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# SECURITY POST

**NEWS LETTER OF CAPSI & APDI** 

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# JAAGTE RAHO



We have covered half way to our next national conference which is scheduled to be held at Banglore and this midway journey was full of interesting events and achievements. This period will be remembered as major turning point in the history of Private Security & Intelligence

Industry. Nobody among us ever thought that one day many State Government will join hand with CAPSI to recruit and train security guards for their placement with guarding companies, those were always felt starved of educated and trained manpower. Whenever guarding companies lost a contract it was invariably due to short strength or ill trained staff who could not create safe environment for the client. The Government of Punjab has started a new academy to train security guards and two batches have already passed out. The DGP of the State Police took the salute of the passing out parade. The State has already agreed to commence diploma and certificate courses for supervisory cadres and for the Security Management. The Government of Rajasthan has signed a MOU with CAPSI to establish Rural Institute of Security Education ( RISE) in each district of the State. Imagine getting well trained manpower from such institutes without spending money. This scenario will change the face of the PSI and will provide stability and growth to your business. We are in the process of having identical relationship with few more State Governments so that benefit of these CAPSI initiatives must reach to all members. Central Government is equally happy to sponsor such employment generation schemes so that National Rozgar Yojnas are effectively implemented at all levels.

Other most significant events happened during this period is the acquisition of a UK based Shield Guarding Limited by Topsgrup. Who ever thought that an Indian Guarding company will ever take over a British Security Company? Indeed a commendable achievement by Dr. Rahul Nanda. Equally significant event happened when Manjeet Rajain of Peregrine hit the tong of UK Stock Exchange by listing his new ventures Mortic, a new Security Solution Corporation. Our Rambo, BR Lohia of Eagle Hunters joined hands with MBM of Dubai to launch a facility management joint venture. A global PE major DE Shaw picked up 14% stakes of SIS of our grand master Mr RK Sinha .This is the FIRST time that a foreign hedge fund has invested in an Indian Security company. Arjun Walia joined hands with Securitas in India. It is again a major achievement. More foreign VC companies are hunting for similar ventures. All such events have created a new image for our industry. Many foreign based Investigation companies are looking for similar ventures. But all exercises are happening under the COVER. My friends, enjoy your new status and keep on making CAPSI move forward.

Kunwar Vikram Singh Chairman CAPSI & APDI

# Rajasthan Govt. and CAPSI sign MoU

Rajasthan Employment Facilitation & Skill Development Society, Jaipur run under the aegis of Department of Employment, Government of Rajasthan and Central Association of Private Security Industry (CAPSI) sign the historic MoU on the 12 May 08 during the closing ceremony of the Shekhawati Rozgar Mela at ITI Ground, Sikar, Rajasthan.

The MoU Witnesseth and it is agreed by and between the parties as under:-



Signing of MoU by Mr. M. L. Mehta & Kunwar Vikram Single

#### 1. RAJKAUSHAL

- (A) To request the Government of Rajasthan through the Department of Home to recognize the certification of the courses duly run by the CAPSI and its affiliate Institutions as per the provisions of Private Security Agencies (Regulation) Act-2005 & Rules 2006 of Government of Rajasthan.
- (B) To make appropriate financial provision for the development and operations of such training Academies / Rural Institute of Security Education as deemed fit by the state government through

RAJKAUSHAL under the skill development programme of Rmol.



Exchange of MoU Document between Kuriwar Vikram Singh & Mr. M. L. Mehta in esence of Sh. Ram Kishore Meena. Hon'hle Labour & Employment Minister of Raiasthan

- (C) To set up a joint committee of Employment Department through RAJKAUSHAL and CAPSI to evolve various schemes for the Training and Employment and to improve the skill levels of Security Professionals.
- (D) RAJKAUSHAL shall facilitate selection of security personal in public/private sector in consultation with CAPSI
- (E) CAPSI shall assist in selection of candidates for induction in training programmes as per requirement eligibility under the Act.
- (F) CAPSI shall assist RAJKAUSHAL in conducting training programmes for trainers as per the spirit of the Act. 2005.

