

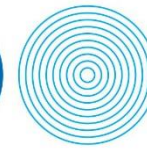


## Did you know manufacturing plants can actually **PROFIT** from a surveillance system?

White Paper – Factories & Industrial Premises

Part 2

# Abstract



The security offered at your premises is now becoming critical considering increase in burglary rates and safety concerns.

**Most factories use security guards that are not only inefficient and unreliable but also quite expensive.**

Video surveillance is not only about security. It's about insight. Insights that can help you improve efficiency, achieve better quality and design better processes.

**The value of the term “Time is Money” is well appreciated by manufacturers.**

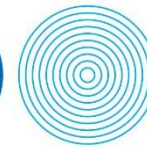


Employee productivity, workman's compensation for injury, employee theft and deviations from Standard Operating Procedures (SoP) may all be eating into your profits.

**Currently large and small brands are using readily available, completely proven and affordable eSurveillance technology solutions with CCTVs that has helped them to reduce overall expenditure substantially, providing them a fantastic RoI on their CCTV investments.**

In today's competitive environment, this would be a huge savings to a manufacturer that could give them a cost edge that should not be ignored.

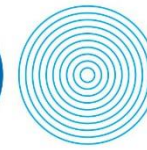
**One major benefit of surveillance technology is that it keeps most people honest and helps you to quickly eliminate those who are not.**



This comprehensive white paper will look to introduce available and affordable surveillance technology.

(1) Part I: Surveillance technology that can work in conjunction with your night guard to proactively detect and deter intrusions and at the same time substantially reduce the cost of your man-guarding.

(2) Part II: Surveillance technology that can be used to increase employee productivity, identify SoP deviations that could result in quality issues, reduce workman's compensation for injury from false claims or from not following your stated procedures, improve quality and reduce employee theft that may all be eating into your profits.



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# Introduction

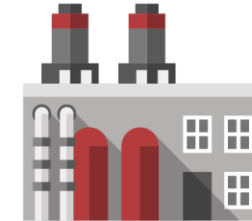
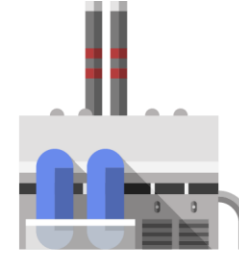


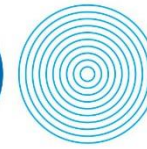
In the last whitepaper (Part I) we looked at dealing with the security related challenges and also at guarding a large perimeter or large number of buildings or sensitive areas within buildings.

When cameras are placed in strategic areas, they cover not only the security issues but operational concerns as well.

This whitepaper (Part II) will introduce the solutions that can be used to increase employee productivity, identify SoP deviations that could result in quality issues, reduce workman's compensation for injury from false claims or from not following your stated procedures and employee theft that would give a fantastic RoI from an affordable CCTV investment.

**This white paper will also provide you with considerations when choosing the best options for yourself, thus helping you to minimize any unforeseen mistakes.**





### A) ENSURING COMPLIANCE WITH SAFETY PROGRAMS

In most manufacturing plants and facility, safety is the #1 priority. Employee safety is a key focus in manufacturing as the risk of injury is more dangerous than in other industries. Manufacturing is a complex business, and manufacturing plants feature a number of areas of potential security risk and health and safety guidelines to adhere to.

Work related injuries carry a huge cost; in the EU alone, they cost businesses 476 billion euros a year. According to the Occupational Safety and Health Administration (OSHA) the leading causes of death being attributed to “the fatal four”, listed below.

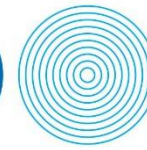
- Falls (384 out of 991 total deaths in 2016; 36.8%)
- Struck by Object (93; 9.4%)
- Electrocutions (82; 8.3%)
- Caught-in/between or equipment fatalities (72; 7.3%)

**Research has shown that people unknowingly behave better when they think they're being watched.**

Video Surveillance can be a powerful tool to maintain a safe workspace by preventing accidents from happening in the first place. **Visible cameras are a strong tool to enforce employee compliance with corporate safety regulations as well as a deterrent to discourage dangerous behavior.** They help floor managers enforce all appropriate health and safety programs. When you have video surveillance cameras strategically placed you can see how employees are behaving to make sure they are following safety rules and procedures.

**Video surveillance systems helps business owners reduce the cost of accidents and discourage potential lawsuits.**





**When it comes to workman's compensation for injuries, is the injury legitimate or is it a result of the employee not following proper protocol?**

Video footages provides an impartial record of occurrence to aid post-accident investigations that can help to reduce the cost of claims. These video footages can be used in post-incident investigation and identify whether responsibility lies with the employer, or the employee. Thus, potentially saving considerable sums of monies for the management.

These video footages will allow the organization to identify the point of failure, and to take appropriate action to ensure that it doesn't occur again.

