

NEWSLETTER

QUANTUM SPEAKS

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QUANTUM PREPARES FOR 2023

Our preparation for an exciting New Year ahead begins

As we all head into the December period, we are cognizant of the fact that so much needs to be done to prepare for this busy time in our Industry. We are particularly looking towards the future and what 2023 will bring. We believe two major factors will affect service providers and clients alike. They are simply, increased costs of security services and the increase of risk towards businesses and people.

We are grateful that an Industry strike was avoided after an agreement was reached between Employer and Employee organisations in the Security Industry. This is the good news. The hard news is though, that wages for officers will increase significantly in the 1st year of a 4 year agreement and will continue to increase significantly as each year passes. While we are excited for the benefits that this will bring to our employees and all Security Officers, we are aware of the challenges for clients to maintain and even improve their security efficiencies, while managing their costs.

This is where Quantum is at an advantage. As a fairly new player in the market, we have been able to align our business strategy with cost efficient methods of operation without being hindered by an expensive infrastructure. At the same time, we have been able to look at and implement digital solutions that have not only kept operational costs down, but which have also led to higher levels of service efficiencies.

To hear more about our approach to these challenges that 2023 will bring, give us a call. We would love to discuss our strategy with you in person.

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STRAT 2023

We recently spent time away from the office to strategise on our approach to all the challenges that 2023 would bring. We agreed that we would not change our approach to being a Boutique Company. This means to contain growth in order to keep our structure flat so that we, as owners, can remain involved at the cold front of our business. We also agreed that our priority would remain being cost effective without compromising our drive in offering service excellence. We concluded that our desire is to establish relationships with likeminded clients who resonate with our values and business model and who see the value in jointly crafting a security program for their entities that suits their budget and at the same time, exceeds their expectations. Clients who value long term sustainable relationships founded on our values of **Integrity, Respect and Excellence**. If this speaks directly to you, then we want to present our business model to you and start the process of preparing for a fantastic ride into and throughout 2023 and beyond.

Security Solutions Simplified