#### 2. Central Association of Private Security Industry (CAPSI)

- (A) CAPSI and RISE assist in Planning and executing the training of the youth in Rajasthan as prescribed in the Act. 2005.
- (B) CAPSI would jointly work with the State Govt. and its agencies for capacity building of the training institutions for Private Security personnel
- (C) To consider setting up training institutions if need be in Public Private Partnership mode in the State for Security training.
- (D) To facilitate employment of trained youth in Private Security from Rajasthan with security agencies.
- (E) To take part in the Job Fairs organized by the Government of Rajasthan from time to time for recruiting security personnel.



Security Professionals Standing with Sh. Ram Kishore Meena Hon'ble Labour & Employment Minister of Rajasthan

The above MoU was signed by Mr. M. L. Mehta Dy. Chairman, RMoL & Chairman, RAJKAUSHAL Society Government of Rajasthan Jaipur. (Rajasthan) and Kunwar Vikram Singh, Chairman, CAPSI & APDI in presence of Sh. Ram Kishore Meena, Hon'ble Labour & Employment Minister of Rajasthan

# Topsgrup Acquires 51% Majority Stake of Shield Guarding Company Ltd. - A British Security Company

In the first ever overseas acquisition by an Indian security company, TOPSGRUP with a market capitalization of Rs 1000 crores (07-08) has acquired a 51% majority stake in UK's leading security service provider 'The Shield Guarding Company Ltd, one of the top 10 market leaders in United Kingdom was established in 1987 and has an esteemed clientele spanning from Walt Disney, Fujitsu, Nokia/Vertu, Master Foods, Broad gate Estates, Ove Arup, Halliburton KBR, Porsche amongst many others. The British firm offers specialized security services in the areas of manned guarding, door supervision, CCTV public space surveillance, vehicle immobilization and cash in transit. Shield currently partners with over 350 customers, employs over 2500 human capital assets and operates out of four offices in the United Kingdom. Tops Security Limited, the flagship company of Topsgrup, holds the distinction of being the first security firm in India to land private equity funding in 2007. Last year, ICICI Venture invested Rs 115 crore



(\$28 million) for 13.69 per cent equity stake, while Indivision (the investment arm of Future Group) increased its existing stake in the company from 4.94 per cent to 7.08 per cent with an additional investment of Rs 25 crore (\$6 million) taking its total exposure in TOPSGRUP at Rs 57 crore. Well known stock investor Rakesh Jhunjhunwala also owns 10.8 per cent stake in Tops and is a director on the prestigious board. Closer home, the security industry, which is being termed as the 'sunrise industry' in the corporate sector; is estimated to be Rs 2,500 crores, fragmented by the unorganized sector at Rs 1500 crore. It is growing at a staggering compound annual growth rate (CAGR) of 25 per cent, and is expected to be a dominating sector in the coming years. The security industry worldwide is currently pegged at \$141 billion that includes guarding, investigation and electronic security Dr. Diwan Rahul Nanda, Chairman cum Managing Director TOPSGRUP said.

# Rozgar Melas at Rajasthan

Rajasthan Government organized Rozgar Melas at various locations for the <u>Job opportunities for the youth of the State in cl</u>ose coordination with CAPSI.

# Rozgar Mela at Barmer

Security Agencies namely Group 4 Securicor, Tops Security Services, AP Securitas, Checkmate Industrial Guards, Rakshak Security Services, Nexus Security Services, Checkmate Industrial Services Pvt. Ltd took part in the Rozgar mela organized by the Department of Employment & Labour, Rajasthan at Barmer for the youth of that area to avail the opportunity for their employment. Approximately 1,500 appointment letters have been issued to the youth by the Security Agencies for employment with them.

# Rozgar Mela at Sikar

Shekhawati Rozgar Mela mainly for the placement in the Security Agencies was organized by the Department of Employment & Labour of Rajasthan State at Sikar. Kunwar Vikram Singh, the Chairman along with Mr. Mahesh C Sharma, Secretary General, Col. Jagat Trikha, Executive Director and Mr. C B Joshi, Chairman CAPSI Uttrakhand Chapter with 31 Security Agencies from all over the Country took part in this mega Security Employment Fair. The Security Agencies have issued the appointment letters to approximately 7,000 youth of Rajasthan.



