

W.A.D. beyond GLOBAL

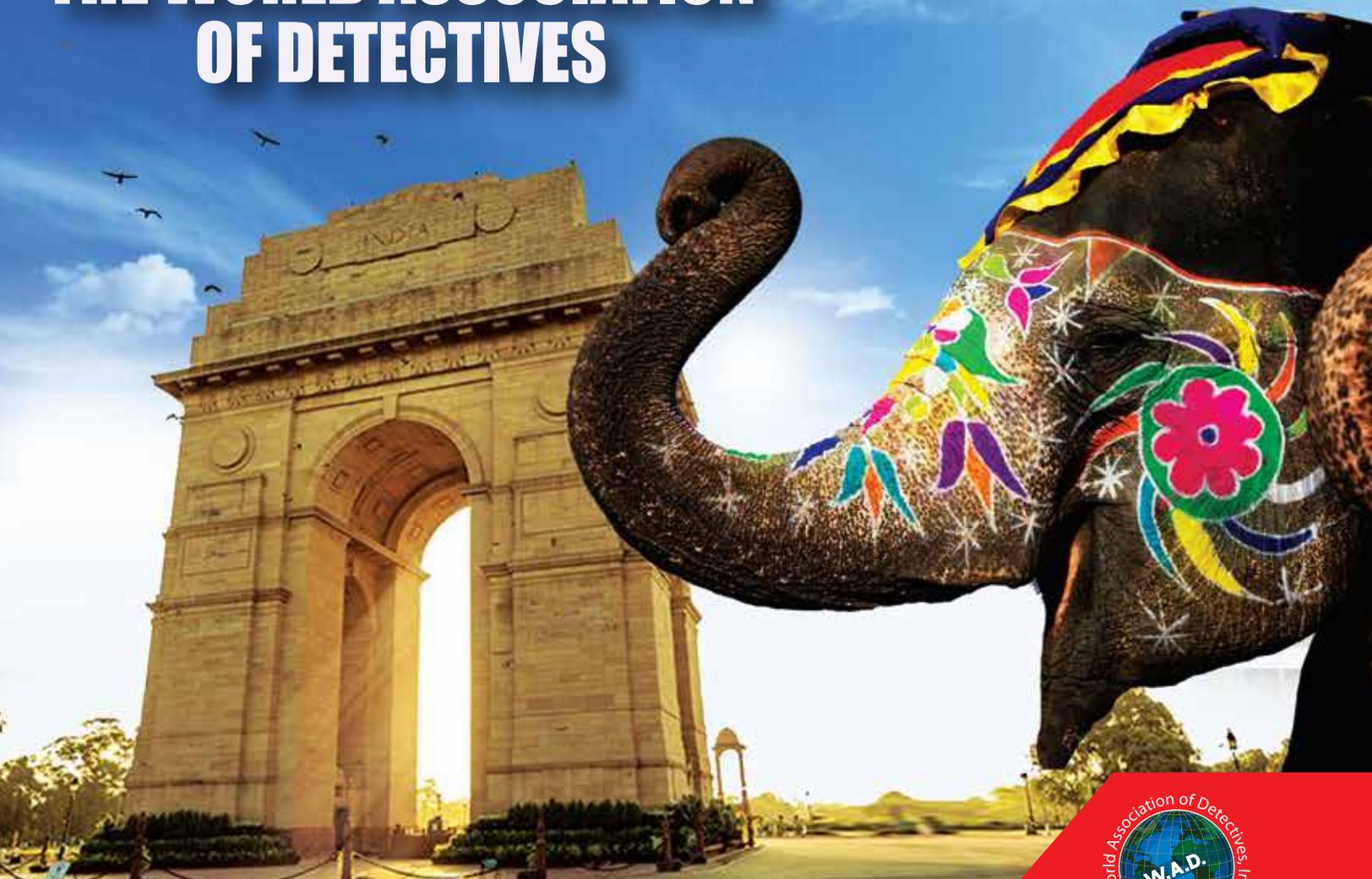
A Quarterly Journal for Investigators and Security Professionals

NEW DELHI

WELCOMES

THE WORLD ASSOCIATION
OF DETECTIVES

- THE EUROPEAN UNION'S GENERAL DATA PROTECTION REGULATION (GDPR)
- INDIA – ONE IN A BILLION
- MAPPING THE REAL ROUTES OF TRADE IN FAKE GOODS



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M +91 9650470000 E investigations@premiershield.com W www.premiershield.com

EDITOR'S NOTE

It's the time of the year again where we converge and meet at our Annual Conference. This time in the beautiful and historic city of New Delhi.

WAD's Annual Meetings is akin to a gathering of "family". Members from all over the world come together to renew the bond, make new acquaintances and along the way, develop business relations. Business relations with fellow Professionals whom we could trust our business with. An unwritten partnership established across the globe with members of diverse culture, language and religion. It is this uniqueness in diversity in the membership of WAD that makes WAD different from many Professional organisations.

Looking back to our history of 92 years, WAD has evolved and it has to evolve to adapt and adopt to changes, but yet the essences of being a professional organisation through social networking remains. Our doors are constantly open to new members to join, selective it may be, to meet professional and ethical standards.

Every member is an "Ambassador" of W.A.D. It is through your reference and invitation to other Security and Investigation Professionals from all over the world to join W.A.D. that will further expand the W.A.D. "net", for the benefit of all its members. The wider we cast our net, the more members we could attract and the greater the business engagement.

The younger generation of Professionals – the Millennium Leaders are our future. They are the next generation of W.A.D. members. They are and will be the greatest influence to both social and economic progress and development globally. It is time we at W.A.D begin to engage with them, mould their talents, understand their thoughts and join them in the new world that they will create. For them to be part of us, we have to be part of them.

I wish you an enjoyable Conference and for those who are unable to be in New Delhi, we will sure to miss you.

Welcome to India - Bhaarat Mein Aapaka Svaagat Hai!

Siti Naidu

Editor

We welcome readers' comments.
You may email to the Editor your contributions.



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World Association of Detectives, Inc

PO Box 200030, Evans, CO 80620, USA

Tel: +1-443-982-4586 Fax: +1-970-480-7794

Email: wad@wad.net

Editor: Siti Naidu

adiin@corporaterisks.com.my



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Honorable Members,

I am extremely happy to welcome you all to the 92nd WAD conference in New Delhi. It was a long awaited event where we would like to make your stay most comfortable and enjoyable. You will feel the aroma of Indian culture and hospitality which you will cherish for years to come.

The culture of India refers collectively to the thousands of distinct and unique cultures of all religions and communities present in India. India's languages, religions dances, music, architecture, food, and customs differs from place to place within the country. The Indian culture, often labeled as an amalgamation of several cultures, spans across the Indian subcontinent and has been influenced by history that is several millenniums old. Many elements of India's diverse cultures, such as Indian culture, Indian philosophy and Indian cuisines have a profound impact across the world.

During your stay, we will take you to some historic places and treat you to the best of food and ambience. The Gala Dinner and Entertainment event has been planned to make you feel like Indian Princes and Princesses. The theme of this event is Royals of the World.

The Knowledge Sessions are well structured to cover Cyber Security, Anti Corruption Dialogue and Interpol Initiatives to forge partnership with professions organisations.

I hope and trust that you all will enjoy meeting old friends and forge new business partnerships with eminent professionals from all over the world.

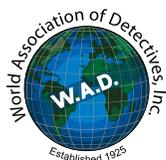
With warm regards.

Kunwar Vikram Singh

President
World Association of Detectives



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MIKE LACORTE

1ST VICE PRESIDENT

Dear Members,

I am excitedly looking forward to our wonderful 92nd Annual conference held in New Delhi, India. I have no doubt that with our current President working hard and motivated to make this conference the best in WAD history, this will certainly be an experience not to be missed!

The WAD is continuously gaining exposure around the globe and personally in my position as an Officer, it motivates me to maximise the WAD's international presence and global reputation.

The WAD is a "one of a kind association" that has a unique blend of international professionals from all over the globe. I'd like to share a little about my work in generating international exposure for the WAD and its members.

My strategy is to create enough awareness for the WAD to be the first choice association for anyone looking to hire an international investigator. So my objective is to get this message across; "Anyone considering looking to instruct an international investigator should make sure their investigator is a WAD member".

With that in mind, I prepared a WAD banner and printed some WAD brochures to explore representing and promoting our WAD association to other professional groups. Here is a little information about where I represented the WAD and how it went;

April 2017 - The Association of British Investigators, Birmingham, UK

- * The WAD was represented at the ABI Annual General Meeting. It was attended by UK investigator from all over the UK and also some international members.

June 2017 - Russian Arbitration Association, Moscow

- * An exclusive event held for International Asset Tracing professionals. Well attended by international litigation lawyers, third party funders and forensic professionals.

June 2017 - Lexis Nexis Event, Moscow

- * Lexis Nexis as you all are aware is a Legal Research provider. An invite only event attended by multi national corporations, heads of security and senior lawyers.

July 2017 - PI International Summer School, Sinaia, Romania

- * A Private Investigation meeting of mainly European investigators.



I had the opportunity to talk a little about the WAD and its benefits at all the events. I also had the opportunity to showcase the WAD Promotional video I prepared at the ABI AGM and also at the PI Summer School in Sinaia.

