

PHYSICAL SECURITY

Redstone Converged Solutions provides bespoke physical security solutions, optimised for IP networks, to UK organisations including education campuses, health Trusts and financial services organisations.

Redstone's security solutions are delivered by our in-house team, which works closely with your organisation to ensure your security needs are met through a smooth and consultative process. Redstone is unrivalled in offering a highly cost-effective combined networking and security service, whether on a new build or refurbishment. This is through our provision of the core IP networks that the physical security system resides on.

Redstone's portfolio of security products covers every aspect of both physical and information security needs into one combined solution.

Switching between pre and post sales teams does not happen. Our 'one team throughout' approach ensures continuity and the security engineers you meet before you buy are the same ones who will build and install your system. With Redstone you meet your project manager and implementation team at the design stage.

We ask questions

Our process starts by asking questions, because your decision to invest in security is an important one. You want to protect your assets. You're concerned about protecting your staff and security breaches. But often you are unsure of where they come from or even if they exist.

The complexity and sophistication of security technology is increasing constantly. It is easy to get blinded by science and buy into levels of sophistication or new technologies that you simply don't need.

Asking questions means that we know exactly what your security requirements are and you can be assured that you are investing at the right level in a security system fit for your purpose, not that of another organisation.

A process for success

Our cohesive and continual design, consulting and installation process has been created through years of experience. It ensures that you receive the right solution for your needs, on time, without technical difficulties and within budget.

Early stage consulting

Being engaged at an early stage means we can work in partnership with the security consultant or architect on the design or refurbishment plans for the site.

By employing CPTED (Crime Prevention Through Environmental Design) principles Redstone can also advise on building design changes that could





reduce security impact and the eventual cost of your solution. Failure to get on site early means that security has to be built around the building, rather than the building and its security measures being built as one.

Solution blueprint

Redstone then designs or tailors a solution to your building's needs. It is commonplace for security technologies deemed essential at concept, to be incompatible with your building's design. That's why Redstone creates the recipe first and then finds the right ingredients.

User interface assessment

A security system is only as good as the people who are using or controlling it. So, we look closely at the skills required of the people you may employ and how they will interface with the system during solution build. You will want to make sure your security investments are used to full potential so training and change management are an essential part of the solution. This needs to be realised at the outset rather than as a late and costly add on.

Stakeholder needs

User assessment doesn't stop at your reception or door security staff. Everyone accessing the building, from visitors to tenants, needs to understand what the security measures are and how they relate to policies. Often there will be compliance issues to consider too, like meeting the specific requirements of your insurance company or security regulations or standards.

Full technology portfolio

The technology portfolio we use to build our solutions can include literally any security technology and is fully integrated with your IP network and business systems. Common elements include security management systems, access control, fully comprehensive CCTV including ANPR and analytics, and intrusion detection and prevention technology. We work in partnership with a broad range of leading security technology providers in their fields of expertise but the technology is always delivered and installed by Redstone, as part of the solution.

One project = one Redstone team throughout

Redstone does not outsource its security installations. It has a fully qualified in-house team including BTECs in security surveying and security auditing, people with security management skills and an Assessor and Internal Verifier. All installations have a single project manager leading the team throughout, giving you peace of mind, expertise and continuity.

Service excellence

Your relationship with Redstone continues beyond implementation through our comprehensive maintenance programmes. We provide a 24/7 customer service hotline¹ where a single number puts you in direct contact with relevant experts. Preventative maintenance and guaranteed response times are also essential parts of the Redstone package.

For further information please call us on
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