Sh. Ram Kishore Meena Addressing the Rozgar Mela Participants

Security Agencies, who took part in the Shekhawati Rozgar Mela are Guardex, Security Services, Premier Shield, Mac Security Services, Elite Security Services, Lead Security Services, Lionard Security Services, The People's Choice-Terrier Security Services, Checkmate Industrial Guards, Group 7 Guards, ZeeTen Security, Private Eye, Rakshak Security, Suraksha Guard, Force Tech Security, Guardwell Security, Checkmate Industrial Services Pvt. Ltd, Central Investigations and Security Services, Nexus Security Services, Tops Security Services, Scientific Security Management Services, ISS & Protex, Group4 Securicor, Servel Security Services, GI Security Services, Shiva Industrial Security, SIS India Ltd. Eagles Hunters, Aryans Security Services, Secure Services and SKN Safety Wing Pvt. Ltd.

The closing ceremony was presided over by the Hon'ble Labour & Employment Minister, Shri Ram kishore Meena ji, who complimented on the role of CAPSI in assisting the State Government in organizing these Rozgar Melas at various places of Rajasthan. The Hon'ble Minister also welcomed the statement of the CAPSI Chairman to offer the jobs to the 50,000 youth of Rajasthan through the Security Agencies during the year. Shri Meena applauded the signing of the MoU between the CAPSI and the State Government and wish for the success of the MoU in the time to come.

# Mewar Rozgar Mela at Udaipur

Mewar Rozgar Mela for the recruitment of the youth was organized on the 23 May 08 at Fateh Senior Secondry School at Udaipur, where in the Security agencies like Guardex Security Services, New Delhi, Checkmate Services Pvt. Ltd,Baroda, Scietific Security Management Services, New Delhi, Tops Security Services, Jaipur, Checkmate Industrial Guards, Noida, SIS (I) Ltd, New Delhi, Nexus Security Services, Jaipur, Checkmate Industrial Services Pvt. Ltd, Pune, Lead Security Services,Jaipur, Securitrans India pvt. Ltd, Udaipur, Manpasand Manpower, Ahmedabad, SRT Innovation



Services Pvt. Ltd, Jaipur, and GI Security, Ahmedabad took part. Mr. Mahesh C Sharma, the Secretary General of the CAPSI & APDI participated in the Rozgar Mela at UdaiPur, which attracted more than unemployed youth from the near by areas for their employment in various disciplines. It is estimated that approximately 3,500 appointment letters have been issued to the youth by the Security Agencies, who took part in the Rozgar Mela at Udaipur. The Mewar Rozgar Mela was also attended by Shri. Arjun Lal Meena, MLA, Udaipur, Mr. Lalit K Panwar, Principal Secrretary, Department of Employment & Labour, Govt. of Rajasthan and Shri Alok, District Collector of Udaipur besides other senior officials of the State Government.

# "CRIMINAL PROFILING and INVESTIGATIVE ANALYSIS"



On 1st May 2008, A c a d e m y o f Investigation and Intelligence Management organized the seminar at Shri Ram Hall, PHD Chamber of Commerce, New Delhi. Ms. Pat Brown, Investigative Criminal Profiler and C E O o f The Sexual Homicide

Exchange, USA was the main speaker. She is also the originator of CAPTURE (Coaliation for Apprehending Predators Through Using Resources Effectively). She is the most renowned authority of the world on the subject of Criminal Profiling and Investigative Analysis. She also trains Police and Private Investigators and the author of hundreds of articles and books. She is a celebrated TV commentator and she keeps appearing on Discovery Channel Documentaries and Cable TV Shows. She described the profiling strategy to pinpoint and trace an elusive criminal. Case Studies of important murders, rape and serial killings were presented by her.

Se strategy evolves around inspection of crime scene, interpretation of clues and the testimony of witness in preparing personality portrait of the elusive criminal. Other prominent speakers were Mr. K. Madhavan, Joint Director CBI (Retd.), Mr. O.P. Chhatwal, DIG CBI (Retd.), Prof. M.Z.Khan, President, Indian Society of Criminology. Mr. V.M.Pandit, CEO of AIIM spoke on "Professionalising Investigators - The role of Criminal Profilers." India Safe was the media partner and M/S Lancers Network sponsered the lunch.

