



Security.Improved



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Wednesday 13th November 2019

- Risk Landscape for Insurers
- Changing Face of Risk
- NSI Critical Role in Managing Risk
 - For the Public, Industry, Insurers



/ Risk Landscape For Insurers

Climate Change

Regulation

Cyber

Legal Liability

Cheap Capital

UK Annual Insured Losses

- Weather £5.2bn
- Fire £1.5bn
- Theft £450m
- Cyber(est) £100m
- Cyber uninsured £3bn

UK Avge Insurance Premium

- Households £163
- SME £1200
- Grenfell Tower £??

Fire False Alarms

45% - 90%

Avge Profit for UK Insurers

3%

Largest 'Single Person'

Legal Liability Claim

£28m

...cannot focus on this in 8 minutes!

Some views on security alarms

- £Spend on security of property dwarfs the losses it protects
- Theft Insurance is mainly an emotional purchase
- Fantastic success of collaboration of Police, Security Industry, Insurers over 25years ago to confront plague of false alarms
- Largely unchanged since but.... *IT WORKS!!*
- Is it fit for purpose for the future
- If only we had tackled fire at the same time



...more later on 'the future'

What of NSI?

- 45 years as Conscience, Defender of the Faith, of the Security Industry as **THE** Independent Third Party Certification Body
- The Bedrock - robust, UKAS accredited, trusted by police, Installation, Guarding, Insurer Communities
- Financially Secure with funds for investment
- And not standing still
 - QMS - 1100 companies upgraded to latest version 2018/19
 - CCTV NCP 104v3 May 19
 - Access Control NCP109 2019
 - Alarms PD 6662 Feb 2020
 - Body Worn Video trial 2019
 - ECHO
 - Kitchen Fire Suppression
 - And there is more...

...but there are threats...



There are threats on the horizonfor all of us

- Cost of Security alarms and process
- Cyber
- Internet of Things
- Unregulated Market
- Fire and Grenfell fall out
- CCTV
- Lack of commitment from insurers
- Legal Liabilities from Guarding et al



...but from threats come Opportunities...

Threats and Opportunities



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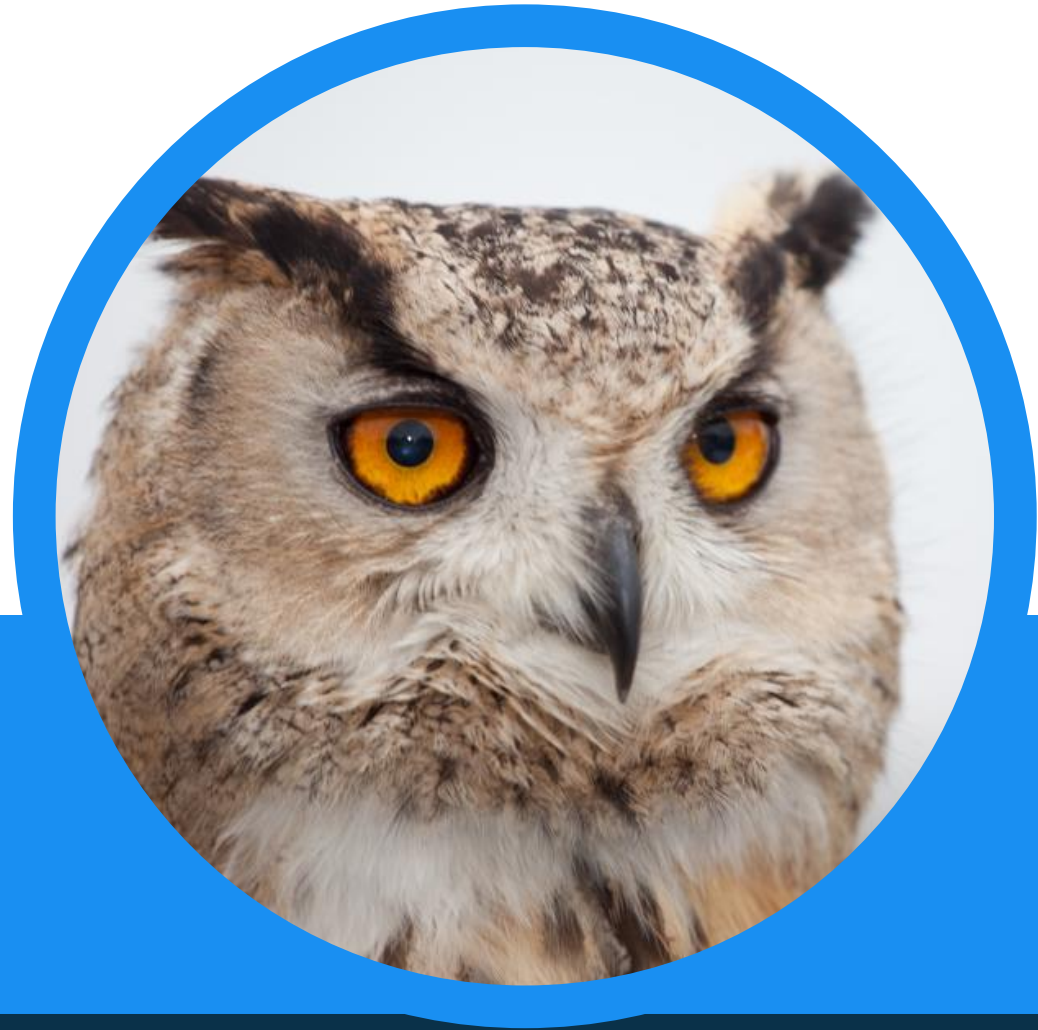
Threats and Opportunities	
ECHO	<ul style="list-style-type: none">▪ Modernising the alarms process▪ Take on the URN process
Fire	<ul style="list-style-type: none">▪ Reduce False Alarms▪ Save Fire Service Costs▪ Better equipment and monitoring▪ TPC for sprinklers, Fire Risk assessments
Cyber	<ul style="list-style-type: none">▪ Cyber Essentials for Approved Installers▪ Thought Leadership in uncharted waters
Insurer/Consumer Engagement	<ul style="list-style-type: none">▪ Deficiencies in IoT and de-regulated market▪ Brand Awareness
Legal Liabilities	<ul style="list-style-type: none">▪ New Standards
ECS	<ul style="list-style-type: none">▪ Needs strengthening (TPC can help)

...and there is more...

- There is loads to do: we need to be on the offensive
- Some short term wins
 - Secure by collaboration current position in security Alarms/ARCs and modernise – Echo +...
 - Bring Fire Alarms to the same level as security
 - Confront Cyber in all its forms
 - Maintain relentless focus on Quality, Standards, Competence, Relevance and Independent Certification

P.S.

Need to re-engage with insurers... but, any incentive for better Security or Fire protection will not come from premium reductions, but, with risk acceptance and loadings when things go wrong



Thank-you