finally, it is crucial that all operations are backed up by a company infrastructure which not only has the relevant track record to perform a quality service, but also displays a service philosophy which meets with the requirements of its client.

The four key areas in which the technical merit of a proposal for the supply of security services should therefore be assessed are as follows:



- Guarding personnel
- Contract management/operations
- Contract infrastructure
- The company

Private security companies

Private security companies themselves play a key role in establishing and implementing public-private partnerships for the security and protection of critical infrastructure. It has already been stated that a dialogue with all stakeholders is a key element of success. CoESS believes that private security companies should become more proactive and, upon own initiative, seek and establish contacts with responsible authorities, including owners and operators.

Private security companies must demonstrate to these possible partners their capability of securing and protecting critical infrastructure in an efficient and highly qualitative way. Undoubtedly, they can only do so when meeting all the criteria listed before. It is their responsibility to provide services in a highly ethical and professional way, to guarantee that staff is adequately trained (even if this means investing in extensive and non-compulsory recurrent and on-the-job training) and properly remunerated and so on. It is only through demonstrating these assets that they will be taken seriously by the party with the deciding power on how to organise security.

Equally vital is conducting a thorough risk assessment. It will also be the task of the private security company, in discussions with owners and operators, to demand a full and comprehensive risk assessment prior to any service being carried out.

Private security companies have often a great knowledge and expertise in risk assessments; it is their role to share with the owner-operator such knowledge and expertise and hence convince the owner-operator of the necessity of such an assessment and guide him through it.

Action plan

First of all, CoESS calls upon its member federations to integrate in their activities, strategies and analyses the issue of critical infrastructure security and protection. Given the potential increase in activities of private security companies in this segment, the topic must be high on the agenda.

Member federations must, in close cooperation with their member companies having already a longstanding expertise, translate the guidelines of this document into concrete and workable tools taking into account the national and local context as described before.



CoESS calls upon governments and decision-makers to actively consider the advantages of public-private partnerships for the security and protection of critical infrastructure and develop and/or adjust policies accordingly. In this context, policymakers and operational leaders of protective services should consider whether there is scope for taking on board best practices and introducing them in their own decision-making processes.

CoESS believes that the following actions are crucial to any of the guidelines set out in this document:

- Establishment of discussion networks of critical infrastructure security actors (infrastructure owners and operators, security contractors, technology providers, state emergency services), to provide a forum for sharing experiences and best practice and to discuss issues affecting all of them
- Establishment of sound policies regarding the allocation of liability for acts of terrorism, the right insurance coverage and redress after such acts
- Improvement of procedures for appropriate information sharing between actors involved in critical infrastructure security and protection, particularly looking at sharing between state authorities and private actors
- Assuring the quality of protection of critical infrastructure, including consideration of options for the best way forward, for instance voluntary mutual inspection by experts; or compulsory auditing by a recognised authority

Conclusion

CoESS hopes that this White Paper and its Guidelines will stimulate the debate on this vital topic and will lead to coordinated action. As the representative body for the European private security services industry, CoESS of course stands ready to play a full part in this specific area.



Annex I – Checklist

1. Inspection/approval

All private security personnel and the company owners shall be police checked for any criminal record.

The private security company shall be third party licensed or inspected by a governmental or private licensing or accredited inspection body (accredited or licensed by a national licensing agency – ideally linked to a European accreditation agency).

To gain the necessary licensing or accreditation for critical infrastructure guarding, the private security company must have the following:

2. Standards

Working and delivering services in accordance with the principles of existing national, European or international standards (e.g. CEN standards and ISO standards related to information security management and business continuity management).

3. Corporate governance

Have a clearly defined management structure showing command and control at all levels.

Operate a quality management system including a complaints management system.

Disclose any unspent criminal convictions or undischarged bankruptcy of a Principle.

Provide curricula vitae of all Principles.

Have a strategic business plan that will include continuity management and incident preparedness plans specific for critical infrastructure contracts.

Operate to the CoESS Best Value Manual² principles.

Have and operate human resources and health and safety policies.

Have a secure operating centre and secure storage and restricted access for important and confidential documents.