I was approached by several individuals enquiring about joining the WAD. I also answered numerous questions from well know global corporate professionals and litigators about what the WAD is all about. I truly hope that this type of exposure will benefit the membership as a whole and look forward to continuing to develop global opportunities for the WAD.

BUSINESS AND PLEASURE IN MOSCOW

Russia is a difficult market for international investigation and intelligence so having trust worthy local professional friends really does help. A unique benefit of being a member of the WAD is to develop trusted reliable friendships around the globe. Special thanks to Vladimir and Alexey Solomanidin for their hospitality - a few pictures to share!

I urge every member to maximise their membership and take advantage to network with as many members throughout the globe as possible - I've no doubt that you will truly benefit both personally and in business.

Look forward to seeing you all in New Delhi t make memories and share our 92nd Annual Conference. I also look forward to continue to keep the WAD at the forefront of global associations as the unique international association it really is!

** Special thanks to Mark Hodgson (President of the ABI) for the opportunity to showcase the WAD video and Eric Shelmerdine for all his support and assistance.*

** Special thanks to Dan Rusu, Rafael Guerrero, Maria Bumbaru for arranging the opportunity to present the WAD and showcase the video.*

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LAURA GIULIANI

2nd VICE PRESIDENT



BUILDING A FUTURE FOR WAD

Trust. Networking. Global connections. And effective local support. There's a new initiative to take our organization to the next level. And it's time to get started.

«To promote and maintain the highest ethical practices in the profession of private investigator or security service».

Listed as the top purpose of WAD, this noble endeavor nonetheless finds only limited possibilities of practical application throughout the remaining contents of the association's Bylaws. In each participating nation, there are different laws, different lawmaking, jurisdictional and procedural principles at work; different associative structures, different relations with the local institutions that control our working licenses (where applicable) or our overall activities; also, different ways of managing media relations.

Should we give up right away, then? Would it not be possible for WAD to engage on a practical level – with structured lobbying and institutional relation activities with lawmakers, ministers, privacy authorities, opinion leaders and the like – in the 90+ worldwide states where its members operate?

Clearly, the top priority for our professional agenda has to be the optimization of our operativity (on all levels: territorial, technical, factual), and the extension of our expertise (exclusive assignments, an increased cooperation with courts and attorney's offices) in several fields; in short, the maximisation of our range of activities, regulated by clear and innovative lawmaking wherever possible; in countries where legislation is either insufficient or too limiting for the field of private investigation, we shall at the very least endeavour to bring about progress.

In so far, the unceasing activity of our P.I.-area representatives to pressure all relevant institutions and decision-makers on the national level (ministries, parliaments, similar interest groups, the media etc) is of the utmost importance. To do whatever is in our power to influence both citizens and the body politic in order to get better laws should always be part of our core activities.

So, with all this in mind, and after debating the issues at hand with all executives in the steering committee, I have come

to a simple conclusion: **YES, there is a right approach for WAD to do a better job of backing our global members' activities.**

At the heart of this approach is WAD's ability to support its members by consulting, networking, providing guidance (eg, case histories), connections and even financial backing to the single national associations which engage in those activities to uphold our local members' best-practice standards and defend their rights if necessary.

Looking back at my personal experience, when I used to serve as President of Federpol – Italy's association of private eyes – working on a major revision of my country's set of laws regulating the security and investigation area, WAD, acting upon the recommendation of Italian Board members Gavino Piredda and Laura Rossi, assisted me with a financial contribution of about \$ 400, effectively enabling the entire team at Federpol to keep up the fight and help push the law reforms through.

From that moment on, I started referring to the World Association of Detectives's intervention as a gamechanger in all communications, formal and otherwise, and as I remember with encouraging results both in terms of image building and of public and institutional response. All of which, ultimately benefited the approval of the law reforms incorporating my proposed changes benefitting Italian private investigators.

Nor is this Italian experience unique: **WAD boasts a proven track record of many more positive interventions both on the national and continental levels. With this in mind, I endeavoured to get the ball rolling on a far-reaching WAD project of mentoring and support with all local organizations that include WAD members within their ranks.** After extensive consultation and greenlighting by the elected Officers, the Board came together in Miami last April and approved this project.

To see it through, an ad hoc commission was set up, overseen by past-president Vladimir Solomanidin, along with Rumanian member Andrea Dobrescu and myself. This commission is tasked with outlining a fixed set of rules and procedures for collaboration, and with evaluating all single applications for Board approval.

In general, **the project calls for WAD support as an international organization in favour of its single members, provided they are effectively supported on their national level by the local associations, with a proven record of lobbying activity for all relevant aspects (operative, legislative, institutional, pr/media-related).**

This seems the best, and most concrete, chance for us to have our global association take on an active role in backing its members on all levels. A secondary target of this initiative is **to consolidate a global network of connections between associations, enabling a fruitful exchange of information and experiences, also providing an example for all those minority associations that do not yet count WAD members among their ranks**, and do not yet fully grasp our organisation's potential. Moving forward, these should be carefully, and gradually, involved in constructive relations wherever possible.

As I anticipated in the October, 2017, issue of WAD Beyond Global, the involvement of WAD members and representatives, especially at the Ambassador/Area Governor levels, is of paramount importance, since they are consistently and reliably well informed on local requirements, practices and regulations.

Ultimately, the project is based on a mutual approach of professional enrichment, encouraging widespread collaboration between the more representative associations, whose bylaws should state complementary, non-contrasting purposes in the respective fields.

More details on this plan and a roadmap to implement it are to be unveiled at the New Delhi Conference due in October 2017. The guiding principle is that WAD should, and will, not only implement high-level international cooperation, but increase its focus on the day-by-day operational interests of its members. If all single WAD members are to build up a trusting relationship with their national professional association and work under principles that are in accordance with our bylaws and ethical guidelines, it is more than ever vital that WAD should facilitate all relevant cooperation.



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Laura Giuliani

World Association of Detectives -www.wad.net

2nd Vice President - past Area Governor For EU

Federprivacy - www.federprivacy.it

A.I.PRO.S. - www.aipros.it

Federpol - www.federpol.it - Past President

Assoc. Of British Investigators - www.theabi.org.uk

DAN RUSU

3rd VICE PRESIDENT

"WAD 3rd Vice-President Rusu Dan Ion hails from Bucharest, Romania. With a legal qualification, prior to joining the private sector, Dan was attached to the Internal Affairs Ministry."



"His experience as Security Manager of the Henry Coanda International Airport provided the exposure to private security. Dan obtained his Private Investigator's licence and currently is the General Manager of Eagle Security International."

Dear members,

Almost ready to pack our bags to Incredible India, W.A.D 92nd Annual Conference in New Delhi, India. As I know how hard it is to put all things together for a perfect event I wish our President, Mr. Kunwar and his team success and I am sure they will organise the best for us, for WAD.

I am sure it will be an experience, a "one life event" and I invite you all to join. Hope there are enough rooms.

I started my agency in 2009 and joined WAD in 2011. It was a good decision as I found here many good friends and reliable partners. As I declare on my index web page my motto is: "Investigations through friendship!"

Friendship is the key of a perfect partnership and a successful business in a perfect environment.

Special thanks goes to Mike. I tried to explain my thoughts about "WAD Member Exchange" in Miami. I will explain it more clearly in New Delhi and I am sure the WAD Member Exchange will be a great professional and friendly experience.

Mike did an extraordinary gesture coming direct from USA to Romania to accept my invitation to be the first to participate at this program. It was a great experience as we - Mike, Matthias and I had the opportunity to share more about WAD, answer questions and had a good time.

It was not 100% what I had in mind as we did not have time but the objective - to promote and present WAD, was achieved. There are 7 new members that I had introduced to WAD.

At a good friend's advice, I try to keep a good balance between experience and dedication to WAD, a good balance between ability to lighten up and have fun while making friends all over the world. In my opinion the social side of WAD is every bit as important as the business side. When someone takes Office, a year may seem long but if WAD business is fused with a little friendship, the term will just be perfect.

I will always be here for any member that may need support, advice or even chat on different subjects.

I am sure our Indian hosts will do the best to make it a memorable event for our association.

See you in New Delhi, India!

With the Compliments of:



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Eyal Sabro | CEO

OFFICE: 972-3-9566060
FAX: 972-3-9566061
CELL: 972-54-6666681
E-MAIL: eyal@raz-pi.co.il
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Dear Members,

Welcome to our 92nd Annual Conference. Those of you who have attended our meetings in the past understand how much they can benefit your business through networking opportunities and how much they can benefit your life through new friendships from around the world. We have several members who have rarely missed a conference in 30 or 40 years and longer.

India is a fascinating country and we are fortunate to have many wonderful members from here. We last had a conference in India in 1998 and before that in 1984. I would like to thank the team of Indian Members who helped to organize this conference.

