

# Safe as Houses

**Willie Tighe**, Managing Director of Stanley Security tells *InBusiness* how the firm has kept the Irish security industry under lock and key for over 25 years.

**U**nder the watchful eye of MD Willie Tighe, Stanley Security Limited has grown from an SME into one of the most successful security businesses in Ireland. Formerly part of the Swedish owned Niscayah group, it was acquired by Stanley Black & Decker in 2011 and subsequently rebranded to Stanley Security. Stanley Security is now part of a global network, with operations across 14 European countries and the US.

Stanley Security specialises in electronic security and prides itself on integrated solutions that work strictly to service level agreements. Customer retention and satisfaction is of the utmost importance and many of Stanley's clients have been with the company for more than a decade. As Tighe puts it, "For our customers, Stanley has become much more than simply a service provider; we are a key partner and stakeholder in their organisation."

Underpinning this cooperative approach that Stanley Security takes to customer interaction is their Partnership Programme, whereby customers can choose to finance their security business assets rather than buying them outright. This unique opportunity is one of the main features that distinguishes Stanley from their competitors and has proved particularly appealing during the present harsh economic climate.

This cooperative approach also extends to the fully integrated security solutions that Stanley provides. It works closely with its customers to tailor both existing

and ground-breaking technology to meet clients' individual needs. Tighe notes: "We draw on a wide range of proven technologies, partnering with the world's best-known suppliers in electronic security products, and we actively seek out promising new developments and assess their suitability for integration within a customer's overall system." For the client this technological solution could mean anything from conventional CCTV and perimeter control right up to highly sophisticated biometric identification and network-based control systems.

"We take care of the entire security cycle for our customers, beginning with risk-analysis and design to implementation, operational services and support. Whether they need access control, intruder alarms, fire alarms or video surveillance, we have them covered," explains Tighe. "In addition, as part of the Stanley group, we can tap into the expertise and portfolios of our overseas sister companies, bringing the best of international thinking and technologies to our customers here in Ireland."

Hi-tech security isn't the only area in which Stanley Security is breaking new ground; their Human Resource Manager, Sheenagh McCullagh, was recently appointed as the first female president of the Irish Security Industry Association (ISIA). This is something that Stanley Security is very proud of. "The appointment of Sheenagh as President of the Association this year is a reflection of



**Willie Tighe, Managing Director, Stanley Security.**

the commitment we as a company have in playing a leading role in the industry through its key representative body, the ISIA," says Tighe.

One of the biggest developments in the security industry in recent years is the establishment of the regulatory body, the Private Security Authority (PSA). While licensing through the PSA is undoubtedly beneficial to everyone in the industry, it can also lead to challenges. According to Stanley Security, one of these challenges will be in promoting awareness among, not only the insurance industry and the PSA, but also customers of the key role they must play in ensuring that licensing and legislation is upheld.

Stanley Security has no plans to slow down any time soon and is planning to expand significantly over the coming years, both organically and through acquisition. It looks like Stanley's future is very secure indeed.

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