



# BYERS

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## SECURITY SOLUTIONS

### INTRODUCING BYERS SECURITY SOLUTIONS



"Operating with Absolute Integrity"

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# Becoming Byers Security Solutions



- Established in 1989 in the Western Cape, successfully operating for 30 years, making us one of the oldest privately owned companies in Goodwood.
- Byers Security operates within the residential, housing estate, commercial, industrial, construction, retail, government, education etc. sectors.
- Services expanded over the years to ALL Sector Guarding, Remote Monitoring, Armed Response and ALL type of Security Technology Systems.
- Acquired a Maxidor franchise in order to offer our clients top quality physical security measures.
- Byers Security Solutions is proud to be certified as a level 3 BBBEE contributor, a SASSA gold member, SASSETA approved, in good standing and compliant with PSIRA, SARS, PAYE, UIF and COID
- We have our own 24 hour control room and remote monitoring centre at our head office in Goodwood.
- All our senior management is locally based and head office is directly involved with all operations

# Byers History

About Byers Security Solutions Byers Security Solutions is a Western Cape based company focused on building relationship with our clients, old and new, as we endeavour to make their everyday safety our priority and their pleasure.

The success of our service over the 30 years of our existence has been the fact that we choose to build a bespoke solution for each client's unique needs and circumstances as well as cultivating personal relationships with our clients and personnel – knowing everyone by name rather than by number.



The company was started in 1989 by James Byers as Byers and Associates CC. In 1999 Niel Rossouw joined as Marketing Manager and became a Member with 20% interest in 2005, all the while learning the trade and building relationships through the mentorship of Mr Byers. In 2009 Niel became the Sole Member. Today Niel is the proud CEO and looks after sales and client relations.

In 2007 Lynn Consul joined Byers as Financial Officer and became a Member with 26% interest in the business, in July 2012. Today Lynn is the Financial Director and oversees the Head Office's administration



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# Byers' Integrity

Our mission statement is "Operating with Absolute Integrity" and this is reflected in our mutual trust, open and fair dealing with our clients and our security personnel. The two directors are hands-on involved in the everyday running of the business and lead the rest of the team in Being Byers. Our brand values direct our everyday decision making and actions and they are:

- **Established** – A company that has stood the test of time, is traditional in its approach with solidly laid foundations.
- **Dependability** – A trustworthy, honest, realistic and reliable partner for our clients and personnel and is not shy of going the extra mile. We are approachable and aim to please.
- **Care** – We have a big heart and are not ashamed of showing people how much we care. We work with people from all walks of life but share the same vision – a desire for everyday safety so that we can enjoy life with our loved ones.
- **Passion** – We have contagious energy for our work and projects and we believe it is this fun, outgoing, spontaneous and young at heart spirit that lends positive word of mouth to our growth. Part of our successful and long lasting relationships is our relational approach that complements our dedication to the security trade.
- **Boldness** – We embrace change and jump into projects with full force by getting our hands dirty and exercising courage on various levels.
- **Class** – The classy touch makes us refined and professional, approachable, transparent and humble because we have nothing to hide and we are proud to BE BYERS.



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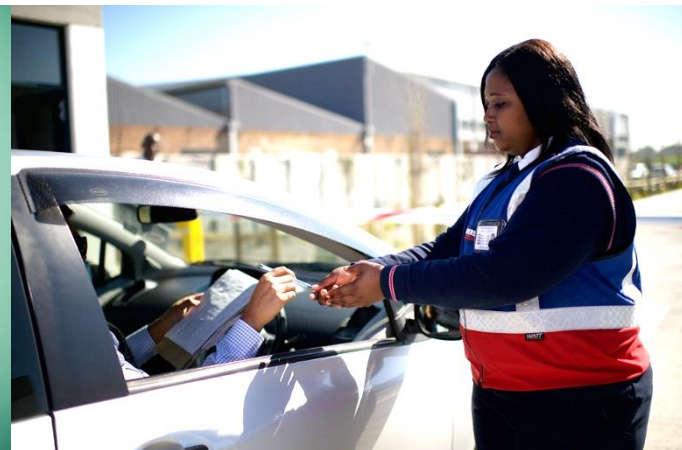
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# Byers Values