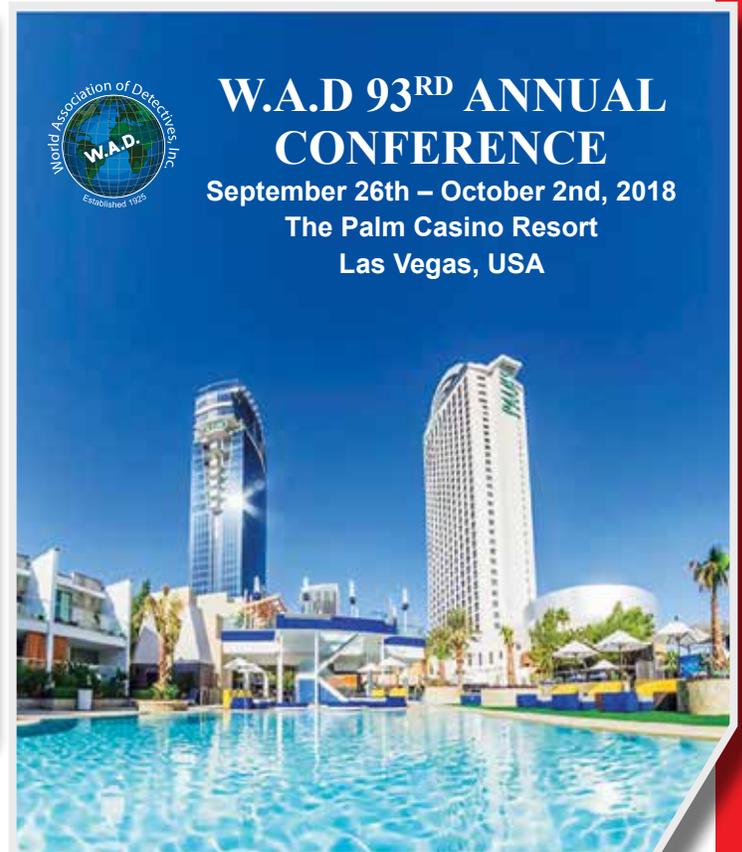
There is a lot of work that goes on behind the scenes and our President and his team have worked to make this an wonderful experience.

Whether this is your first WAD Conference or your 40th, I hope you enjoy yourself and leave with many fond memories.

Sincerely,

Bob Heales

Executive Director



"What we know is a drop; what we do not know is an ocean."
Isaac Newton

W.A.D. AND IKD – INTERNATIONAL FEDERATION OF ASSOCIATION OF PRIVATE DETECTIVES

by Lothar Mueller, member of WAD since 1995

The "Internationale Kommission der Detektiv-Verbände" (International Federation of Associations of Private Detectives) is an International Umbrella Body consisting of Associations of professional bodies for Investigators and Security Practitioners throughout the world.

In 2000, WAD became a member of the IKD. It was the then President of WAD, Werner Sachse, supported by Richard Jacques Turner, being the leading authorities on the objectives of both the WAD and the IKD and the synergy that existed between the principals of both organisations, who led the discussion and proposal. Neither the WAD nor the IKD goals have changed.

The IKD is focused on maintaining the highest standards, meeting its code of ethics and promoting harmonization of regulations towards a common minimum standard, particularly within the European Union.

In 2007, the IKD created a Common Minimum Standards (CMS) following an all party debate and the unanimous decision of the IKD participants (including the WAD).

The CMS has since moved on and is in the process of being developed to a Common Standards of Competence (CSC) in which the IKD defines 16 core services investigators in the private sector offer. The basis of the CSC is a Module Manual (accessible for all IKD participants), which focuses on methods needed for an investigator to exercise the right skill and professionalism required in the sector's daily activities.

And the IKD applies similar basis in its Continuing Education Program.

The IKD monitors compliance with the criteria by audit and certifying the national programs. It is a reasonable observation that the requirements are high and it was not until 2016 that the first IKD participating national association member achieved certification. This was accomplished by an inspection, detailed audit and observation by an independent suitably qualified Audit Committee in location of a sample workshop.

The audit was a resounding success and for the qualifying IKD participating member it provided a meaningful development of the skills for the member delegates that they in turn are able to demonstrate to their own clients as evidence of competence.

The IKD has also created the "International PI Competence Centre", where every year Professional Investigators from so far European countries, to be updated and informed on professional development and skills affecting their own businesses and the wider sector. Of course, the annual event brings other networking opportunities and closer ties among colleagues.

In summary, there is no obvious reason why the WAD should jeopardise its key role and good standing as a highly respected participant in the IKD programme of professional development. Were the WAD to leave the IKD, the WAD will in my respectful opinion, find it very difficult if not impossible to provide a similar facility from the WAD resources.

WAD is the only Association listed as the Worldwide Member of IKD. Please feel free to look up the IKD-website, www.i-k-d.com.



WAD Representative Lothar Mueller at the IKD Meeting in Helsinki.

THE EUROPEAN UNION'S GENERAL DATA PROTECTION REGULATION (GDPR)

Source: BBC

The European Union's General Data Protection Regulation (GDPR) comes into force in May 2018, radically changing the way organisations have to look after our personal data. Failure to comply could lead to huge fines, yet many businesses are far from ready. Here's why you should care.

What is GDPR exactly?

A new EU regulation governing how organisations should handle and protect our personal data.

Many of the stipulations are already covered by the UK's Data Protection Act; but simply put, organisations need to keep records of all personal data, be able to prove that consent was given, show where the data's going, what it's being used for, and how it's being protected.

Accountability is the new watchword.

If personal data gets stolen after a cyber-attack, companies have to report the breach within 72 hours of realising it.

And the definition of personal data has been extended to include extra categories such as your computer's IP address or your genetic make-up - anything that could be used to identify you.

Why should businesses care?

Non-compliance with the GDPR could lead to huge fines of 20 million euros or 4% of global turnover, whichever is the greater. For a company like tech giant Apple, that could amount to billions of dollars.

Consult Hyperion, an electronic financial transactions specialist, forecasts that European financial institutions could face fines totalling 4.7bn euros (£4.1bn; \$5.3bn) in the first three years following the GDPR coming into force.

Anthony Lee, a partner in law firm DMH Stallard, says: "Talk Talk [a UK telecoms company] was fined £400,000 for failing to prevent the 2015 customer data breach, but under the new regime fines could be many multiples of this."

However, a spokesperson for the UK's Information Commissioner's Office (ICO) - the body responsible for enforcing GDPR in the UK - says: "The new law equals bigger fines for getting it wrong but it's important to recognise the business benefits of getting data protection right.

"There is a real opportunity for organisations to present themselves on the basis of how they respect the privacy of individuals - and gain a competitive edge.

"But if your organisation can't demonstrate that good data protection is a cornerstone of your business policy and practices when the new law comes in next year, you're leaving your organisation open to enforcement action that can damage both public reputation and bank balance."

Why should consumers care?

The new regulations give us rights to see what personal data organisations hold on us - we can make what's called a "subject access request" for free.

We can also demand that such data be rectified if it's incorrect or deleted under the "right to be forgotten".

We will also have to give explicit permission for our data to be used, and this request for consent must be given "in an intelligible and easily accessible form".

We can also demand to know how our data is being used and withdraw consent whenever we like.

So in short, we have more control and power.

Are businesses prepared?

"Many businesses have no idea what to do and don't want to grasp the nettle," says Mark Thompson, a partner in KPMG's privacy advisory practice.

"There's a lot of misinformation and panic around at the moment, but if businesses don't take responsibility for this at board level they will fail.

"This will affect every part their business."

And Chris Daly, chief executive of the Chartered Institute of Marketing, says: "There is a real lack of awareness about this issue in our sector - 60% thought it wouldn't affect their business at all."

GDPR specialist EMW Law believes just 29% of UK businesses have begun preparing for the change, "a shocking figure, as on average organisations need 12-15 months to prepare", the firm says.

With cyber-attacks on the rise and growing in sophistication, data breaches are becoming almost inevitable. So will your firm be able to demonstrate that it took all reasonable steps to protect personal data from this threat?

Will it be able to show that it reported any breach within the 72-hour window following discovery?

What should they be doing?

One of the reasons many businesses seem unprepared for GDPR is that they don't know enough about the data they hold, argues Rashmi Knowles, chief technology officer at security firm RSA. "A lot of companies don't even know where their data is, how it is being used, or what policies are in place governing how it can be used," she says.

So the first and most important task is to carry out a comprehensive data audit and make sure the top brass are fully behind this.

INDIA -ONE IN A BILLION-

By Shivindra Pratap Singh

Since time immemorial India has known to be a land of riches. Its vibrant economy – fuelled by its deep rooted traditions of specialized craftsmen, worked as a lure for invaders, adventurers, scholars and investors alike. India's share of the world economy in the year 1700 was believed to be 24.4%. Amongst others, this ancient civilization has given birth to four religions, seminal concepts for modern day science and mathematics, astrology and in the form of East India Company the first ever multi national corporation the world ever came across; and not to forget – its contribution in enhancing global pallets through infusion of spices. Through Yoga, meditation, spirituality and more recently as one of the largest contributor to the United Nations Peacekeeping Missions it has relentlessly been working as a perpetual peacemaker for humanity, saving human souls, marriages and nations alike!

The country is living through its best economic period in over 400 years! A population of 1.2 billion is propelling India's economy, which is the sixth-largest in the world measured by nominal GDP and the third-largest by purchasing power parity (PPP). The country has witnessed an average growth of approximately 7% over the last two decades. Many experts are predicting the Indian economy to emerge as one of the two largest economies by mid-century. At the heart of these predictions is India's population dividend, 40% of 1.2 billion are in the age group of 25-54 years and upwards of 45% are under 24 years.