**Regular audits have found to be extremely beneficial to reduce non-compliances.**

### 4-Step Safety Audit



#### Check & Record

Each sensitive accident prone area for safety compliance



#### DETECT

Non-Compliances



#### REPORT

Non-Compliances with Video Clip



#### CORRECTIVE ACTIONS

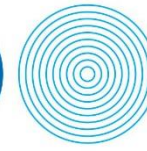
Taken by the Company

- Record in Accident prone areas
- Check as per company's safety guidelines



### Companies have found that

This reduces the incidents of accidents considerably, thus **saving substantial money** from accident compensation including from false claims



### B) Optimizing Operations & Production Lines

The term “Time is Money” to a manufacturing plant, couldn’t be truer.

CCTV Surveillance help businesses to monitor the overall production process and the performance of both employees and equipment. Video footages can be utilized to study the process and managers can highlight areas of inefficiencies.

This operational footage offers the organization a strategic level assessment of weak areas on the floor that can be corrected to increase output and maximize profits.





## C) Identifying Quality Issues

Quality is the key to any manufacturing business

Quality assurance (QA) team members can also improve quality with the proactive use of video. Video cameras can be positioned at key locations in the production area, allowing management to identify potential areas of improvement in procedures, QA and training. This use of video can also save a business time and money in the long run by improving the efficiency.

Quality conscious organizations have used these video footages to train employees.



## Process and Quality Audit



### Check

Each process and quality adherence

- Check time taken for each job
- Check employee efficiency
- Audit this every month



### DETECT

Non-Compliances



### IMPROVE

Quality, Process and timings



### Save Money

Faster production



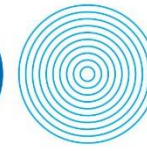
- Video clips will be given for 2 random days in a month

### Companies have found that

Employees perform better when they know they are watched

### Companies have used it to

Detect process weakness and improve them



### D) Increasing Employee Productivity

**Research shows employees who know they're being monitored perform significantly better.**

Also, a famous study in Psychology referred to as the Hawthorne effect denotes that people change their behavior, such as working harder and performing better, since they know that they are being observed. Hawthorne effect is applicable at factories.

If you've noticed that productivity decreases after lunch or later in the afternoon, it's useful to make sure that your employees are returning to work and staying until the end of their scheduled shift. Onsite cameras will allow you to keep track of how often your employees leave the building, how long they're gone, and when they come back from lunch and other breaks. Staying on task during a work day can be difficult, especially for employees who do not care for their jobs, who lack a strong work ethic or who work in isolation without accountability.

It is far too easy for employees to waste their work hours on other tasks, such as playing online games, browsing their social media pages, talking / messaging on their phones or even leaving the factory for long durations.

Surveillance systems can be used both to catch and to prevent these types of unproductive behaviors. When employees know that they are on surveillance, they are much more likely to use their time wisely. They know that any goofing off will be caught on camera, and they know that there will be consequences for their actions, as a result, they find it much easier to stay on task in the first place.

Time wasted equates to money wasted. Thus, every minute being spent by employees doing something else costs your business money.





### E) Reducing Employee Theft

#### Employee theft is a \$50 Billion problem in the United States.

You probably don't know it yet, but one or more of your employees may be stealing from you. And this is something that can happen to practically any company – no matter the size or industry. Other statistics include:

- 75% of all employees commit theft at least once and that's not the scariest bit about it. The sad bit is that half of them (or 37.5% of all employees) make a habit of it.
- One out of every three businesses that fail can directly trace the result of the failure to employee theft. This is because it is among the big reasons for the business to incur losses and eventually causing it to close shop.
- 75% of all employee-related crimes go unnoticed and, therefore, unpunished. The dishonest employees end up getting away with the crime. That means that only one out of every four crimes is discovered.

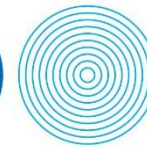
So, who is stealing from you?

Video Surveillance can effectively be used to monitor storage areas and any other critical areas.

One major benefit of surveillance technology is that it keeps most people honest and helps you to quickly eliminate those who are not.

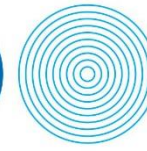


# Key considerations when selecting a vendor



- Cameras and DVR/NVR are from reputed companies like HIK Vision, Dahua, Honeywell etc.
- Systems must be capable of connecting to Central Monitoring Station.
- Who are their customers?
- Have the large brands trusted them? Have large industrial factories trusted them? **If so, they are reliable** and you are in safe hands.
- How large are they?
- Always go with the Top 3 to be safe. Go with the number one to have complete peace of mind, even if you have to pay a little bit more.
- Can they give you references to check their services? Reference check is always important.
- Are they a national player? Your premises may be anywhere when you grow. Check the cities and states they are operating in. Also, a national player provides you a safety of operations, local support and business continuity.
- How do they do their service? Is it through distributors or local partners or through their own employees. Never go for a company that does service through distributors or local partners.
- Have they been in service for at least 5 years? Experience is important and often **critical** in this business.
- **Note:** If you opt for monitoring, please read the white paper on the subject for key considerations.