- Proudly 100% South African owned company with all shareholders directly and passionately involved with all operations.
- Living out the Byers values is a way of life, values such as integrity, passion and care guide our operational approach.
- We foster values that help us reach unsurpassed service levels.
- Our management team is a treasure of experience in depth and breath – by combining complementary expertise of security operations, service and marketing and financial management Niel and Lynn form the perfectly balanced team. We are a Cape Town based company with our directors all based in Cape Town.
- During the past 30 years we have chiselled the art of providing the appropriate calibre security officer on premises where interaction and public relations form part and parcel of the service experience.
- The most valuable experience, though, comes from pooling the experience of our management team's past endeavours, as they are the people who will drive this well-oiled machine to deliver the superior and personalised service we are well known for.



# Byers Services

Whilst we endeavour to have everything going 100% from the start, we understand that we work with the human element resulting in problems along the way. The differentiating factor with Byers security Solutions is our approach in expecting the problems and rectifying immediately once they are identified.

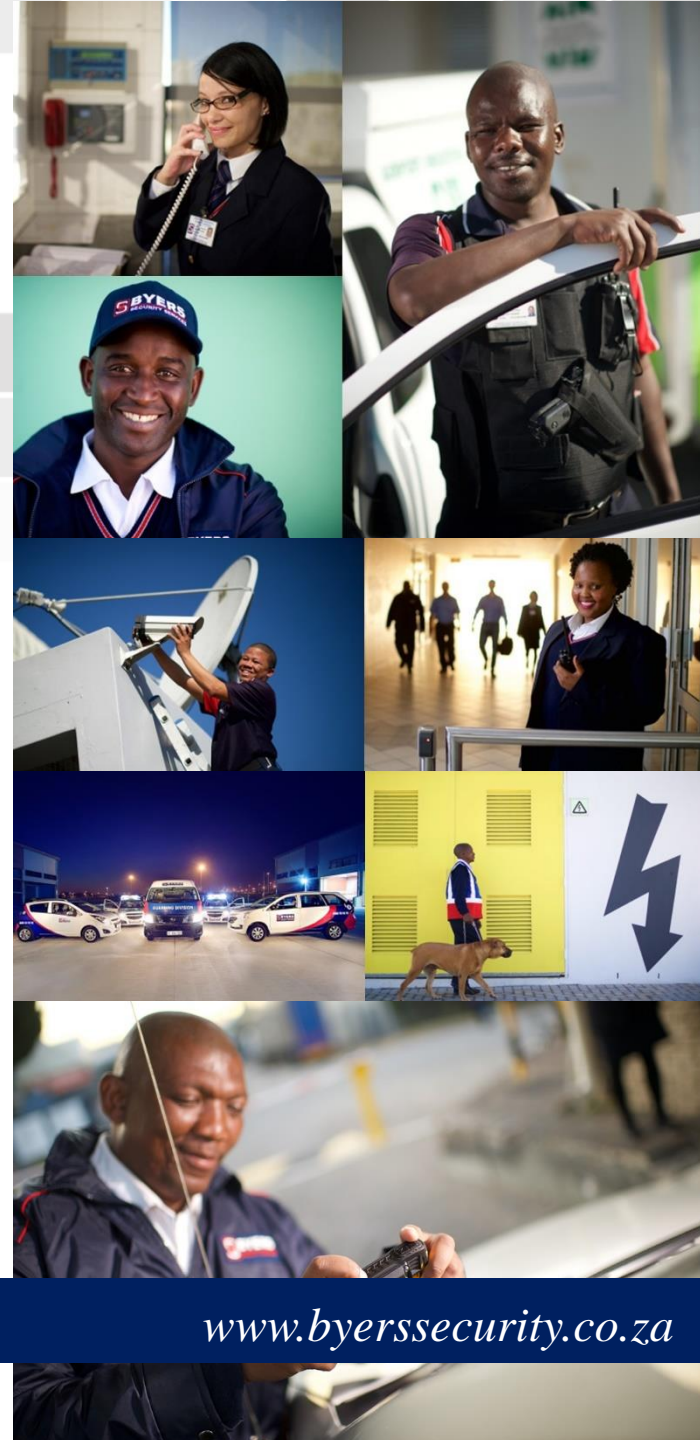
Our management team has years of experience, passion for the industry and a value driven approach based on building a partnership relationship with our clients, suppliers and staff.

