

REGULATIONS IMPACTING

How Will You be Affected?

By Bill Bozeman

INTEGRATORS

Security integrators who have not been monitoring recent efforts to regulate our industry and create standards will be surprised to learn of the major impact these new regulations and standards

will have on day-to-day operations of their businesses.

Who will benefit from industry standards? This remains to be seen. However, I believe it favors organizations that currently operate in a regulated environment. This would include life safety integrators, electrical contractors, building automation specialists and security integrators who have experience with local, state and federal government projects.

This is not to say traditional, independently-owned integrators cannot flourish in regulated environments. It is to say, however, that they will need to change the way they do business. The standardization and regulation of our industry is inevitable and in the best interest of our industry, end-users and the country.

These changes will not happen overnight; it will be a gradual process and the struggle to determine what organizations assist in the creation of these standards



will be a fascinating business study. So who will be calling the shots on the systems you are contracted to install and maintain? Will SIA (www.siaonline.org) lead the effort? Will the large, international security manufacturers play a dominant role? What about NFPA, ANSI (American National Standards Institution), SDO (Standards Development Organization), NECA or a host of others who have a vested interest in determining how our industry is regulated?

SIA is ideally positioned to take a leadership role. The organization currently works with lobbyists on Capital Hill, giving it an inside track. SIA's Open System Integration and Performance Standards (OSIPS) program is an example of the vision SIA has for our industry. SIA is on track to produce a series of American national standards for security systems integrators as well as security equipment. I encourage you to visit SIA's website to review the portion of their site dedicated to standards and regulations:

<http://www.siaonline.org/standards/index.cfm>.

The bottom line on standards and regulation for our industry is that it's good news. As electronic security protection becomes mandatory, and not optional for certain facilities, we will see a significant increase in demand for our products and services.

Security systems integrators are resilient. We have lived through and thrived in a consolidating industry. We are adapting and flourishing as we converge with the IT industry and I predict that security integrators who educate themselves and accept the fact our industry will be regulated will continue to thrive in the future.

About the Author:

Bill Bozeman is president and CEO of PSA Security Network, the world's largest electronic security cooperative. Bozeman has 29 years experience in the security systems integration business. In 2005, he was inducted into the Security Integration Hall of Fame and was recognized as one of the 25 Most Influential Security Executives in 2006. Visit www.psasecurity.com for more information on the PSA Security Network.

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