# Risk of no action



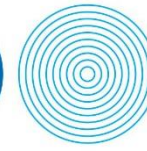
Without CCTV surveillance, you face the risks of increased bills / costs of an inefficient man-guarding security, loss due to thefts, loss due to low employee productivity and low quality work, losses due to your production line not being optimized and losses due to workers compensation due to injuries / accidents.

**With Securens as your surveillance partner, we protect your business premises and take timely action to prevent avoidable losses.**

We keep watch so you don't have to !



# Conclusion



A 360 degree use of Video Surveillance appropriately will:

- (1) Not only increase efficiency of security but will also reduce costs on security guards.
- (2) Improve operational and business efficiencies.
- (3) Not only help in improve safety but also will help to reduce accident compensations and false claims.

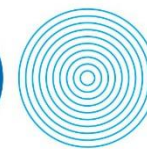
**In short, a well designed and implemented CCTV Surveillance gives you a RoI where its implementation will be profitable to you.**

The one-time costs are insignificant with respect to the benefits derived in short to medium term.

**It's More Affordable Than You Think !**



# Why top companies trust us?



**SECURENS**<sup>®</sup>  
Prevent crime before it happens



Securens is the pioneer & market leader in offering advanced **ACTIVE DETERRENCE™** - India's first smart protection based surveillance technology & services, aiding prevention of crime before it happens.

**A credible & trusted brand, proven reliability and robust infrastructure are the three most crucial factors in choosing a surveillance system.**

The need for video analytics, business intelligence and personalized solutions has further spurred the demand for intelligent video surveillance systems among the consumers.

**With Securens ACTIVE DETERRENCE™ video surveillance solutions gaining popularity and trust in the market, especially in banks, retail outlets, commercial offices, residential societies, factories, warehouses, educational institutes etc., to protect human life, infrastructure and enhance security in their compounds, we are equipped to grow exponentially and further contribute to making India a safer country.**

- Securens has detected and deterred over **8200** incidents and potential threats to our customers and their businesses across India.
- Securens holds the highest record in the banking industry in India for aiding police officials in arresting over **100** criminals caught in the act nationwide.
- With **ACTIVE DETERRENCE™** solutions and services replacing onsite security guard personnel, it saves clients **40% - 60%** in costs.
- Securens is the only surveillance company in India to be certified by The Monitoring Association® formerly known as CSAA International (Central Station Alarm Association).
- Securens is ISO/IEC 27001 certified for Information Security Management by The British Standards Institution (BSI).
- Securens top solution **ACTIDETER** won The 'BFSI Technology Product' Award - Economic Times BFSI Innovation Tribe 2018, India.
- Securens won The 'Best eSurveillance Provider of the Year' Award BFSI Leadership Awards 2018, India.
- Securens won The Secona Shield Award for 'Control Room of the Year' - secutechINDIA 2017.

# About Securens



**SECURENS**  
Prevent crime before it happens



Founded in 2011, **Securens Systems Pvt. Ltd.** is India's top eSurveillance company that designs and delivers bespoke surveillance solutions and managed services for a wide range of commercial, private and public-sector markets.

As the pioneer and leading video surveillance systems provider in India, headquartered in Mumbai and operating across **22 states** with **28 offices** nationwide, Securens is a globally recognized award winning eSurveillance solutions partner to over **25,000 sites** monitored live and protected with Securens **ACTIVE DETERRENCE™** technology.



**Securens provides live and alert based surveillance monitoring, business intelligence, video analytics and best practice models to protect and safeguard property and assets from internal and external threats.** Driven by innovation and new age technology, Securens leverages years of industry expertise in partnering with top companies in BFSI, Retail, F&B, Hospitality, Warehousing, Logistics etc.

We are trusted by top brands across all industries in India i.e. ICICI Bank, State Bank of India, HDFC Bank, Axis Bank, Standard Chartered Bank, Punjab National Bank, IIFL, Future Generali, Tata AIA Life Insurance Co., The Bosch Group, Edelweiss, PepsiCo, Aditya Birla Group, Arvind Lifestyle, Kalpataru Ltd. Raymond Ltd., McDonald's, Domino's Pizza, Box8, Aramex, Delhivery, ITC Warehouses, Agarwal Packers And Movers, 20Cube Logistics, Kaya Clinics and many more.

If you want to talk to our experts to understand what needs to be done, how it will help you, how much you can save and what it will cost etc., contact [marketing@securens.in](mailto:marketing@securens.in) to set up a telephone call or meeting with you and your team.



Thank  
You



**SECURENS**<sup>®</sup>  
Prevent crime before it happens



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