

Smarter Solutions, Smart Savings

Reliance Cost Reduction Seminar

Thursday, 2 April 2009 – Imperial War Museum – Manchester

Agenda

- 09:00 – 09:30 **Registration, Coffee and Honeywell Demonstrations**
- 09:30 – 09:45 **Welcome and introduction**
Chairman
- 09:45 – 10:30 **Risky Business: A situational approach to identifying vulnerabilities and managing risk**
Ken Livingston, Perpetuity Group, Director of Training
- 10:30 – 11:15 **IP & Video Analytics: Cost effective security solutions?**
Daniel Wan, UK Marketing Leader, Honeywell Security
- 11:15 – 11:45 Coffee Break & Honeywell Demonstrations
- 11:45 – 12:15 **Customer Presentation**
- 12:15 – 12:30 **A Managed Service Approach To Security**
Dan Thomas, Sales & Marketing Director, Reliance High-Tech
- 12:30 – 13:30 **Lunch and guided museum tour**

Venue

One of the most talked about Museums in Britain today, Imperial War Museum North is about people and their stories, about how lives have been and still are shaped by war and conflict.

The award-winning building by international architect Daniel Libeskind is situated at The Quays, a waterfront destination two miles from Manchester city centre.

Imperial War Museum North

The Quays
Trafford Wharf
Trafford Park
Manchester M17 1TZ

Telephone: (0)161 836 4000

Fax: +44 (0)161 836 4012



Biographies

Ken Livingstone MSc, FSyl – Director of Perpetuity Training



Ken is the Director of Perpetuity Training. A leading provider of security and risk related training courses.

Ken served as an officer in the Royal Military Police before gaining an MSc in Security Management and Information Technology at Leicester University. He later directed the Scarman Centres degree courses in Security Management, before leaving to direct Loughborough University's Security Management courses.

Ken later returned to the Scarman Centre where he was appointed Assistant Director before leaving to create Perpetuity Training.

Ken is Fellow and Board Member of the Security Institute, a Visiting Lecturer at Leicester University, and an External Examiner at Loughborough University.

Ken is widely recognised as a leading figure in the provision of security related education and training.

Daniel Wan - UK Marketing Leader, Honeywell Security



Daniel Wan joined Honeywell Security in 2007, having worked previously for Sharp Electronics in various senior marketing roles across a number of product categories. While at Sharp, he was responsible for developing their renewable energy business in Europe, which then supplied the UK's largest solar project at the CIS Tower in Manchester.

Daniel's current responsibilities include marketing and channel management of Honeywell's CCTV and Access Control solutions in the UK, Irish and South African markets. In his role, he has witnessed the evolution of video analytics from an emerging technology into a key component in many critical security applications.

Dan Thomas - Sales and Marketing Director, Reliance High-Tech



Dan Thomas joined Reliance High-Tech in 2008 from Stanley Security Solutions Europe. At Stanley Security Solutions he was responsible for the UK National Accounts team, he ran the Product and Marketing function and latterly as Commercial Director led their in-house rental business for electronic security systems.

Prior to this Dan has had a successful background in B2B sales, marketing and business development acquired through senior positions with leading organisations from across the technology and financial sectors. Dan has also served as a Captain with the Royal Engineers where he specialised in counter-terrorist search operations serving in a number of operational theatres across the world.

Dan graduated from the University of Cambridge and later completed his MBA.