The seminar was attended by private investigators, Students and Faculty members of Criminology and representatives of Corporate Houses. Mr. A.K. Verma, former Chief of R&AW graced the seminar.

# **Eagle Hunter JV with MBM, Dubai**

Dubai-based Modern Building Maintenance has entered India through a joint venture with Delhi-based Eagle Hunter Solutions to provide facility management and waste management services. The JV, Eagle Hunter MBM Facility Management (EHMFM), would be initially investing 20 million UAE Dirham and put in any amount required for further expansion, Modern Building Maintenance's (MBM) xecutive Director TSM Sadaq Jalal told PTI here today



MBM is an ETA-Ascon Group company that has interests in engineering, power projects and construction and shipping apart from facility management, which is rested on MBM. TA- Ascon's annual turnover is in excess of two billion dollars. MBM has 55 per cent stake in EHMFM. A major player in the facility management space in UAE, MBM offerers a complete range of cleaning services for residential, commercial and hospitality projects or units.

"The facility management concept is fairly new in India. We want to be the leading player in it," Tej Raj Lohia said (MD Eagle Hunter Solutions Limited), adding that from the facility management business alone EHMFM aims to clock Rs 100 crore turnover over the next two to three years.

Tej Raj said the JV company would roll out its services in the top metros initially and then gradually take the services throughout the country.

"The market is hot. But, we want to wait till we have adequate manpower to cater to our service throughout India. We will be carefully selecting people and train them in our own academies before employing them," Tej Raj said.



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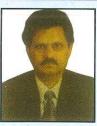
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#### **Notes From Secy. General**



Friends

APDI and CAPSI is working hard to make a mark by providing solutions to the Government's biggest problem i.e. UNEMPLOYMENT.

Here at CAPSI /APDI Secretariat, we are burning midnight oil to solve the problem of Shortage of Qualified Security Personal and Guards for the Industry. This shortage affects the smooth running of SECURITY BUSSINES.

This month at Rojgar Mela at Sikar, Rajasthan we've signed MOU with State Government assuring them to provide substantial no. of Employment opportunities to the Youth. State Govt has assured us to provide Trained and educated youth which can be groomed according to our standards.

A very special Thanks to the Chairman and CAPSI/APDI team. I also appreciate excellent co-ordination skills of Col. J.R. Trikha for the co-ordination with Government Departments and State controlling Authority for the successfully managing Rozgar Mela and making it a Calendar event for the respective State. The Educated and Motivated youth will look forward to make his career with Security Industry and Industry will be able to overcome the shortage of trained and Educated Security personnels. All the best.

Mahesh C. Sharma Secretary General CAPSI & APDI

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# **Punjab Trains Youth For Private Security Jobs**

# The Tribune interviews DGP Punjab

Youngsters trekking it to the state police headquarters here only to read the almost permanent sign stating "Bharti band hai" can now hope for being gainfully employed with the Punjab police initiating a social welfare scheme to train rural youth for employment in the private sector. The move has already seen results with the first batch of 250 rural youth getting two-month training at the police centre at Jahankalan in Hoshiarpur district. The second batch of trainees started their course even as the Punjab police is on the way of establishing a security training institute at Jahankalan.



DGP N.P.S. Aulakh told The Tribune that the idea had originated following a meeting between the CAPSI and Chief Minister Parkash Singh Badal. He said the organisation had requested that police help in training youth for security services as the government has made it mandatory for the security agencies to employ personnel who have passed a certified test.

Aulakh said CAPSI, while citing the increased demand for private security personnel, had projected a demand for 50 lakh such personnel in the country in the coming years. He said trained security personnel were also in demand in West Asia and security training taken by them could help them in procuring jobs abroad. The security agencies that had advocated setting up of the training course have already come forward to offer jobs to the candidates who have taken the training. Most of the candidates have been offered placements in the region as well as other states. The course is open to unemployed graduates also, as CAPSI has promised supervisory jobs for those with better qualifications. The candidates have been trained in wielding weapons, handling emergency situations, including crisis situations like a bomb blast, besides training in handling of metal detectors and basic communication and computer skills.

The Punjab police is gung-ho about the initiative and the Chief Minister has chipped in by allocating 10 crore this year for the establishment of a separate security training institute at Jahankalan through the Punjab Infrastructure Development Board (PIDB). The trainees only have to pay for their uniforms while their boarding and food expenses will be borne by the state.