Byers Security Solutions aims to offer clients the optimal combination of people and technology: We construct a holistic security solution for each unique client by using all the security elements in our armoury belt. With our wide range of products and services implemented through the eyes of years of experience and industry specific knowledge, we have the building blocks for your everyday safety and it includes:

- All Sector guarding
- Armed & unarmed security officers
- CCTV monitoring & installation
- Alarm Monitoring & installation
- Risk Management & Assessment
- Health & Safety representation and implementation
- Loss prevention & stock management
- Investigations
- Polygraph tests
- Undercover Investigations
- Dog Handlers



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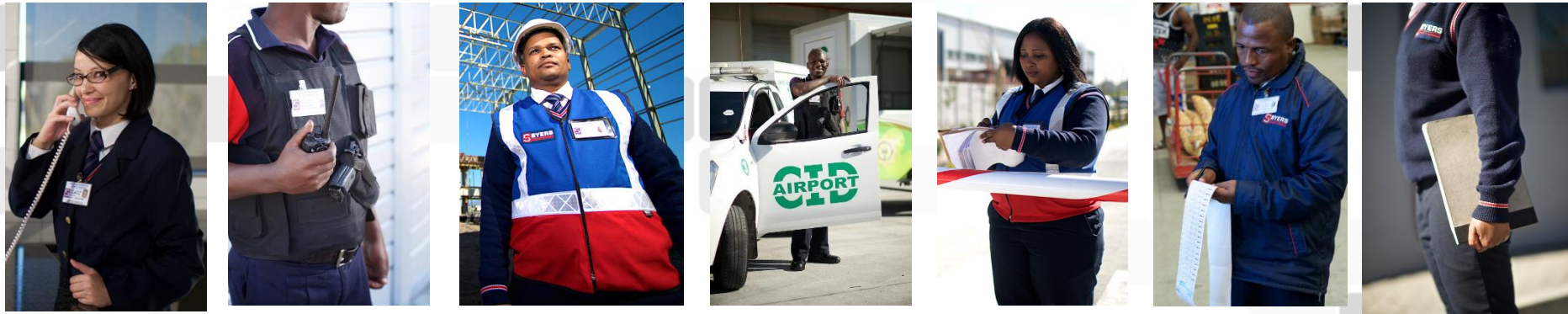


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# Byers Presence

Byers Uniforms and vehicles do not only represent our brand but also the sector they operate it. Branding and clothing are therefore specifically chosen to fit in with the environment.



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# Byers Technical

Byers Security Solutions aims to offer clients the optimal combination of people and technology: We construct a holistic security solution for each unique client by using all the security elements in our armoury belt.