Have and operate an information management policy for dealing with confidential information.

Have and operate a staff vetting policy (including police checks).

Have company statistics available on staff turnover per year and detailed to management and operative functions.

Have a communications policy for dealing with third parties (emergency services, media, contractors etc.).

Provide applicable corporate references if required.

4. Financial

Have the last two-year trading accounts available.

Have a bank certificate showing reserves and bankers references.

Have valid tax certificates (per country).

Have a clearance certificate from social security (per country).

² CoESS/UNI Europa manual: "Selecting Best Value – A Manual for Organisations Awarding Contracts for Guarding Services": www.securebestvalue.org



Meet national obligations with reference to finance.

Have no outstanding obligations with respect to taxes.

5. Insurance

Comply with national insurance requirements.

Have insurances (limited) that cover:

- General liability
- Wrongful arrest/wrongful advice
- Employees at work
- Third party liability (up to an agreed capped level)
- Efficacy

6. Staff employment/training

a. Staff employment

Meet the national staff employment regulations.

Have a staff recruitment policy.

Have a staff policy that deals with:

- Pay and conditions (at least the minimum wage)
- Holiday entitlement
- Sick pay entitlement
- Staff pension scheme
- Staff health scheme
- Working Time Directive
- Incident counselling

b. Staff training

Have a training policy that covers:

- Legal mandatory specific training
- Induction training

- Core training
- On-the-job training
- Standards training
- Refresher training
- Upgrading training
- Supervisor training
- Management training
- Critical infrastructure training
- Site-specific training

7. Critical infrastructure contract infrastructure

a. Site assessment

If the client does not provide a risk and threat security analysis, then the private guarding company should carry out a risk and threat assessment of the critical infrastructure site:

- Assess the probability of a security breach and/or threat and the consequence of such an event on the site
- Define countermeasures and the security plan
- Clarify that the proposed contract meets the risk analysis

b. Site control

Ensure that:

- The site(s) is/are appropriately manned
- There is an emergency escalation policy
- A 24/7 control room is in operation
- Appropriate communication links are established with customers, (the) site(s), emergency services

c. Contract management

Have a dedicated contract management plan that:

- Has a dedicated management team



- Has an on-site contracts manager
- Has (a) site(s) rostering plan(s)
- Has a site emergency escalation plan
- Has a subcontractor policy incorporating all the responsibilities and relevant security checks
- Understands the customer's operational requirement

d. Communications

Have a communications plan that includes:

- Links with the customers
- Links with staff
- Links with emergency services
- Back-up plan
- Communications training (equipment, voice procedure, data procedure etc.)

e. Vehicles

Have a vehicle plan that includes:

- Driver training/licence checking
- Vehicle maintenance schedule
- Repair procedures
- Vehicle replacement system
- Site routes
- Actions on (emergency, intruder, etc.)
- Vehicle markings

Vehicles should meet the national legal requirements.

f. Equipment

Have an equipment plan that includes:

- Equipment training
- Site-specific equipment
- Equipment maintenance/repair
- Equipment markings

Equipment should meet the national legal requirements.

g. Uniforms

Supply uniforms that:

- Are appropriate for use
- Identify the company
- Have visible markings for identification purposes
- Cannot be mistaken for public security and/or emergency services



1

Location City/Region, Country	Segment	Date started	Types of Services	Description and Added Value
Germany	Various		Intelligence	Exchange of information between police and private security; Private security patrols report unlawful activity to the police, including in and around critical infrastructure
	Transport Aviation		Airport Security	- Perimeter security - Passenger and luggage screening
	Energy		Nuclear Power Plants	- Perimeter security and access control (armed guards)
Italy	Energy		Offshore regasification unit	
Italy	Events		Expo Milano 2015	
Netherlands	Transport Maritime	2011	Intelligence	Exchange of information via a dedicated website “Eyes and Ears”. Added value: increase in reports from guards and higher level of awareness and alert.
	Cash in Transit	2012	Intelligence	Exchange of information to improve prevention of attacks. Added value: decrease in attacks and better / faster intervention from police forces.
Spain	BContracts		General + metro	Contracts between private security