# Mortice gets listed on London Stock Exchange's Alternative Investment Market



Mortice Limited, the parent company of Tenon Property Services Pvt. Limited, an Indian-focused integrated project delivery, property and facilities services corporation listed on the alternative Investment Market ("AIM") of the London Stock Exchange on 15 May 2008.

Mortice Limited is a security and facilities management company based in India which operates through its subsidiaries Tenon Property Services and Peregrine Guarding. Established thirteen years ago, Peregrine provides security services to a client base of over 450 customers and

has a pan-India presence for the provision of manned guarding operations in 51 locations in 19 out of tl 28 Indian states. The company's clients are in a wide range of business sectors including information technology enabled services, telecoms, manufacturing, pharmaceuticals, banking and healthcare.

Mortice has raised a total of £ 5 million (Rs. 40 Crores) through a placing at 65p giving a market capitalization of approximately £ 31 million (Rs. 248 Crores). Post listing, Mortice proposes to deploy the funds raised to support Tenon's initiative to enhance its operation's capability and reach. It is also intended to give Tenon the flexibility to grow via strategic acquisitions in the facilities and project management sectors. Commenting on the admission to AIM, Major Manjit Rajain, Executive Chairman of Mortice said, "Since starting the company thirteen years ago we have expanded our services both in terms of geography and in the range of services we offer"

Jermyn Capital Partners PLC is the Nominated Broker and Grant Thronton Corporate Finance is the Nominated Adviser to the company. Mortice is incorporated in Singapore and has leading personalities namely Arun Duggal and Keith Hellawell as Non-Executive Directors.

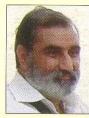


#### Important Announcement

The Meeting of the Governing Council members has been fixed for 16 June 2008 at Raunaq room of the PHD Chambers of Commerce and Industry, PHD House, New Delhi from 1100 hrs to 1700 hrs.

# ROZGAAR MELAS - The Backbone Of The Service Industry

-by Lt Col (Er) S. Kaul, FIE, (Retd)



The Rajasthan Govt organized the Shekhawati Rozgar Mela in collaboration with CAPSI & APDI, at Sikar, Rajasthan, on 12th May 2008, under the able administration and guidance of Hon'ble Chief Minister Smt. Yashodhara Raje. It was the first of its kind in the country. The entire exercise was an extremely successful one, gave excellent results and was exceptionally encouraging. It now seems, as if, a major platform has been devised with satisfaction, for the Rozgaar Needy and the Rozgar Providers, to come to the fore, not only in one State, but across India, not only in India, but in the entire World.

The complete affair in the end resembled a real 'Pratham Pag' (First Step) in the direction, which every body in the Private Security Industry had been groping in the dark for a very long time. The solution and the message now seemed to have reached every provider's doorstep that is 'Reach the Source', wherever it is, and whenever you can!



Aspirant Youth, For Employment During The Rozgar Mela At Sika

In Hindi we quote at times, that is "Payasa Kuyen Ke Paas Jata Hain" and not the vice versa. But the Sikar Rozgar Mela has proved it to be otherwise. The message is very clear now, that even in the Service Industry, life is a two-way traffic. This was in turn very wonderfully elaborated by Mr. M L Mehta, IAS, Deputy Chairman, 'Rajasthan Mission on Livelihood' (RMoL), explaining that when an idea to organize such a Rozgaar Mela at Rajasthan was mooted, how he felt elated in thinking that, if he now acts like a priest (Purohit), it will help not only hundreds, but thousands and may be hundred thousands in the times to come. His explanation was well crafted and invited an extensive applause, when he painstakingly explained his role in the Rozgaar Yojna and likened it a Purohit to a 'Dulha & Dulhana', who brings the two of them on a common platform and gives them directions through various mantras to start leading a preferred life, and which is then up to them thereafter, to make it as fruitful as it can be.

