



- Investment in marketing – moving forward the SIA will more effectively market the ACS to end clients and third parties, creating greater understanding of the benefits and allowing them to appreciate why they should prioritise security firms who are part of the scheme.
- Limit government and local authority contracts to ACS members – in a true demonstration of the support the SIA are putting behind the ACS, one suggestion is to limit government contracts to members of the scheme.

The industry can be delighted by the effort the SIA has put into these changes considering that the IPSA and SME's through SBN, have spent so many years recommending a number of them not only to the SIA but also to Government by Written Parliamentary Questions and through membership. We need to recognise that they are currently just proposals, but look forward to seeing how they develop in moving forward with the risk of being diluted or vague drafting ...and their eventual outcomes.

I trust that this report meets with your approval, being a true and faithful account of the proceedings.

James Henderson. ASC. MIPSAs.

7<sup>th</sup> May 2018.