With our wide range of products and services implemented through the eyes of years of experience and industry specific knowledge, we have the building blocks for your everyday safety and it includes:

- Access Control Systems • CCTV optical & thermal cameras • Biometric systems • Alarm Systems • Turnstiles & booms • Electric fencing • Fence solutions • Gate automation • Perimeter detection • Video Analytics • Home / Office automation



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INSTANT COMMUNICATION SOLUTIONS

STAFIX™  
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IDS  
INHEP DIGITAL SECURITY

Maxidor

B BETA FENCE

HIKVISION

FLIR®

COMMAX  
SmartHome & Security

P R D O X®  
SECURITY SYSTEMS

CENTURION

DAVANTIS  
Smarter thinking in video analytics

E.T.  
SYSTEMS  
SECURITY PRODUCTS SPECIALISTS

VIEWPROTECT

FSK™  
ELECTRONICS SA (PTY) LTD



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# Byers Training & Development

Security personnel will receive initial and ongoing training and motivation by our Training Manager and supported by our Byers Skills Development College. Byers Security Solutions has added a “Being Byers” module to our Training Programme. Living out the Byers values is a way of life and not a process that should be switched on and off. In character, thought, ethos and habit, it embodies who we are how we react to daily incidents. Values such as integrity, passion and care guide our operational approach. To us integrity is doing the right thing even when no one is watching.

## Soft skills training include:

- Customer service skills
- Industrial relations
- Communication skills (including report writing)
- Basic health and safety awareness training
- Access control and searching procedures
- Site specific job descriptions training
- Emergency procedures (bomb threats, rioting, fire, armed, snake handling, robberies etc.



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# Byers Training School – Sub Division

# EXCEL-SEC cc



www.excelsec.co.za | info@excelsec.co.za | 021 592 7980 |

PSIRA TRAINING CENTRE No. 1349

PSIRA: Reg. No. 1334067



## PSIRA

Private Security Industry Regulatory Authority

**Byers Security is proud to have an in house Sub Division training school:**

- ✓ All PSIRA grades and all sector training
- ✓ SOFT SKILLS TRAINING PROGRAMS
- ✓ INDUSTRIAL RELATIONS
- ✓ CUSTOMER SERVICE SKILLS
- ✓ COMMUNICATION SKILLS BASIC
- ✓ HEALTH & SAFETY AWARENESS TRAINING
- ✓ ACCESS CONTROL & SEARCHING PROCEDURES
- ✓ SITE SPECIFIC JOB DESCRIPTION TRAINING
- ✓ EMERGENCY PROCEDURES (I.E. BOMB THREATS; RIOTING; FIRE; ARMED ROBBERY; ETC.)



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# Byers Investigations

Byers Security is proud to have an in house polygraph division:



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#### TRUSTED POLYGRAPH TESTING

PRE-EMPLOYMENT TESTING • CRIMINAL CHECKS  
INCIDENT TESTING • PERIODICAL SCREENING

The polygraph is one of the most important investigation tools available to an investigator today. Byers Security makes use of the polygraph as a tool to obtain information and at times to narrow down the suspect list.

From Pre-Employment to Periodic and Specific tests, polygraph tests provide accurate results, identifying risks as well as assisting in clearing innocent persons. Byers Security offers the following types of polygraph tests:

#### **Pre-Employment Tests:**

Screening of applicants prior to employment is of particular relevance in positions where honesty is important.

Prospective applicants are tested on:

- Work history details
- Prior criminal activity and convictions
- Narcotic and Alcohol abuse

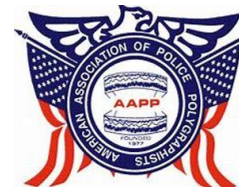
#### **Periodic Tests:**

Employees are tested periodically to establish on-going truthfulness and honesty and can assist in identifying risks.

#### **Specific Tests:**

**Used to establish truthfulness regarding:**

- Theft
- Criminal Activity
- Assault
- Private Issues
- Event participation compliance – i.e. drug taking



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## REFERENCES

We are extremely proud to be able to provide the following references for your convenience, and if you should require more, we will gladly provide.