Mr. Mehta explained that the needy does not exactly know where to go and look for an opportunity in the first place, and that the Security Agencies may also be waiting for the right candidate and in the process losing a lot of precious time. Hence, this common platform, herein created will help both the needy and the provider to come together for a fruitful & meaningful working and livelihood. He further narrated that how an advanced State like Gujarat in Infrastructure and otherwise too, after coming to know of our plans of holding such Rozgar Melas in Rajasthan, has been knocking at the doors of our Govt to pick up the essentials of this noble & effective idea for implementation of the same in their Gujarat State, in the near future.

Mrs. Rajpal, IAS, District Commissioner, Sikar District, spoke about the importance of the enthusiastic support by CAPSI in furthering the cause of assurance of employment of the youth in her district, and commended the efforts put in by CAPSI in making the whole affair a great success.

Sh. Ram Kishore Meena, Hon'ble Labour & Employment Minister of Rajasthan, spoke at length, and gave a brilliant analysis and insight of the budgetary allocation, which came through the good offices of the Hon'ble Chief Minister, and due to her intervention, that such Rozgar Melas are going to be great successful ventures by his Ministry as per his Chief Minister's Agenda and the concern of his State's youth. He repeatedly appreciated, and with great enthusiasm, the initiative taken by CAPSI under the leadership of Kunwar Vikram Singh, Chairman, CAPSI, and Mr. Mahesh Sharma, Secretary General, CAPSI and his team at Delhi.

The thundering words of Veteran Kunwar Vikram Singh from the dais echoed the spirit of CAPSI, that this highly successful initiative by both the Govt of Rajasthan and CAPSI, has now taken the shape of a 'Beacon', ensuring that the Rajasthan Govt now remains as a leader in the Country, for this joint effort of creating & providing job opportunities not only in one district or the entire State of Rajasthan, but in the entire Nation. This invited a loud applause, especially from among the youth gathered there. Kunwar Vikram brought out the fact that presently there are about 50 lakh Security Personnel, double the combined strength of Army, Para-Military, Police in the Country, and that this demand was growing @ 25% annually. He even advised the young crowd, that like the Army, they have tremendous inbuilt promotion avenues in the Security Services in the civil too, wherein they can easily move up the ladder from being a Security Guard to the posts of Assistant Managers, and Managers in a reasonable time frame. This process would help them to develop their own personality too, enabling them to protect the interest of their respective families in the times to come. This message was very loud and clear, leaving no doubts in people's minds, while many dignitaries on the dais shook their heads in affirmation.

The Chairman further assured that in next five years or so, at this rate, hundreds of thousands of youths could be recruited from the State of Rajasthan alone, and that our joint effort would remain alive till we achieve our collective aim to fulfill the aspirations of our Worthy Chief Minister, Mrs. Vasundhara Raje. As is said, it is a team effort which ultimately yields results, hence credit goes to all the 31 Security Agencies who participated having come from all over the Country to include Punjab, Delhi & NCR, Hyderabad, Bangalore, Pune, Mumbai, M.P. etc. More so giant Corporate like Infosys etc. flew in their senior executives from Bangalore to attend the Rozgar Mela in support of their Security Providers across India. The success of the Rozgaar Mela lies in the enthusiasm shown by over 2000 Ex-Servicemen and substantiated strength of more than 10.000 civilian youth who started swelling right at the start of the Mela having come from far flung areas of Sikar District, and remained busy through out the day, filling Registration Forms with not only one organization, but with many more.

The Hon'ble Chief Minister's endeavor to open the flood gates for the youth of her State to even fly across Indian Boundaries is colossal, a prominent example is of a carpenter of her State who was given an on the spot appointment letter for his Rozgar in Canada. Many Agencies likewise gave a number of Appointment Letters on the spot to many candidates selected the same day, besides thousands having been registered during the one day Mela. I happen to ask one such seeker as to how many places he has registered his name! Straight came his reply...definitely more than 10 Agencies, Sir. I couldn't believe my ears. I realized then that this individual now has choice of 10 agencies to work with. In other words it can be said that, now not just one opportunity, but 10 such opportunities are knocking at his door, and that in the times to come he is bound get Rozgar after Rozgar i.e. should one fail, he has a sure chance to carry forward his requirement to the next in the row, in his favour. This message must go to the Hon'ble Chief Minister Mrs. Vasundhara Raje, for the credit goes to her, where in so many souls must be showering their Blessings on her, it is an unimaginable thing to happen.

