Fire & Security Matters Awards 2026

Category: Security Consultancy of the Year
Entrant: Alliance Security Consulting
Entry Supporting Document

Alliance Consulting

Preface

This document is the accompanying document of our candidacy and provides information on the two case/project studies mentioned in the main document of the candidacy.

The information contained in this document confirms the assertions of the main document and furthermore provides the contact details and endorsements/confirmations of the project sponsors of the two projects.

Case Study 1

Multinational Manufacturing Site (Attica, Greece): Alliance Consulting designed and managed the deployment of an Integrated Security System covering perimeter protection, intrusion detection, access control, video monitoring, fire detection, public address, and PSIM (Physical Security Information Management system) integration. **The ISS budget exceeded 1,2M€**. Key results included:

1. Event-based response reducing false alarms with BS8418-compatible video verification process, and full audit trails.
2. 12% budget savings through supply chain optimization.
3. 98% reduction in operator monitoring time, allowing guards to focus on proactive tasks.
4. 10-year warranty expansion and maintenance contract with 22% reduced Total Cost of Ownership (TCO).
5. Full redundancy, extended system lifespan, and reduced environmental footprint.
6. >95% Probability of Detection via thermal imaging and Fiber Optics fence detection system implementation.

In addition, given that the parent company had a developed Security Governance and Policy framework, which required significant resources that were not available at the time from the local organization, Alliance Consulting provided embedded Security Management executives, until the local organization acquired the structure and staffing required.

Finally, after the completion of the ISS project, Alliance Consulting provided expertise on the application of the parent company's policies and procedures to local data and specifics, compiling an exhaustive set of working instructions.

Finally, Alliance Consulting prepared an awareness and training campaign for the entire workforce of the local organization, ensuring its alignment with the requirements of the parent company.

Case Study 2

Multinational Headquarters Office Site (Attica, Greece): Alliance Consulting prepared the Security Management Plan of the Organization and designed and managed the deployment of an Integrated Security System for the Headquarter Campus, covering perimeter protection, intrusion detection, access control, video monitoring, fire detection, public address, and PSIM integration. **The ISS budget exceeded 1M€**. Our work included:

- Development of a detailed Asset Register, including all the critical assets for the operation of the organization and categorized according to their criticality.
- Creation of a detailed Risk Register which included the potential threat actors and the creation of multiple scenarios per threat actor/asset, calculating many parameters regarding the probability of occurrence/impact of each risk, in order to minimize subjectivity.

- Creation of protection objectives in collaboration with risk owners and of proposals for technical/organizational measures to achieve them.
- Creation of the Security Policy for the entire organization.
- Drafting User Requirements, Functional Requirements, and Technical Specifications of the technical measures, including the ISS.
- Project management of the ISS implementation. Key results of this implementation were:

1. Event-based response reducing false alarms with BS8418-compatible video verification process, and full audit trails.
2. 17% budget savings through supply chain optimization.
3. 98% reduction in operator monitoring time, allowing guards to focus on proactive tasks.
4. 10-year warranty expansion and maintenance contract with 18% reduced Total Cost of Ownership (TCO).
5. Full redundancy, extended system lifespan, and reduced environmental footprint.
6. >95% Probability of Detection (PoD) via thermal imaging and LiDAR implementation and <3 false alarms per kilometer per day for the perimeter intrusion detection systems. Both PoD and FAR (False Alarm Rates) rates were accepted as prerequisites from the integrators and the manufacturers with the contractual obligation to guarantee their achievement.

In addition, we discerned during the preparation phase of the technical specifications of the subsystems that the Access Control System that had already been put into operation on some sites of the organization showed incompatibility with the requirements regarding security and we took the lead in documenting its change, which was achieved.

This project also presented challenges regarding GDPR compliance, since the Campus is located within the urban environment. With the collaboration of Alliance Consulting, the legal teams and the organization's DPO (Data Protection Officer), the challenges posed by the GDPR requirements provisions were addressed.