Being in an interesting neighborhood India is compelled to possess and maintain one of the largest standing armies in the world. With a strength of over 1.3 million active personnel, Indian army is world's 3rd largest fighting force and the largest volunteer army. Between 2012 and 2016 India accounted for 13% of global arms imports. This is poised to grow in the short to medium term. Similarly, India is one of the largest markets for telecom, aviation, insurance, banking and finance and other sectors. Apparently the party has just about started! There are many Indians who are yet to open a bank account or make their first phone call or take their first flight. Proliferation of modern mobile technology into the Indian heartlands is opening up opportunities and breaking entry barriers to knowledge, trade and commerce. Future is bright and it is coming towards us at a rather rapid pace.

Now some of you must be thinking why on earth are we being given these mind numbing numbers?! Enough Shiv, stop rubbing it in!! This is after all supposed to be a newsletter for the membership of World Association of Detectives and not the

World Economic Forum! Well, this is where things get interesting and relevant for all of us. The other side of the the India story coin is that it still has a long way to go. To many India still is an organized chaos. It still hosts upwards of 200 million under the poverty line. There is a disturbing lack of infrastructure and basic amenities like health, education, power and safe water. Scale of the nation and its population is such that to cover all of it is still a challenge.

Keeping these realities in mind and with a zeal to overcome these challenges the present Government of India under the leadership of our Honorable Prime Minister Shri Narendra Modi has initiated various policy reforms aimed at making India a better investment destination than what it has been so far. Various initiatives such as Skill India, Make in India, Swachh Bharat, Tax Reforms, Smart Cities, etc. have been introduced with an aim at bringing about positive structural reforms in the way Indian operates. A considerable focus of these initiatives is aimed at making India a global manufacturing and services powerhouse. Here in New Delhi there is a clear understanding amongst the policy makers that these goals can not be achieved without global cooperation, foreign investments and technology transfers.

Membership of World Association of Detectives, this esteemed and elite group that we all are proud to be a part of, are some of the most well respected and trusted professionals in the specialized fields of security, investigations and risk consulting. Our clients count on us for many things including enabling their business decisions. Many of us serve the largest multi national conglomerates across geographies and sectors, I can vouch for this as we at Lancers have had the privilege of serving many of you and your esteemed clients in this part of the world.

Many of your clients are already operating in or are planning to operate in India. They will need assistance in identifying these opportunities. They will face business risks including reputational loss, cyber security, wrong investments, intellectual property infringement and theft. They will send their executives to explore these opportunities, some will even move to India. Some will struggle with the cultural differences, others will get frustrated by laws and rules of the land. They will need specialists to decipher this mystical land for them. This is where we, the members of WAD can assist each other and our clients. I urge all of you to make this trip to India and view it as an opportunity to further expand your businesses and be a part of our nation's success story. See you soon!

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NEW DELHI, INDIA**

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SHANGRI-LA EROS HOTEL, NEW DELHI, INDIA
OCTOBER 10 – 14, 2017

TUESDAY OCTOBER 10, 2017

1200 to 1300	Officers
1300 to 1500	Executive Committee
1500 to 1600	Past Presidents
1700 to 1900	Registration

WEDNESDAY OCTOBER 11, 2017

0900 to 1030	Board of Directors Meeting
1030 to 1050	Board Coffee Break
1050 to 1200	Board of Directors Meeting
1200 to 1300	Working Board Lunch
1300 to 1600	Board of Directors Meeting
1630 to 1800	Registration
1800 to 1930	Welcome Reception

THURSDAY OCTOBER 12, 2017

0800 to 0900	Registration
0900 to 0920	Opening Ceremony
0920 to 0940	Welcome Address by Kunwar Vikram Singh <i>President, World Association of Detectives</i>
0940 to 1020	Address by Guest of Honour Gen. V K Singh, PVSM, AVSM, YSM (Retd) <i>Minister of State for External Affairs Government of India</i> Presentation of Mementos
1020 to 1030	Vote of Thanks by Matthias Willenbrink <i>Chairman of Board, World Association of Detectives</i>
1030 to 1050	Coffee Break
1050 to 1200	General Business Session

- 1200 to 1330 Lunch on Own
- 1330 to 1500 **Seminar 1 : Mr. Pavan Duggal**
*Advocate, Supreme Court of India
 Founder & Chairman
 International Commission on Cyber Security Law*
- Topic : Cyber Security & Dark Web**
- 1730 to 2000 City Tour
- 2000 to 2200 Dinner at The Wine Company, Cyber Hub, Gurgaon

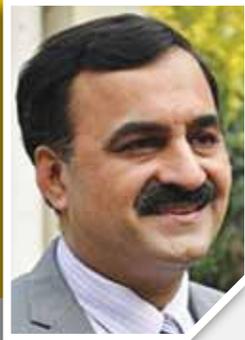
FRIDAY OCTOBER 13, 2017

- 0900 to 1045 General Session and Elections
- 1100 to 1330 Past President's Brunch
 Presentation of Mementos
- 1400 to 1600 Round Table Dialogue
Anti-Corruption Partnerships – Empowering Professionals
Facilitator : Mr. Michael Hershman
*Group CEO
 International Council of Sports Security*
- 1800 to 2200 Dinner at Gymkhana Club, Delhi hosted by APDI
 (Association of Private Detectives & Investigators, India)

SATURDAY OCTOBER 14, 2017

- 0900 to 1000 **Seminar 2 : Mr. Anselm Lopez**
*Director, Strategic Relations Directorate
 Ministry of Home Affairs
 Government of Singapore*
- Topic : Threat to the Security Environment and Role of Interpol**
- 1000 to 1020 Coffee Break
- 1020 to 1120 **Seminar 3 : Mr. Shivindra Pratap Singh**
Managing Director, Lancers Risk Consulting
- Topic : Doing Business in India - Opportunities and Challenges**
- 1330 to 1530 New Board of Directors Meeting
- 1800 to 1900 Cocktail Reception
- 1900 to 2000 Gala Banquet and Awards
 Theme – Royals of the World

SPEAKERS PROFILE



MR. PAVAN DUGGAL

*Advocate, Supreme Court of India
Founder & Chairman
International Commission on Cyber
Security Law*

Pavan Duggal, has been pioneering in the area of Cyber Law, Cyber Security Law & Mobile Law and has made immense impact as one of the top 4 Cyber Lawyers around the world.

His empanelment as a consultant to UNCTAD and UNESCAP on Cyber Law and Cyber Crime respectively, membership of the AFACT Legal Working Group of the UN / CEFAT, consulting as an expert with the Council Of Europe on Cyber Crime, inclusion in the Board of Experts of European Commission's Dr. E-commerce and his work as an expert authority on a Cyber Law primer for E-ASEAN Task Force and as a reviewer for Asian Development Bank speaks volumes of his worldwide acceptance as an authority.

As a thought leader, Pavan has suggested that India requires a new legislation dedicated to cyber security. Pavan Duggal is a Panel Member of Permanent Monitoring Panel for Information Security-World Federation of Scientists.



MR. MICHAEL HERSHMAN

*Group CEO
International Council of Sports
Security*

Michael Hershman is an internationally recognized expert on matters relating to transparency, accountability, governance, litigation and security.

In 1993, along with Peter Eigen, Mr. Hershman co-founded and served on the Board of Directors of Transparency International, the largest independent, not-for-profit coalition promoting transparency and accountability in business, government and civil society. Since 2008, Michael has been named each year to Ethisphere Institute's list of 100 most ethical global leaders in business ethics. In 2013, Mr. Hershman was awarded Columbia Business School's 'Botwinick Award for Business Ethics'.

A WAD member, Michael Hershman is founder of the International Anti-Corruption Academy and currently serves as Chairman of the Academy's International Advisory Board. Hershman also served for 14 years as Vice Chairman of the Interpol Group of Experts on Corruption. International Centre for Sport Security is an independent and non-profit organisation at the forefront of efforts to safeguard sport



MR. ANSELM LOPEZ

*Director, Strategic Relations
Directorate
International Cooperation and
Partnerships Division, INTERPOL
Executive Committee Delegate (Asia)
Ministry of Home Affairs, Government
of Singapore*

Mr Anselm Lopez currently serves as Director of the Strategic Relations Directorate in the International

Cooperation and Partnerships Division at the Ministry of Home Affairs, Singapore. In this position, he oversees the Ministry's strategic engagements to develop Singapore into a leading global hub for safety and security. He leads a dynamic team to seek out future solutions against emerging safety and security threats.

In November 2015, Mr Lopez was elected as an INTERPOL Executive Committee Delegate for Asia.

As a supporting partner, Ministry of Home Affairs, Singapore was instrumental in co-organising INTERPOL World 2015 and 2017 with the organising committee from the INTERPOL Global Complex for Innovation.



