



Consolidation brings law firm security cost savings

Delivering cost and service efficiencies across the client estate

“Our relationship with Securitas is excellent and we are now better able to manage and control our total security costs and contracts.”

Karen Lewis, Head of Procurement,
DAC Beachcroft

About DAC Beachcroft

DAC Beachcroft is a broad-based commercial firm serving a wide range of sectors with a strong heritage in insurance, health and real estate.

DAC Beachcroft stands out for delivering bespoke solutions – high quality advice delivered in sophisticated, customised and creative ways – one client at a time.

The story in brief:

- DAC Beachcroft was looking to carry out a full review of spend across their security, fire and safety provision
- Value for money and control of spend were priorities, but they also wanted to build a partnership with the right security partner
- We conducted a full review and devised solutions packages to meet the requirements of each of their 12 UK and Ireland offices.
- By consolidating the supply chain and mapping services to needs we have enabled the firm to achieve a 40% reduction on its annual security spend.

Fast facts

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Sector
Law

2

Location
Offices in 11 UK cities and Dublin

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Services
CCTV, intruder alarms, remote monitoring of intruder and fire alarms, mobile response, fire safety services, keyholding, guarding, lone worker protection.





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Protecting people, property and reputations

As a law firm, DAC Beachcroft’s first duty is to protect its client interests and confidentiality. Trust is a valuable asset and maintaining it requires robust practices and procedures to prevent – for example – unauthorised access to sensitive information, staff intimidation, or the risk of fire. Any security breach could undermine this trust and DAC Beachcroft’s wider reputation.

A series of mergers, associations and acquisitions over time had resulted in security at the firm’s 12 different offices being provided by a variety of suppliers. Confident that we could provide a more cohesive and cost-efficient approach we conducted a comprehensive audit to assess the client’s total spend across the protective services category.

From this, we discovered that they were using multiple separate suppliers for security and fire safety services across their estate. This was not only leading to duplication of costs, effort and resources but also creating complexities in terms of oversight and contract management.

Solutions-led approach

As part of our consultation process, we proposed a series of integrated security and fire safety solutions to include any or all of the following: electronic surveillance, remote monitoring, alarm response, mobile patrols, fire safety training and equipment, lone worker alarms.

‘Each solution package can be adapted to the needs of the individual site, so for example, at one office we recommended replacing 24/7 manned guarding with an electronic surveillance system using CCTV and intruder and fire alarms, supported by remote monitoring by the Securitas Operations Centre (SOC).’

This step alone produced a six-figure saving per year, and so far, the firm has achieved an overall 40% saving on its annual security spend.

Improved oversight and control

Working in partnership with Securitas has simplified both security procurement and management for DAC Beachcroft.

A dedicated Securitas account team manages the relationship and oversees innovation and contract matters, but the client can also make direct contact with our service specialists, for example to arrange Fire Safety training sessions.

The previous arrangements with multiple suppliers also meant multiple invoices. Our approach streamlines and reduces the cost of the transaction process by producing a single monthly payment, itemising all services provided across all sites. “We have been able to reduce our cost with no detriment to service,” confirms Karen Lewis, Head of Procurement at DAC Beachcroft, “and now we have greater transparency and control of our spend across the whole estate.”

What can we do for you?

To find out more about how our solutions-led approach could support your security needs please get in touch.

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