Amazingly, the whole Mela was organized so peacefully & efficiently and almost parallel to a large scale Army Recruitment Camp was worth experiencing. In a manner it set the ball rolling in the Country to meet the demand and supply of the Services being rendered by various Security Agencies across the Country. The whole show thus culminated with cheers and applause from one and all, and many enthusiastically posing for group photographs on the dais, so as to be part of this historic event, towards 'Mega Goal Setting' by the Rajasthan Govt & CAPSI combined, for a much needed noble cause in India at large!

# **TOPSGROUP Acquires GUARDWELL**

TOPSGROUP's inorganic expansion journey has commenced with the acquisition of Guardwell Detectives Private Limited, a reputed manned guarding brand in Southern India. This strategic acquisition has strengthened the TOPSGRUP©SM leadership in Southern India and has catapulted TOPSGRUP's business in Southern India from the current 4th market slot to the 2nd position.

Guardwell which was established in 1987, partners with over 350 customers some of which includes ITC, Genpact, Mindtree, ABNAMRO, ING Vysa, i-flex, Satyam, Oracle, etc. Guardwell progressively employs 4700 human capital assets and operates out of 6 offices in Southern India with Bengaluru as its headquarters. Guardwell is projected to achieve revenues in excess of INR 375 million in 2008-09. The Managing Director of Guardwell Detectives is Mr. Vishwanath Katti, a pioneer in the field of security in Southern India.



Dr. Diwan Rahul Nanda with Mr. V. V. Katti

With this strategic acquisition, TOPSGRUP©SM will have a combined strength of over 10,000 human capital assets in Southern India. The projected revenues (2008-09) for TOPSGRUP©SM Southern India combined with Guardwell would be in excess of INR 800 million. The existing customers of Guardwell would benefit by virtue of additional professional expertise like Cash Management Service, Emergency Response, Investigations, Close Protection, Facility Management, etc being made available to them. Besides, the customers and the employees of Guardwell will also be comforted that Guardwell now a part of TOPSGRUP©SM.



# **Achievement & Recognition**

#### Lohia Gets Facilitated

It's a matter of pride for all of us to rejoice this great moment. The Managing Director, Eagle Hunter Solutions Ltd. Mr. Tej Raj Lohia has been facilitated and given an award "Security Services Man of the Year" by a Business Magazine called "Business Sphere" as per their



Dr. Farooq Abdullah Handing Over The Trophy To Mr. Lohia

Press Release. The award ceremony function was organized at Ashoka Hotel, New Delhi where the guests of Honour were celebrated dignitaries Shri Oscar Fernandes (Hon. Minister State Independent Charge, Labour & Employment), Dr. Farooq Abdullah (Member of Parliament and Dr. GVG Krishnamurthy (Former Election Commissioner).

#### Vision gets "Excellent Security Agency" Award

Mr. Sunil Duggal, Managing Director of Vision Security India Ltd. was awarded "Excellent Security Agency" award on 05 May 08 for providing the excellent security for film star Aamir Khan, who participated in Olympic Torch Relay at New Delhi.

### Hi-tech Vault of SIS Inaugurated

Mr. U K Sinha, CMD
UTI Asset Management
Company inaugurated
first State of Art Modular
Currency and Bullion
vault of SIS at Okhla
Phase I, New Delhi on
29th May 2008. I am
confident that this SIS
initiative will set a new
benchmark in cash
management services",
Sinha said on the
occasion.



Mr. U. K. Sinha Inaugurates SIS Vault

## ZeeTen gets ISO Certification

M/s ZeeTen Security and Detective Services, an active member of CAPSI, New Delhi, has been awarded an ISO 9001-2000 Certificate, for their Quality Work in the State of Maharastra during the year 2007. M/s ZeeTen Security also claims that they are the youngest DGR (Directorate General Resettlement) sponsored company to get this Certification, in a record time of its operation, of less than 5 years after its Registration, with DGR, R.K.Puram, New Delhi in May, 2003.