MR. SHIVINDRA PRATAP SINGH

*Managing Director,
Lancers Risk Consulting*

Shivindra has a Masters in International Security with specialization in Intelligence, Terrorism & Insurgencies in South Asia from University of Warwick and a Business degree from University of Sheffield. Equipped with over 10 years of experience, Shivindra is now heading Lancers responsible

for the strategic direction of the company. He is a member of ASIS, WAD, CAPSI and ACFE and has been a speaker at various conferences across the globe on Security & Risk matters. He has been part of India's National Planning Commission on commercial intelligence matters.

Shivindra is also part of the core team and on the Board of Security Sector Skill Development Council, India's first sector skills council formed by National Skills Development Council under Prime Minister's directive. He is actively involved in education, skills, training policy development and implementation in India, Asia, Pacific and Europe. He has been involved in several government projects across India including the Rajasthan Skill & Livelihoods Development Corporation, PMKVY and NSDC and has experience in providing training to more than 5000 under privileged students and helped them in getting employment in organizations of high repute.

Jai Baba Balaknath Ji



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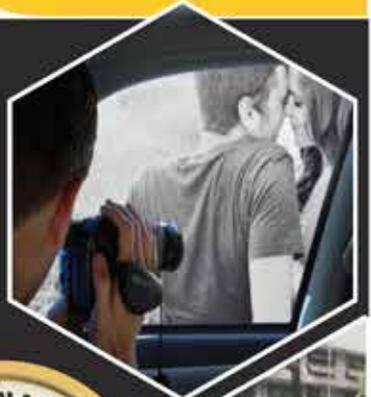
Sir Capt. Santosh Sharma
The Chief- Hindustan Security Force
The Director- World Association of Detectives

Subsidiaries :

- Security Force One (International) Ltd.
- Bombay Detectives Pvt. Ltd
- Home Security Bureau
- Parlux Institute
(for Security & Crime Investigations)



Sir Capt. Santosh Sharma
is recipient of 85 National and International awards, including awards by the President and Prime Minister of India.



OUR SERVICES



Guarding Services
Movement Protection



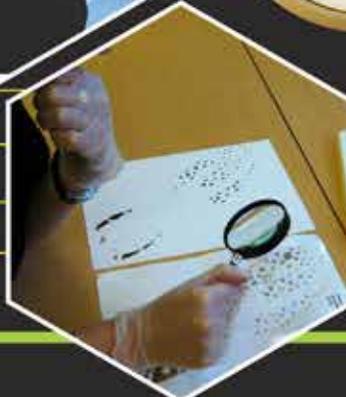
VIP Escorts
Security Audit
Audio / Video Surveillance



Parameter/
Interior IP
surveillance



Background checks
Verification of Identity
Checks on Labour Unrest
Asset Verification etc.



Contact Us

Sagar Samrat, 31A - M. K. Road (E), Mumbai - 400004, INDIA.
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WAD & INTERPOL DISCUSSED AREAS OF INNOVATION & PARTNERSHIP

By Sh. Mahesh Sharma, Chairman Seminar Committee

The INTERPOL Congress and Exhibition was held at Suntec City, Convention & Exhibition Centre, Singapore during 4th to 6th July, 2017. In all 27 members of WAD representing India, U.S, Germany, China, Philippines and Singapore participated in the event. WAD delegation was led by Kunwar Vikram Singh, Global President of the WAD.

Mr. Ponno Kalastree, Area Governor, WAD of South East Asia Region set up the WAD booth which was managed by Ms Odille, Ms Taralika Lahiri, Ms Sant Kaur while Mr. Mahesh C Sharma and Mr. Ajit Singh helped in attending visitors. WAD Booth had a heavy foot fall during the exhibition and the visitors were briefed about WAD, and its track record. Brochures kept at the booth included WAD membership guide, giveaways taken from India as leather visiting card holders and pens with WAD logo embossed in golden hue. The drive was aimed at attracting new members in WAD.

WAD received a lot of attention from high ranking Police and INTERPOL officials. Special tea session was organized by INTERPOL for WAD delegates wherein Mr. Nur Ayob of INTERPOL Global Initiative addressed our delegates and expressed willingness to discuss areas of co-operation between INTERPOL & WAD.

In the congress session, WAD members Mr. Subhash Wadhawan, Mr. V.M Pandit and Mr. Ajit Singh raised some pertinent questions which were appreciated and answered by INTERPOL leadership of speakers.

Kunwar Vikram Singh ,Mr. Ponno Kalastree Area Governor- WAD and Mr. Nur Azhar Ayob, Strategic Planning Co-ordinator in the

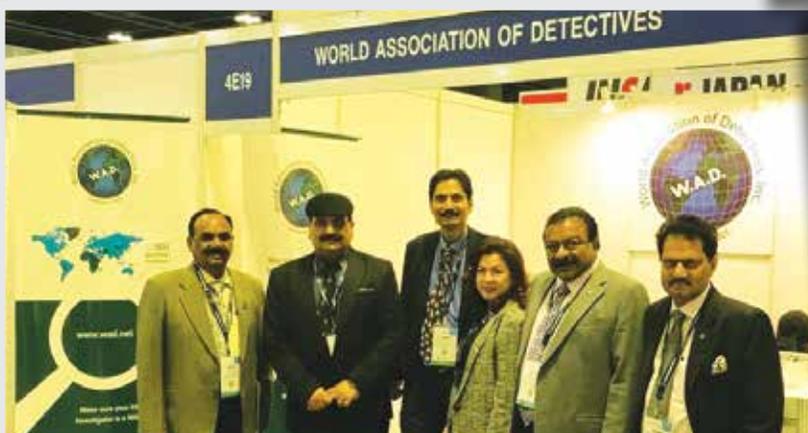
office of the Executive Director, separately addressed WAD Delegates over a tea-session organized by him.

Prominent speakers on 4th, 5th and 6th July, 2017 addressed the audience on various subjects. Those, noteworthy were:-

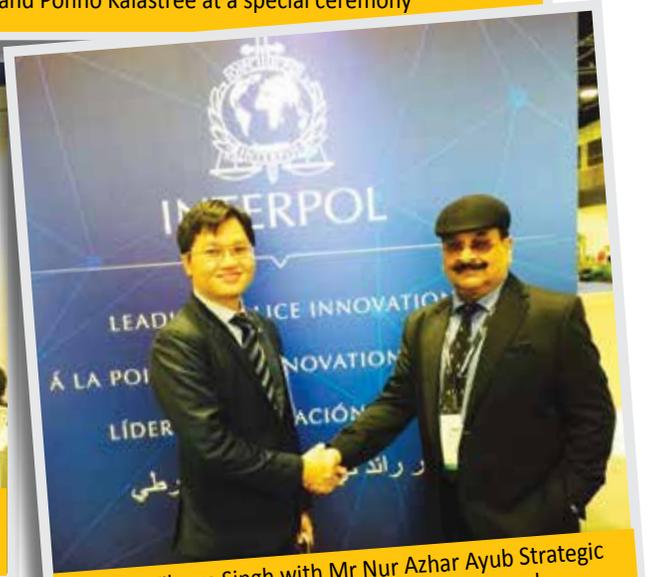
- *Mr. Meng Hongwei , President, INTERPOL is from China and would hold the office till November, 2020. He is an expert in Criminal Justice and policing, narcotics control, counter-terrorism and international co-operation.*
- *Mr. Jurgen Stock, Secretary General, INTERPOL is from Germany's Federal Criminal Police Office (BKA). He is a proponent of good governance and strategic Management. Transnational organized crime is his speciality.*



Certificate of Appreciation to Kunwar Vikram Singh and Ponno Kalastree at a special ceremony



WAD Booth at the Interpol World Congress at Singapore



Kunwar Vikram Singh with Mr Nur Azhar Ayub Strategic Co Ordinator, Executive Director's Office Interpol.

- *Mr. Alexander V. Prokopchuk, Vice President, INTERPOL is from Russia. He specializes in Economic and tax crimes.*
- *Mr. Anselm Lopez is the Director, Strategic Relations Directorate, International Co-operation and Partnerships Division, Ministry of Home Affairs, Singapore. He is also the INTERPOL Executive Committee Delegate (Asia). His domain is safety and security.*
- *Ms. Cheri Mc Guire, Group Chief Information, Security offices, Standard Chartered Bank is an expert on cyber security strategy and risk management.*
- *Ms. Maria Vello, Chief Operating Officer, Cyber Defence Alliance. Her contribution stands recognized by FBI. She is an awardee of top position at AT & T.*
- *Mr. Vitaly Kamluk of Japan moved to INTERPOL Global Complex for Innovation in Singapore to support launch of IGCI's Digital Forensics Laboratory. He is director of Kaspersky Lab's Global Research and Analysis team in Asia Pacific region.*
- *Mr. Michael Hershman, Group CEO, International Centre for Sport Security. He is an authority internationally recognized for his expertise on matters relating to transparency, accountability, governance, litigation and security.*
- *Mr. Anish Prasad, Dy. Director, Central Bureau of Investigation, India. He created SOPs for network security, ICT Maintainence. He spoke about FBI and CBI Co-operation in Investigation.*

Mr. Khoo Boon Hui, Past President of INTERPOL (2008 to 2012 and former commissioner of Police, Singapore) also graced WAD Dinner in which Mr. Michel Hershman, a eminent member of WAD from USA and former Advisor to Interpol, Mr. Anselm Lopez, Director Strategic Relationship Directorate addressed the participants. Mr. Raj Jausha, President of Singapore Security Association welcomed delegates and promised to attend 92nd WAD Annual Conference at Delhi. Kunwar Vikram Singh, President WAD addressing the delegates said that the innovative approach of the INTERPOL to forge strategic partnership with Industry and Private organizations will help in developing better methodologies to counter terrorism in more effective ways which will assure Community Security and Crime Prevention .