Key takeaways and success factors (both projects)

In addition to what has already been mentioned in the two documents, we also list some additional key takeaways and success factors of both projects:

1. Active early involvement (URS phase) of many different stakeholders, so that all departments are aligned with the project objectives and minimize challenges during the implementation phase.
2. Demanding specifications regarding PoD & FAR/NAR.
3. Layered Defense. Four Layers of Security Defense: Fence, Perimeter, Buildings, Assets.
4. Event-Based Response & PSIM Integration. Faster and more efficient initial response, full audit trail (visual, audio, text), automatic escalation if procedures not followed, instant response assessment.
5. Exhaustive clause on non-fulfillment of the initial specifications (€200,000) from the contractor.
6. Execution of extensive acceptance testing protocols ensuring compliance.
7. Extensive project and ISS documentation (literature exceeding 800 files).
8. Redundancy & Fail-Safe Architecture, including UPS, double servers, manual overrides, standalone system usage in case of a PSIM failure.
9. Demanding PSIM operating specifications.

10. Ten-year maintenance contracts and extended warranty, with known TCO and requirement for 24 hours of on-call and 4-hour on-call at critical events.
11. Exhaustive requirements regarding the support concept of Integrated Security Systems (ISS), highlighting the participation of all parties involved in every phase of the process.
12. Sustainable Security Approach:
    a. Energy reduction: Smart lighting, optimized IR illumination, and server consolidation.
    b. Circular economy: Reuse/recycle of replaced components.
    c. Open architecture systems: Allowing long-term upgrades without vendor lock-in.
    d. Resilience planning: Double UPS, redundant servers, spare parts on-site, 10-year maintenance contract.
13. Economic benefits: Resource optimisation, reduced CapEx/OpEx, scalable support model.

In both projects, our collaboration has seamlessly extended to additional services, reflecting the organizations' full satisfaction with Alliance's support. This client trust—and the validation of the outcomes presented in the two case studies—is further demonstrated by the following endorsements from the respective project sponsors.

Sofia Doulioti, GFE Director. Boehringer-Ingelheim Hellas, Single Member SA

As project sponsor of the Integrated Security System (ISS) deployment at our multinational manufacturing site in Attica, I confirm the accuracy of the information presented in the case study submitted by Alliance Security Consulting.

Alliance's team demonstrated exceptional expertise and professionalism, delivering a holistic approach that covered the full spectrum of our security needs – from risk and performance-based methodology, design and project management, to embedding security leadership and training across our organization.

The measurable results, including significant budget savings, proven performance indicators, as well as the long-term sustainability of the implemented solutions, are fully aligned with our group's governance and compliance standards.

I remain available (email: sofia.doulioti@boehringer-ingelheim.com – mob:+306973663226) to provide any further clarifications required by the judging panel regarding our collaboration and the outstanding contribution of Alliance Security Consulting.

Anastasios Papanikolaou, Security Director. Steelmet SA.

As project sponsor of the Security Management Plan and Integrated Security System for our Headquarters Campus in Attica, I confirm the accuracy of the information presented in the case study submitted by Alliance Security Consulting.

Alliance provided us with a comprehensive risk assessment, ISS design and technical specifications, and end-to-end project management of the ISS implementation. Their expertise was critical in addressing demanding specifications (PoD, FAR/NAR), GDPR compliance challenges, and in ensuring layered defense and sustainable security practices.

The results – including measurable reductions in monitoring workload, significant cost savings, and long-term resilience through redundancy and extended maintenance agreements – exceeded our expectations and set a benchmark for our organization. I am available (email: anpapanikolaou@steelmet.gr – mob:+306974401322) to the judges for any additional information that may assist in the evaluation of Alliance's candidacy.