## **National & International Activities**

- Safe World 2008 will be held at Palace Ground, Bangalore, India from 12 to 16 June 08. For more details, please visit www.safeworld2008.com.
- Tran Sec World Expo 2008 will be held at PTA Centre, Amsterdam, Netherlands from 25 to 26 June 2008. For further details, please visit www.transec.com.
- 3. NZ Security Conference & Exhibition 2008 will be held at Sky City, Auckland Convention |Centre, New Zealand from 25 to 26 June 2008. For more details, please visit www.security.org.nz/eve.
- Security World Expo 2008 Coex will be held at Seoul, South Korea from 25 to 27 June 2008. For further details, please visit www.secuexpo.com



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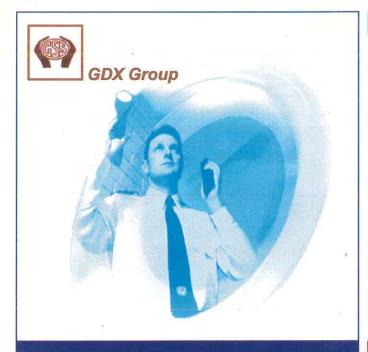
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#### Notes from the ED's Desk

It is heartening to share the positive comments from our members of the CAPSI & APDI on the SECURITY POST. Encouraging comments on the design and the contents of the SECURITY POST have also been received from the Security Professionals, who have received the copy . I am not only sure but confident that most of you would like to show case your businesses through the subsequent issues of SECURITY POST, which



will find the place in the offices of the National / Multi National Companies, Embassies / High Commissions, Government Offices at the Centre and States, Central Police Organizations and the Members of the PHD Chamber of Commerce & Industry besides Security/Detective Professionals and Agencies.

Happy reading and best of luck for your business ahead.

Col. Jagat Trikha Executive Director CAPSI & APDI



### Best Wishes On The Birthdates Of The Members

We would like to extend our best wishes to our esteem members, whose birthdates fall during the month of June 2008:-

03 June.	Dr. N. Madhu, Managing Director, Gautam Detective and Security
	Services, Tambaram West, Chennai.
04 June.	Major. G I Pattabiraman, Senior General Manager, Globe Detective
	Agency, Chennai.
04 June.	Mr. Mukesh Kumar, Director, M. K. G. Security Services Pvt. Ltd,
22.2	New Delhi.
10 June.	Mr. R. Srinivasan, Managing Director, Chennai Professional Security
	Solutions Pvt. Ltd. Chennai.
13 June.	Mohd. Aslam, Proprietor, Target Detective and Security Force,
	Davangere, Karnataka.
13 June.	Mr. Pradeep Bakshi, Director, Bakshi Security & Personnel Services
	Pvt. Ltd, Mumbai.
14 June.	Mr. T.R.Rame Gowda, Proprietor, Excellent Security & Detective
	Services, Bangalore.
15 June.	Ms. A.M.Malathi, Director, Star Detective Bureau of India, Chennai.
15 June.	Lt.Col. Ajit Singh Malhi, Director, Sanchi Security Company Pvt. Ltd,
	Chandigarh.
19 June.	Mr. Subhash Wadhawan, Executive Director, Universal Bureau of
	Investigation (Manpower- Guarding Division), New Delhi.
21 June.	Mr. Agni.M, Managing Director, Agni Investigations India Pvt. Ltd,
	Hubli, Karnataka.
23 June.	Mr. K.V.Churchill, Director, Bureau of Indian Detectives & International
20 00.10.	Investigators, Chennai.
25 June.	Mr. K.P. Nagesh, Managing Director, Uniq Detective & Security
LO GUITO.	
05 h	Services Pvt. Ltd, Bangalore.
25 June.	Mr. U. Chitti Bhupala Varma, Joint Managing Director, Arjun



26 June.

26 June.

28 June.

For More Details, Please Contact -Col. Jagat Trikha, Executive Director, 09810797556

Investigation and Security Services Pvt. Ltd, Dwarka Nagar,

Mr.Elango.P, Managing Director, Ceekay Intelligence Detectives Pvt.

Mr.Bibhu Bikash Mohapatra, Managing Director, Neelachal Security

Capt. Ravindra Sharma, Propietor, Excel Security, Gurgaon, Haryana.

Visakhapatnam, Andhra Pradesh.

Services Pvt. Ltd, Bhubaneshwar, Orissa

Ltd.Ekkaduthangal, Chennai.



Association of Private Detectives and Investigators
Central Association of Private Security Industry

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