He said that participation in the Interpol World Congress has given us a deep knowledge of on-going research being done by industry to develop highly effective technologies to anticipate threats of Cyber Invasions and security applications to deal with such intrusions. He further said that Cyber Security Structure require Real Time exchange of vital information among international and national intelligence agencies to ensure total security of the cyber space. He said that global organization like WAD can support governmental law enforcement organisations by providing actionable intelligence due to its on ground presence in more than 100 countries.

INTERPOL World Congress concluded with a special ceremony on 7th July, 2017 wherein Kunwar Vikram Singh, President, WAD was presented with a "Certificate of Appreciation" by Mr. Naboru Nakarami, Executive Director of INTERPOL Global Complex for innovation.

In all 52 speakers from 18 countries, 565 delegates from 47 countries/ regions participated in the INTERPOL Congress. About 226 International exhibiting companies from 34 countries showcased their products for investigative/ security requirements. About 8,362 persons attended the event from 33 countries and 682 one to one meetings between attendees, exhibitors and officials materialized.

It was a historic event and WAD's participation is the first step to establish partnership with INTERPOL and Industrial leaders in security. WAD Board's initiative and decision to attend this INTERPOL Congress & Exhibition has paved way for establishing official relationship with INTERPOL and the delegation appreciated the gesture of WAD Board – in according them a change to participate under WAD banner.




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THE COUNTERFEIT WAY TO DISEASE AND DISASTER ASIA

“Trade in counterfeit and pirated goods is a worldwide phenomenon that is growing in scope and magnitude. Globalisation, trade facilitation, and the rising economic importance of intellectual property have been fuelling economic growth on the one hand, while on the other opening up new opportunities for criminal networks to expand the scope and scale of their operations. Trade in counterfeit pirated goods also undermines good governance, the rule of law and citizens’ trust in government, and an ultimately threaten political stability.”

(OECD) PUBLICATION : 23.06.2017

The Organisation for Economic Co-operation and Development

MAPPING THE REAL ROUTES OF TRADE IN FAKE GOODS

By Sujeet Menezes

Counterfeiting and corruption are similar in many respects. Both have devastating effects on the economy, both tend to spread like an unseen cancer throughout the body politic, and both depend on statistics that placate and generate a sense of complacency in the control measures ... but the greatest similarity between the two is the mutual interest (between the perpetrator and the conscious consumer) in perpetuating the malaise. The producers/distributors enjoy their profits and the consumers enjoy the “branded items” at highly discounted prices. While this may be acceptable for the consumer who is interested to flaunt the brands, counterfeiting of medicines, for instance, can be disastrous.

The OECD publication cited at the beginning of this article reports that about 80% of consumers In India are unaware that they are buying a counterfeit item. Of the balance, studies show that majority are students and businessmen, part of which also include service people and housewives.

The International Anti-Counterfeiting Coalition has reported that the US loses \$200 billion annually due to counterfeit goods while the EU loses 250 billion Pounds; it is also estimated that around 4100 jobs are lost each year in the UK alone because of counterfeiting. The report also shows that China is the top producer of counterfeit goods in nine out of ten



analysed categories followed closely by India, Thailand, Turkey, Malaysia, Pakistan and Viet Nam. According to a study by OECD and the EU Intellectual Property Office, India leads in fake pharmaceuticals and is the fifth-biggest exporter of fake goods in the world – Delhi being the hub of counterfeit products with nearly 70% of such products originating there.



Can legislation and policing help? India has a huge umbrella of laws for protection of producers and consumers against counterfeiting and piracy. How does one implement the plethora of laws? Is it possible to have less cumbersome procedures?

A report from FICCI states that the increase in the estimated loss to 7 manufacturing industry sectors in India due to counterfeiting from 2012 to 2014 is to the tune of 44.4% and the estimated annual tax loss to the Indian government was estimated at INR 39,239 crore (US\$ 6117.5 million). According to an Indian study, the highest revenue losing industries were:

- FMCG (packaged goods) at US\$ 3.28 billion
- FMCG (personal goods) at US\$ 2.43 billion
- Auto components at US\$ 1.48 billion,
- Mobile phones and accessories at US\$ 1.45 billion
- Tobacco at US\$ 1.44 billion

Or will it help if the consumer is “educated” with regard to the hazards of purchasing counterfeit goods – to discern between the counterfeit and the genuine; to discern between flaunt-value and economic disaster?

Or can we have some simple, cost-efficient and secure solution that helps the customer (and perhaps the unwitting retailer) in the verification of goods?

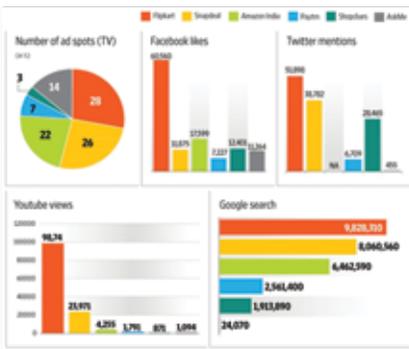


The recently introduced Goods & Services Tax has raised apprehensions in the auto industry. The industry leaders have requested the 28% tax to be reduced as they fear this high rate will lead to an increase in counterfeiting, non-compliance and under-the-radar operators.



Whatever we do (from formulating an anti-counterfeiting strategy to the effective use of features inbuilt in the product - visible or hidden, from third party monitoring, to online strategies, uniqueness in packaging-labelling-product-design, a strict supply-chain management, enforcement and detection, governmental intervention and intergovernmental cooperation, has to be done in a synergistic manner, simultaneously and vigorously. In addition, the distribution channels also need to be upgraded with the latest technological instruments like Barcode, Holograms, hidden identification marks, Radio Frequency Identification (RFID) chips and tags so that individual serial numbers on each product can be tracked and traced through the supply chain.

Can customers trust online marketplaces?



We do not have the luxury of time in choosing the “best” remedy. The urgency lies in the fact that, for instance, our consumer goods/retail sector is expected to soar by 40% (\$1 trillion) by 2020. Around 90% of this is expected to come from online purchases:

an area that is unfortunately (but predictably) proving very attractive to counterfeiters because of the anonymity provided by the Internet. Economic Times has already reported that e-commerce accounts for the third-largest number of complaints for fake and counterfeit products and e-commerce websites are therefore anxious to reassure customers that products sold online are genuine. Easier said than done, because most e-commerce giants have distant suppliers storing goods and delivering them according to orders placed. What is the scope for due diligence here? And how quickly can the courts come to some agreement on the vexatious issue of jurisdiction?

Reverting to the preventive action taken by the Govt of India, we find that the first National IPR Policy was announced in May 2016 – thus taking serious note of the situation and giving special emphasis on the need to create effective mechanisms to enforce IP Rights through administrative agencies including the Police.

In 2010, India also joined the Financial Action Task Force (FATF) an intergovernmental body which seeks to fight money-laundering and terrorist financing. Incidentally, the Force reported that the Indian rupee was the ninth most-counterfeited currency in terms of its value and stood third in terms of the number of fake notes detected around the world. India also has several central and state agencies working together, and the Ministry of Home Affairs has constituted the Fake Indian Currency Notes Co-ordination Center (FCORD) to curb this menace.

In February 2017, an Authentication Forum Conference was held to address counterfeiting concerns In India. More than 200 professionals attended. It is heartening to note that the main objective of the forum is to empower citizens against counterfeit products. The forum, says Business World, also aims to draw participation from the corporate arena by way of adoption of authentication technologies and long-term strategies to curb fake products market.

A report of January 2017 speaks of counterfeit Chinese and Indian drugs in Africa where within a span of two weeks, the World Customs Organisation (WCO) seized 113 million anti-malarial, anti-inflammatory and antibiotic tablets bound for Africa. The most significant and startling aspect of the seizures, the report says, was that 97% of fraudulent pharmaceutical products are shipped from China or India. The criminals are clearly aware of the failings of the law and its execution in different countries – and take advantage of it. Thus even documents are falsified so that the origin of the spurious material is not easily traceable.

A study published by the Department of Humanities & Social Sciences, NIT, Kurukshetra (Haryana) calls counterfeiting the “crime of the 21st century” present in almost every industry with Asia appearing to be the single largest producing region for counterfeit drugs. Ironically, in China alone the deaths every year due to fake medicines or bad quality of drugs are over 2,00,000. In 2013, it was found by Pharmaceutical Security Institute (PSI) that 124 countries impacted by pharmaceutical crime with 2,193 incidents during 2013.



The spectre of counterfeiting refuses to go away so long as those 80% consumers enjoy “branded” goods at heavily discounted prices.

BRIDGING THE DIVIDE BETWEEN INFORMATION AND PHYSICAL SECURITY

By Mark Folmer, CPP, MSyl

Once upon a time, no news was good news for a security professional.