CLIENT	TYPE OF SERVICE	CONTACT PERSON
Graanendal Estate	Guarding Services	Tony Butcher 021 492 4308
De Oewer Estate	Guarding Services	Piet Theron (021) 887 2486
Fairtrees Estate	Guarding Services	Johan Rothman 082 553 2356
Airport City Improvement District	Guarding Services	Rhonda Lewis (021)386-8403
Bobby Properties	Guarding Services	Charles Gottschalk (021)510-1992 / 082 547 1777
Builders Warehouse Western Cape	Guarding Services	Theo Weyers (011)797 - 0026
CTC Plant Company	Guarding Services	Peter Groenewald (021)386-4190
Goodall Investment Trust	Guarding Services	Greg Goodall (021)554 2672 / 083 357 4415
Growthpoint Properties	Guarding Services	At Sondag (021)534 -0530 / 082 906 7868
Orca Properties	Guarding Services	Jim Blain (021) 447-6572 / 082 394 9908
Viking Business Place	Guarding Services	Johan Manser (021)441-8800
Cape Peninsula University of Technology : Bellville Campus	Guarding Services	Ettiene Saaiman (021)959-6434 / 072 561 1950
City of Cape Town: Various Council Sites : Total 35	Guarding Services	Fritz Gillomee 083 978 3502
Eris Properties	Guarding Services	Melinda Elers (021) 410 2868



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# Social Responsibilities

- Byers Security has been involved with Alta Du Toit since 2013
- Alta du Toit Aftercare Centre is a safe haven where adults with intellectual disability can live and work.
- It was opened in April 1987 in Boston Bellville with the aim to accommodate adults for further care development during their adult lives.
- Byers Security offers security services at no cost to the organisation and also give financial relief when required.



**SPEKE SING VIR SENTRUM**

CARINA ROUX

Twee fietsers wat mekaar al van hul kinderdae in Oodtvoord en sêns sêns op die nasorgsentrum se hekkies. Hy is by die al sowat vyf jaar betrokke by die nasorgsentrum, nadat Byers die sekerheidsdienste vir die sentrum se jaarlikse Sondagtoer begin het.

Tot dusver was hy ewe Epic. Tot by Desember hoor sy gereelde fietsmaats. Fransco du Toit sal nie meer saam met hulle kan deelneem nie, het hy vir Leon gesê.

(van 15 tot 25 Maart) en sêns sêns 600 km. Roux is die eienaar van Byers Security Solutions in Oodtvoord en sêns sêns op die nasorgsentrum se hekkies. Hy is by die al sowat vyf jaar betrokke by die nasorgsentrum, nadat Byers die sekerheidsdienste vir die sentrum se jaarlikse Sondagtoer begin het.

Tot dusver was hy ewe Epic. Tot by Desember hoor sy gereelde fietsmaats. Fransco du Toit sal nie meer saam met hulle kan deelneem nie, het hy vir Leon gesê.

Leon is 'n ervare fietsryer wat al 10 Epicsore voltooi het. Albei was lede van die Laerskool Oodtvoordpark en Modderkloof J.O. Moring, maar Leon is 'n paar jaar ouer as hy. 'Nik' is 'n ander gedink as ek oor 40 is wil ek hom nader om saam in die vrees van afleiding te ry.' sy Nik. Syne het besluit om heel jaar vir Alta du Toit naarg toe te ry. Nik het deur sy fietsmaats kon hanteer al heilwat hydra het die nasorgsentrum. Du Toit, wat reeds 'n korter tyd aan die Epic moes ontsteek, is die bestuurder van Ferde.

berg Motors in Malmesbury en het daarop bydrae om 'n minibus te huur vir die sentrum se reis. Sy kon ook sêns van 250 tot op 'n meer busse vir die sentrum heiding. Niekoon ook met sy konste is die sekerheidsdienste reël dat kassiers by die nasorgsentrum gedurende die Fietserië 'n wonderlike geleentheid om mekaar te betrek. Tot al by het eendaag sy side Raagstad Deurster gery en langs die pad in paar handjies van die sentrum verkoop.

