



# Security Design Consulting: The Business of Security System Design

*Brian Gouin*

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## Security Design Consulting: The Business of Security System Design Brian Gouin

A crucial reference for the practicing or aspiring design consultant, *Security Design Consulting* brings you step by step through the process of becoming a security consultant, describing how to start the business, market services, write proposals, determine fees, and write a report. Specific elements of assessment, design and project management services as well as acquiring product and industry knowledge are all covered in detail. Concentrating on client-focused marketing and sales strategies as well as the crucial elements of preparing, running, and succeeding at the security consulting business, *Security Design Consulting* gives the reader a working knowledge of all the steps necessary to be a successful security design consultant and a smarter business owner. Security directors, architects and security management consultants will also find this reference invaluable in understanding the security design consultant's important and growing role in an overall security program.

- \* Focuses on consulting in security design, not security management
- \* Provides sample service agreements, specifications, and reports to use as models
- \* Emphasizes the highest technical and ethical standards for this increasingly crucial profession

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