Today, the security function is seen as a contributor to corporate success, and its leaders are often asked, “What have you done for our success lately?” It is pretty safe to say that in the past security was seen as an operational concern. Today, information and physical security have evolved into something much more strategic. That is just one sign of how the profile of security professionals has risen over the last few years. Other signs abound.

New Responsibilities, New Metrics

For example, at the corporate board level, there are now committees focused on risk and security exposure. It used to be that the corporate ceiling for security managers was middle management. Now they find themselves as executives and in the C-suite, with a corresponding widening of things that need to be secure.

These senior security managers now bridge gaps that were previously unheard of or unknown. Moreover, the general professionalization of the security function has led to its being treated as would any other business function: It is measured and accountable for performance.

ESRM vs. Convergence

The increased complexity of security issues today has also helped raise the profile of the security function. Generally, the divide between information and physical security is getting smaller. The alignment of the functions is something that virtually every security organization is either dealing with or avoiding (ostriches beware — head-in-the-sand tactics are a career-limiting position). The alignment of the two groups is often referred to as convergence.

This term and trend should not be mistaken with ESRM (Enterprise Security Risk Management). While convergence is about the industry’s structural change, ESRM is a management process used to effectively manage risks across an enterprise. The process quantifies threats, establishes mitigation plans, identifies risk-acceptance practices, manages incidents, and guides risk-owners in remediation efforts. (ASIS International CSO Center)

The Chasm

Traditionally, information and physical security were addressed separately. In my opinion, today’s trend is the second (maybe more than second) wave of convergence since I have been in the security industry.

When I first started twenty years ago, the convergence between security service and solutions began to happen: Namely, there used to be security guard people and security technology people on a physical security team. Although today people specialize, these two profiles are often found in one and the same person, and at a minimum they are on the same team.



Mind the Gap

At the end of the day, when you consider the gap between the domains of physical and information security, you cannot start with the solution in mind. You need to analyze the risk, while accounting for both information and physical security points, and then apply appropriate solutions to manage the risk. Generally, risk can be defined by this equation:

$$\text{Risk} = \text{Threat} \times \text{Vulnerability} \times \text{Impact}$$

In many cases, the common ground between the two domains is risks, assets, metrics, and resilience.

Risk assessment usually starts, of course, by identifying assets and classifying them based on their importance to the organization. In the case of convergence, assets are assets, and they can be compromised by both physical and technical means.

Business Metrics Remain the Same

Regardless of how assets are secured, the business metrics remain the same:

- How efficiently can they be secured?
- What are the mitigation measures and return on investment?
- What impact will a security issue have on the company if an asset is compromised?

In April, I was fortunate to attend the ASIS Europe conference, whose overall theme was “Going from Risk to Resilience.” Resilience is, in large part, the answer to “How does one get back to normal after an incident?” The answer, of course, ties into how well prepared an organization is for an incident, whether it be in physical or information security.

Closing the Gap with Data



In many cases, the gap between the two domains of security is measured with data. Without proper incident collection and incident management tools in place, we are eternally unsure of how our program or its individual parts are doing. For example, a security

guard force that is not electronically reporting all of its actions, activities, and influence remains essentially untracked because the vast volume of data generated by the front line is not captured.

Harnessing such data supports the risk assessment process in large part by identifying incident likelihood, and that in turn identifies what actions should be taken, how they should be

carried out, and the importance they should be given. This approach applies to a physical security solution as well as one focused on IT assets.

Measure All Solutions

All solutions applied to improve security should be measured. The measurement can be in the form of Key Performance Indicators (KPIs) and Service Level Agreements (SLAs). The data should always point to being risk – and resilience- focused as opposed to focused on a mitigating measure. If you cannot measure the activity or function, then you cannot improve it.

Communicate

The ultimate point that supports alignment between the domains of security is communication: both the communication between the security teams and the corporation as well as that within the security team. Sharing information in a structured manner can only improve the overall risk profile and level of preparedness of the company.

Work Together

What differs is the solution for protecting the asset. In many cases, the threats are not mutually exclusive, meaning that a physical security issue can affect an information system and an information system can impact physical security.



In such a case, implementing an appropriate security solution requires that you:

- Identify clearly how the two departments (usually siloed) will communicate between each other and the corporation;
- Be able to explain clearly the nature of the security threat and its implications;
- Provide data to support your proposed security solution.

With this approach to a security solution – whether the threat be physical or IT at source – the domains of physical and IT security can align, and the silos will break down. Once the security department’s goals are in harmony with corporate goals, the security team will be destined for success.

Mark Folmer, CPP, MSyI
 Vice President, Security Industry
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 www.tracktik.com

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Brandon August
Investigative Consultants International
 4800 Mallard Court
 Oakley California 94561,
 United States
 brandon@pri-eye.com

Richard Beasley
Global Intelligence Network
 2190 E. Pebble Road, Suite 150
 Las Vegas NV 89123, United States
 rbeasley@globalintelligence.net

Gregory Beavers
Beavers & Associates Inc.
 16582 Gothard St. Unit #D
 Huntington Beach
 California 92647, United States
 greg@beaversinvestigations.com

Amir Blum
Blum Investigations
 6 Bjiyalik St. PO Box 513
 Zichron Ya'akov, Israel
 blumamir@gmail.com

Christopher Booth
Palatine (R&D) Group
 Grange Bank, Grange Road,
 West Kirby Wirral
 England CH48 4DY
 United Kingdom
 chris@palatine.co.uk

Clarick Brown
Clarick G. Brown Investigations
 PO Box 8136,
 37 Avis Rd, Berkeley,
 CA 94707, Berkeley California
 94707-8136 United States
 clarick@cgbrowninvestigations.com

Stefan Dorel Bumbuc
SC Detexpert SRL
 STR. Mehedinti,
 NR. 66-68-.SC. 2, ET. 8, AP. 80
 Cluj-Napoca 400675, Romania
 detexpert@yahoo.com

Patrick Coady
Corporate Risks (1997) Ltd
 4 Bounty St Bryndwr
 Christchurch 8053, New Zealand
 pat@corporaterisks.co.nz

Joe Cully
IP Forensics Ltd
 Rathbrennan, Portlaoise Laois, Ireland
 joe.cully@ipfitt.com

Mauricio Eastman
Investigaciones Privadas
 Nueva Providencia 1945 Suite 902
 Providencia Santiago
 Regin Metropolitana 7000503, Chile
 mer@investigacionesprivadas.cl

Victor Elbeze
Universal Investigations Agency, Inc
 3505 S. Ocean Drive
 #cu-1 Hollywood, Florida
 33019 United States
 universalinvestigationagency@gmail.com

Maxime Eliassaint
King Investigation
 5762 Okeechobee Blvd
 West Palm Beach
 Florida 33417, United States
 kinginvestigation@gmail.com

Maurice Elliott
The Reliance Group LLC
 4426 Hugh Howell Rd, Suite 216
 Tucker Georgia 30084, United States
 rerservice123@gmail.com

Viktor Fersht
Guard-2
 22 Bestuzheva street, Apt.26 Vladivotok
 690003 Russian Federation
 fersht@ya.ru

Keisuke Furuno
JP Research & Consulting Inc.
 6F Toranomon Annex
 3-7-12 Toranomon,
 Tokyo 1050001, Japan
 minami@jp-rc.jp

Juan Giraldo
Horizon Consulting & Private Investigations
 Carrera7 # 128-45, Suite 202 Bogota
 Cundinamarca 12001, Colombia
 juan.giraldo@horizoncpi.com

Stephen Grossman
Sykes & Burrows
 PO Box 3527, Vilnius 1, Vokietciug. 7
 Vilnius LT-01015, Lithuania
 stephen.grossman@sykesandburrows.com

Daniel Halpin
Cybertrace
 10 Centennial Circuit, Byron Bay,
 New South Wales, 481 Australia
 accounts@cybertrace.com.au

Nick Hepworth
Bradley Investigative Services
 4629 Cass Street, #303
 San Diego California
 92169 United States
 nickbradley@gmail.com

John Hiatt
Telos Investigations
 18197 Spruce Lake Ct.
 Reno Nevada 89508, United States
 jhiatt@telos-investigations.com

Robert Hunter
Global Intellectual Property Securities, Inc.
 1489 Marine Drive
 Suite 143, West Vancouver
 British Columbia, V7T1B8 Canada
 bhunter@gipsinc.net

Rita Iacono
INCOR Informatica SRL
 Via Camillo Pilotto 95
 Roma 139 Italy
 info@incorinvestigazioni.it

Dror Ido
TSCM
 Ha'gilal 25 St.
 P.O 19191 Ariel, 40700 Israel
 dror.tscm@gmail.com

Daniel Johnson
Abdulai & Associates
 28 Charlotte Street, Freetown
 Sierra Leone
 danieljohnson@yahoo.com

Rodney Klinge
Asian Business Knowledge LLC
 PMB 1017 Box 10001
 Saipan MP 96950
 Northern Mariana Islands
 rklinge@abkpartners.com

Lucyna Kosnik-Ziembicka
Info Sources Sp. z o.o.
 Paderewskiego 7
 Poznan 61-770 Poland
 info@infosources.pl

Sergey Kovalenko
Detective Agency Svitov and Partners
 Mantulinskaya Street, House 16
 Moscow 123100
 Russian Federation
 info@private-investigation.ru