1 Nik Niday 4.



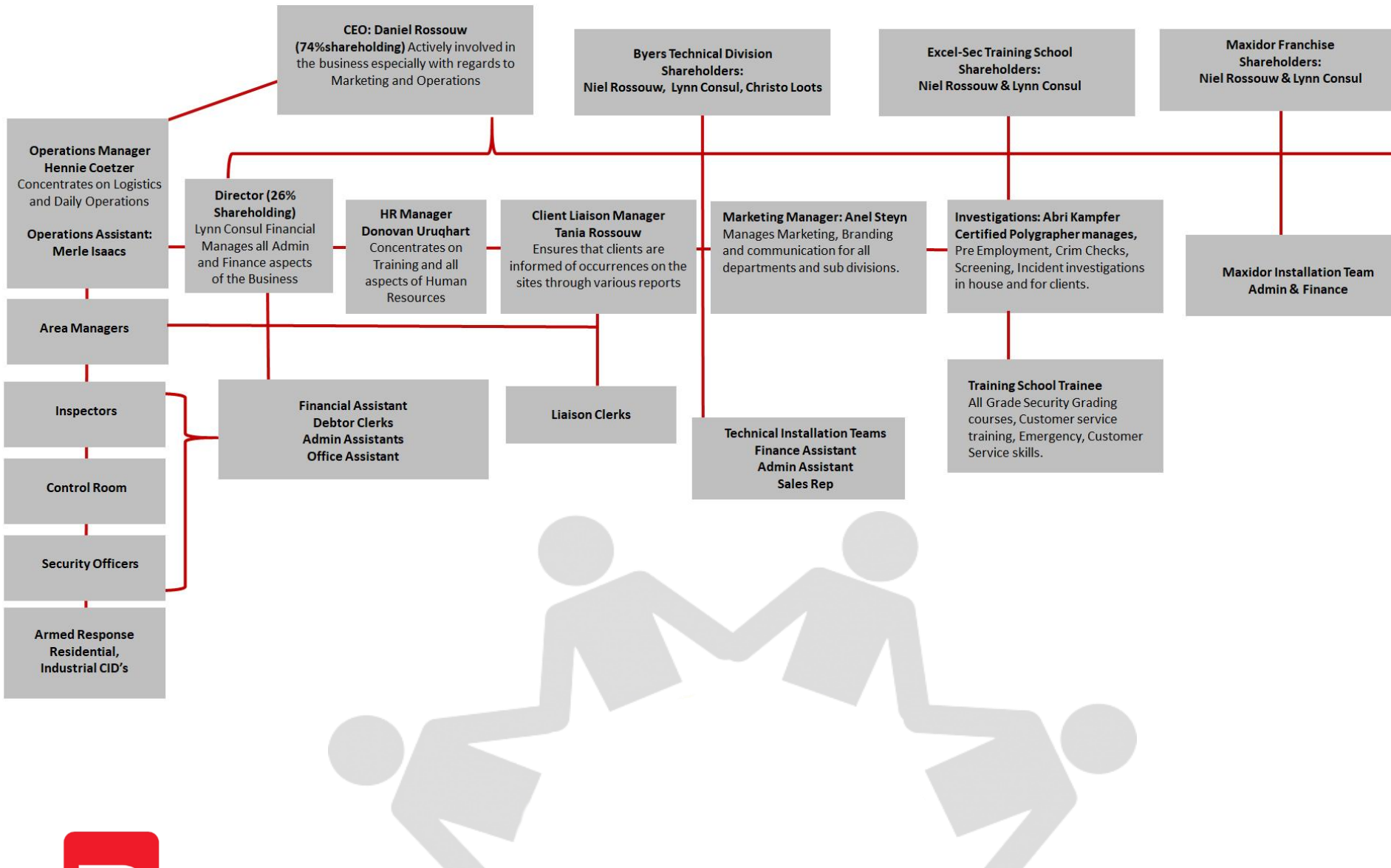
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# Company Organogram



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