



CASESTUDY

Client Hindmarsh Constructions
Project Verve Apartments, Bruce ACT

VIRTUAL
SECURITY



LEADER
SECURITY



MASTER BUILDERS
AUSTRALIA



VIRTUAL SECURITY CASE STUDY

Client: Hindmarsh Constructions

Project: Verve Apartments, Bruce ACT

Background: This property will be developed into 136 apartments comprising 79 x one bedroom, 43 x one bedroom + study and 14 x two bedroom apartments in a variety of layouts.

The development will be spread over three buildings with one level of basement parking and other facilities provided.

Construction commenced in February 2010 with completion due in September 2011.

Objectives: To provide constant after hours security minimising loss resulting from theft or damage. To ensure the project didn't experience delays as a result of damage resulting from inadequate security.

Strategy: To deliver a security package that provided total protection and stayed within a restrictive budget.

Execution: Hindmarsh Constructions initial request was for a static security guard over the six week period surrounding Christmas 2010, Leader Security presented 2 options:

- **Option A = Static Guard total cost \$33,591.36 GST Inc**
- **Option B = Virtual Security total cost \$6,066.66 GST Inc**

Our Virtual Security Solution Offered Hindmarsh Constructions Total Savings of \$27,524.70 GST Inc and that is in just 6 weeks.

Obviously the smart choice was Option B, Hindmarsh were so impressed with the solution they extended the initial 6 week period right through to completion being 19 September 2011.



Leader Security installed a Virtual Security package comprising initially of 11 cameras in the early stages of development then increasing to 14 cameras nearing handover. Cameras were strategically located in all choke points (points in which an intruder would need to pass through to gain access) to the complex to ensure adequate coverage.

Results: So how did we go? We'll let you be the judge.

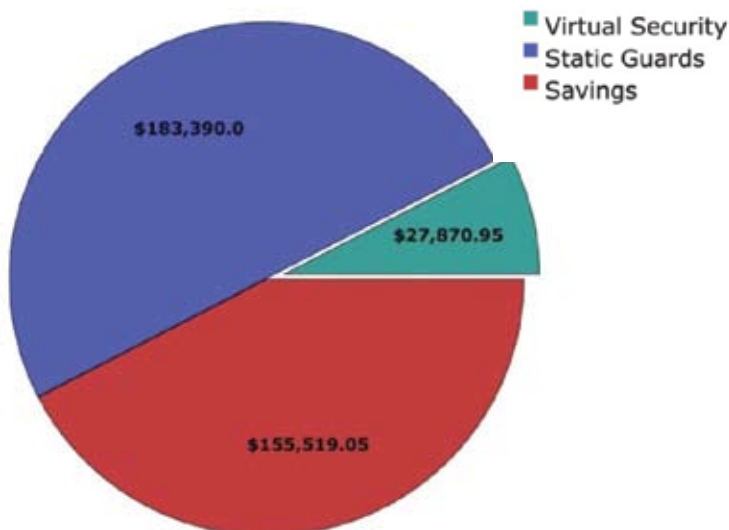
Zero loss whilst Virtual Security was in use, project handed over on time; there were no interruptions as a result of inadequate security.

Had Hindmarsh Constructions opted for a static security guard they would have lost \$155,519.05 straight from their bottom line. Option B (Virtual Security) provided a higher level of security at a fraction of the cost.

- **Option A Static Guard Total Cost = \$183,390.00 GST Inc**
- **Option B Virtual Security Total Cost = \$27,870.95 GST Inc**

Saving Hindmarsh Constructions \$155,519.05 GST Inclusive over the term of the project.

Virtual Security vs Static Guard Verve Bruce Project



Our price included a lot of additional services including:

- Arming on behalf Hindmarsh in their absence.
- Accommodating real estate agents on weekends nearing handover. The system required disarming and re-arming, along with patrols during system downtime whilst agents were on site.
- Responses resulting from staff and contractors not disarming the system resulting in user error billable responses.

WHAT DID THE CLIENT THINK?

Hindmarsh Constructions engaged Leader Security's 'Virtual Security' innovation as an alternative to having an onsite guard. The savings to the organisation were substantial, the 'onsite guard alternative' worked brilliantly. We would highly recommend Leader Security to any other construction organisation.

Matthew Oliver – Hindmarsh Constructions