Q1. Areas of Expertise & Major Work in the Past 12 Months

In the aforementioned projects we have managed to provide answers to evolving threats and market needs:

1. Risk & Performance-Based Security Methodology applied to critical infrastructure projects, aligning with European and international standards (e.g. ISO 31000, ISO 27001, TAPA FSR, BS 8418).
2. Integrated Security Systems (ISS) design & implementation for multinational manufacturing and headquarters sites in Greece, ensuring layered defense across perimeter, access control, intrusion detection, video monitoring, fire alarm and public address systems, PSIM integration, and resilience strategies.
3. Security Project Management which ensures ISS projects delivered within scope, budget and schedule, minimizing client resources and driving excellence with industry standards and best practices.
4. Embedding Security Leadership within client organizations by providing outsourced Security Management Office and interim Security Director roles.
5. Policy, compliance & training frameworks, including development of security policies and SOPs, conducting organisation-wide awareness campaigns, and delivery of specialized security training programs.
6. Sustainable Security Systems Design, focusing on reduced energy consumption, open architecture systems, and lifecycle optimization of security assets.

Q2. Continuing Leadership in the Security Community

Alliance Security Consulting demonstrates leadership beyond project delivery:

1. Industry Recognition: Awarded Gold Award at the Security & Fire Awards 2021 in Greece for holistic security consulting services.
2. Knowledge Contribution: Active participation in academic research on Artificial Intelligence in Physical Security and publishing thought leadership papers on sustainable security and integrated system management.
3. Professional Engagement: Representation in industry panels and working groups, where Alliance promotes best practices for risk governance, resilience planning, and technology integration.
4. Culture Building: Driving a security culture shift within organizations, emphasizing employee involvement, encouraging proactive reporting of concerns.
5. Training & Education: Delivery of security workshops bridging Information and Physical Security, aligning stakeholders under a unified strategy.
6. Provision of pro bono services to vulnerable social groups, charitable and educational institutions.

Q3. What Sets Alliance Consulting Apart

Several differentiators distinguish Alliance from peers:

1. Holistic Approach - What truly sets Alliance Consulting apart is our one-stop shop model: while most clients typically need to engage multiple firms to cover governance, risk management, security operations and resilience, we deliver the full spectrum under one roof. This holistic integration ensures consistency, reduces complexity and cost, and provides our clients with a single trusted partner for all aspects of security management.

2. Independent - 100% client-focused, no equipment or guarding sales.

3. Modus operandi - Our modus operandi is to build tailored alliances, bringing in specialized resources for each project rather than maintaining costly fixed structures. This flexible model allows us to offer top-tier expertise without the overheads that typically burden competitors, ensuring both commercial agility and cost-effective value for our clients.

4. Lifecycle Integration of System Surveyor: From Design to Maintenance - Integration of the System Surveyor (Security Systems Design Platform) into the full life cycle of the security systems, from design to maintenance of the systems, offering customers and integrators a common, constantly updated digital as-built, with unique collaboration capability. This solution has reduced the time to update plans by 40%, eliminated documentation errors by 90% and led to a measurable cost reduction of project reworks.

5. Sustainable Security Values – Long-term resilience, cost efficiency, and environmental responsibility.

6. Integration Leadership – Proven expertise in PSIM integration delivering true situational awareness.

7. Embedded Management Capability – On-demand Security Management Office services.

8. Demonstrable Impact and Measurable KPIs. Achieved for both the projects of our case studies:
   a. 98% reduction in monitoring workload via precise video verification processes.
   b. >95% Probability of Detection via thermal imaging and LiDAR implementation and <3 false alarms per kilometer per day for the perimeter intrusion detection systems. Both PoD and FAR rates were accepted as prerequisites from the integrators and the manufacturers with the contractual obligation to guarantee their achievement.
   c. 12% and 17% project cost savings, through supply chain optimization.
   d. Warranty expansion and maintenance contract for 10 years lifecycle span with 22% and 18% reduced Total Cost of Ownership for our clients.

9. People-Centric Culture – Employee training and awareness programs for our client's organizations that embed security as a shared responsibility.

10. Strategic convergence of physical and information security - Instead of treating them as separate silos, we align both into a single framework that protects people, assets and information while supporting business continuity. This integrated approach not only strengthens resilience but also reduces complexity, enabling organizations to manage emerging risks more effectively and confidently.