Angelo Mancini
Mancini Detective SRCS
 Via Palestro, 91 Rome, 185 Italy
 mancini@mancinidetective.it
Angelo Marroffino
Detektei MAAN
 LudwigstagBe 23,
 Speyer D-67346, Germany
 info@detektei-maan.de

Steven (Sinai) Megibow
Conflict International, Inc.
 445 Broadhollow Road,
 Suite 25 Melville
 New York 11747, United States
 s.megibow@conflictinternational.com

Brett Mikkelsen
B.M. Investigations, Inc.
 Camino de Cruces
 8288 NW 66th Street, Miami,
 Florida 33195-2857
 El Dorado, Panama
 brett@bminvestigations.com

Sheetal Nair
Detective & Security Services
 C/291, Mathuranagari
 Behind Reliance Mega Mall
 Vadodara Gujarat, 390012 India
 sheetalnairsidharan@gmail.com

Andrew Ollier
ICR Global (Cyprus) Ltd
 6 Markou Drakou Street
 Larnaca 6011, Cyprus
 andrew.ollier@icrglobal.com

Andrei Olteanu
Eagle Security International
 44/48 Cernica Street
 Apartment no. 3
 Bucharest/Pantelimon
 77145 Romania
 olteanuandrei2010@yahoo.com

Oliver Peth
Privat Investigation Service Detegere
 Neue Strae 2, Alzenau Bayern
 63755, Germany
 investigation-service-detegere@t-online.de

Natalia Mihaela Petric
S.C. NM Bond Agency S.R.L.
 Str. Ion Budai Deleanu, NR. 64
 Cluj-Napoca, Cluj 400474, Romania
 petricnataliamihaela@yahoo.com

Lisa Povill
Biometrica Systems, Inc
 6623 S. Las Vegas Blvd
 Las Vegas, Nevada 89109, United States
 lpovill@biometrica.com

Syed Rahman
Schema Limited
 Suite #12, Level #08,
 Rahmania International Complex 28/1/C
 Toyenbee Circular Road
 Dhaka Dhaka 1000, Bangladesh
 ceo@schema.com.bd

Abhishek Rami
Snoops Detectives India LLP.
 F-504, Silver Gardenia, OPP.
 Manan Auto Link
 Near Gota Circle S.G.
 Highway Ahmedabad
 Gujarat 382481 India
 abhishekrami007@gmail.com

Daniel Reiff
Dash Research & Recovery, Inc
 2105 Foothill Blvd
 Suite 105, Laverne
 California, 91750 United States
 daniel@dash.group

Chris Reynolds
Chris Reynolds Investigations
 38538 Camino Aguacero
 Indio California 92203, United States
 chris@cdrpi.com

Jared Rowe
Jared S. Rowe, P.I.
 1401 Lakeside Drive
 Suite 400 Oakland, California 94612
 United States
 rrrrowe@yahoo.com

Ramon Salazar
 8283 N. Hayden Rd.
 Suite 128 Scottsdale
 Arizona 85258 United States
 ramon.salazar@icsworld.com

Julien Sammarone
Js-investigation
 2, rue des Reservoirs
 Saint Maurice 94410, France
 julien.sammarone@js-investigation.com

Akash Saxena
TopShield Security Services Pvt Ltd
 F-344/1, Office No 202
 CH. Tara Bhawan, Lado Sarai
 New Delhi 110030, India
 akash@topshieldsecurity.com

Rakesh B. Sharma
Central Investigation & Security Services Ltd
 A-305 Wall Street-II
 Opp. Orient Club, Ellis Bridge
 Ahmedabad Gujarat 380006 India
 rakesh.sharma@cissindia.co.in

Roy Shlesinger
ASTS Gmbh
 Zilstrasse 8,
 Fallanden 8117 Switzerland
 r.shlesinger@asts.ch

Mahendra Shrivastava
SR Associates
 CM-62 Shahpura-C Sector
 Bhopal Madhya Pradesh 462039 India
 mahendra@srassociate.org

C. Pal Singh
Rapid Security & Investigations Services
 House Number - D- 57
 Sector- 40 Noida,
 Gautambuddh Nagar (Uttar Pradesh)
 201301 India
 cpsalsinghdell@yahoo.co.in

Ajay Sinha
Nexus Security Services Private Limited
 S-12, 2nd Floor Krishna Mall
 Jaipur Rajasthan 302015, India
 info@nexusjaipur.com

Anna Stowe
Anna Stowe Investigations
 4119 Wayside Lane, Suite 2F
 Carmichael California
 95608 United States
 anna@stoweinvestigations.com

Vincent Swardt
Saraband Solutions CPTY Ltd
 Crystal Park Office Park,
 Unit I, Top Floor Left
 249 Basden Avenue Lyttleton Manor
 Centurion South Africa
 vincent@saraband.co.za

Gabriel Tutu
Infoprimum Global Security
 46-48th Plevnei Street 1 District
 Bucharest 10223, Romania
 office@infoprimum.com

Ruslanbek Umarov
Detective Agency,
 Verum-Istina
 Frunze Street 300/43
 Bishkek City
 Kyrgyzstan
 umarov.67@bk.ru

Mirko Valentini
Diag Investigazioni
 Via Le Corbusier, 39
 Ravenna 48123 Italy
 diag@diag.it

Therese Van der Velden
Cothedo
 Zuideinde 9
 Landsmeer 1121 CJ
 Netherlands
 therese@cothedo.nl

Ulla Vang Christensen
CIS Gruppen
 Frederiksberg All 19A
 Frederiksberg C Copenhagen
 1820 Denmark
 uvc@cisgruppen.dk

Franco Vernacchio
CIBS.POL Ermittlungen & Sicherheit Consulting
 Bruhlwiesenstrasse 13
 Wangi TG CH-9545 Switzerland
 office@cibspol.ch

Steve Wallis
SWA Recovery and Investigation Group
 PO Box 307 Kempsey
 New South Wales
 2440 Australia
 info@swagroup.net.au

Catherine Wells
Ten Intelligence Commercial Information Services
 LLC Office 1A, P98,
 Ras Al Khor Dubai
 United Arab Emirates
 Cate.wells@tenintel.com

Jan Wenner
Tango Security & Investigations (Cyprus) Ltd.
 P.O. Box 43111
 Larnaca Airport 7130, Cyprus
 jan.wenner@tango-si.de

Stephen Williams
Hennessey Investigations Limited
 Unit 13, Pucklechurch Trading Estate
 Pucklechurch Bristol BS16 9QH
 United Kingdom
 stephen.williams@hennesseyinvestigations.co.uk

Brent Williams
Hawk Private investigations
 707 Whitlock Avenue
 Suite A-41 Marrietta
 Georgia 30064
 United States
 bwilliams@hawkpi.com

Koszczyński Wojciech
InvestProtect
 ul. Hynka 6, Gdansk, 80-465, Poland
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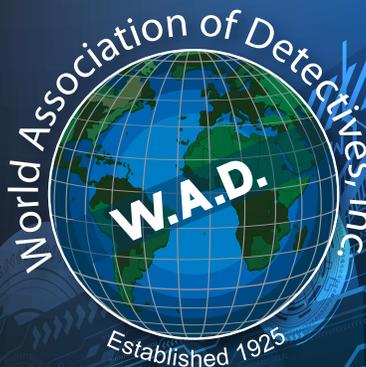
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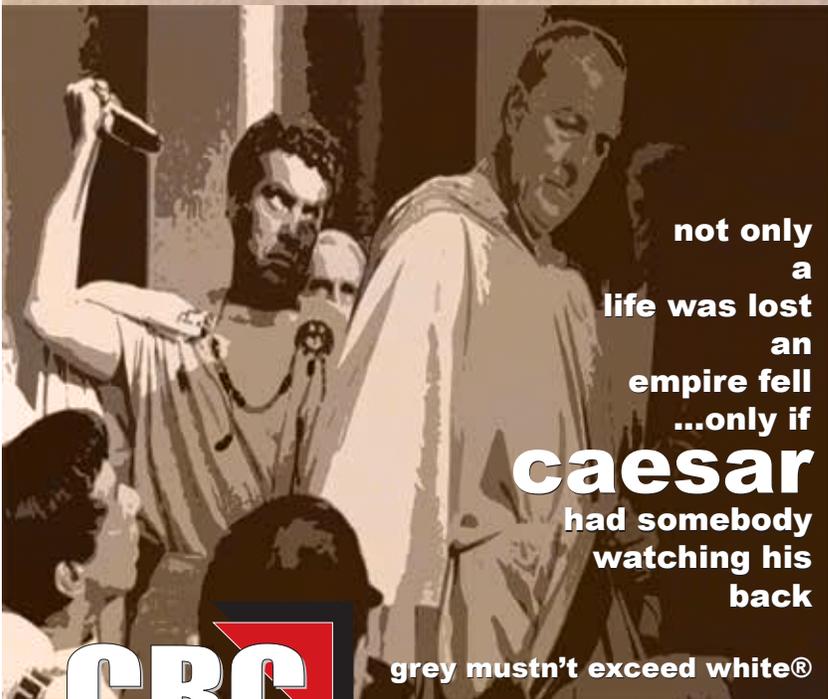


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