				<p>companies and their customers have to be registered with the police</p> <p>Communication: the police have established a 24-hour telephone number to enable them to communicate rapidly with the private security industry.</p>
	Transport Aviation		Airport Security	Cooperation between private security and Guardia Civil
	Transport Maritime		Port Security	<p>There is a specific police department (policía portuaria) but in certain premises the roles are shared, whereby private security takes care access control and additional activities</p> <p>Areas covered include:</p> <ul style="list-style-type: none"> - Access control - CCTV - Fire Protection - Man Guarding - Cargo Escort - Monitoring and Tracking - OCR - Security Operations Centre



	Transport Land		Underground (e.g. Madrid) and trains stations	Daily PPP with police department Areas covered: <ul style="list-style-type: none"> - Service along the lines - Hubs - Control Centres - Night security - Surveillance
	Energy		Nuclear Power Stations	Areas covered <ul style="list-style-type: none"> • Perimetral Protection • Access control for persons and vehicles • CCTV & Intelligent video analysis and management • Security operations centre • Access control • Intrusion detection • C3 Command control & • Communications Centres • PA/VA and Intercom systems
	Government	2000	Ministry of Defense	Access control in direct contact with Spanish armed forces
	Justice	2013	Prisons	Surroundings control in cooperation with Guardia Civil



	Healthcare		Hospitals	Presence in hospitals and specific areas with NRBQ risk
	Finance		Cash in transit and cash management	Cash Logistics <ul style="list-style-type: none"> • Vault and Cash Center Management • Armored Cash Transport • Retail Revenue Pick-up and Change delivery ATM Management <ul style="list-style-type: none"> • Forecasting and Planning • Device Monitoring • FLM and SLM • Replenishment Branch Management <ul style="list-style-type: none"> • Forecasting and Planning • Device Monitoring (TAU, ATM and Recyclers) • Remote Cash Control Retail Cash Management <ul style="list-style-type: none"> • Handling of Coins (Change) • Cash Revenue Management • Back Office, POS and IT integration
	Water supply		Water reservoirs and drinking water system	
Sweden	Energy		Nuclear power plants	



	Media		Radio, TV	
	Government		Parliament	
	Government		Police Headquarters	
	Government		Government building	
UK City of London “Project Griffin” and London Olympic and Paralympic games (2012).	Education	2006	Prevention of Terrorism, Intelligence and Emergency support	<p>Awareness days for security officers delivered by the police</p> <p>Online refresher course</p> <ul style="list-style-type: none"> - Regular communication between the police and private security companies, either by conference call, SMS or email, to ensure intelligence and incident reports are disseminated in a timely manner - Emergency deployments: private security officers who have undergone Griffin training may be used by police to support them in responding to incidents, e.g. in establishing and manning cordons <p>Rolled out to approx. half the police forces in the UK, as well as to ports and airports.</p> <p>A dedicated webpage has been launched by BSIA (British Security Industry Association – member of CoESS) to provide businesses with key safety and security updates, fed in directly by the police during and after the Olympic and Paralympic Games</p>



				The webpage is endorsed by 23 sectors, including security, transport, hospitality and retail.
5 different cities in the UK	Care, Justice	1997, 2001 and 2011	Prison Management	Reduced re-offending rates thanks to initiatives, e.g. to strengthen ties with families; Cost per prisoner to the taxpayer reduced by 27%
Jersey, UK	Aviation	2009	Airport Security including: Screening and searching of passengers, Screening of hold luggage, Access control, Airside and landside security patrols, Left luggage, lost and found services, running the airport's ID office	Less costly operation as a result of using private security firm, whilst maintaining a high level of service.



**Critical Infrastructure Security and Protection:
The Public-Private Opportunity**

White Paper by CoESS – Confederation of European Security Services
© 2016

CoESS – Confederation of European Security Services
Jan Bogemansstraat | Rue Jan Bogemans 249
B-1780 Wemmel, Belgium
T +32 2 462 07 73 | F +32 2 460 14 31
E-mail: chantal@coess.eu | Web: www.coess.eu