



Things to Consider When Hiring a Security Consultant

1. **How comprehensive is the consultant's knowledge?** Look for a combination of relevant experience and training, as well as evidence of continued learning/education and self-study. Published articles, speaking at industry seminars and conferences, and press interviews can also demonstrate competency. Professional certification is crucial and should be something you insist on. (The Certified Protection Professional is the preeminent designation awarded to individuals whose primary responsibilities are in security management and who have demonstrated advanced knowledge in security solutions and best business practices.)
2. **Does the consultant know your industry?** Big name security consultancies often impress clients by hiring former district attorneys, police chiefs and military officers, but do you really need someone who is expert in law enforcement administration when you're seeking advice in managing security? Find out on how many similar projects the consultant has worked.
3. **Is there a conflict of interest?** Beware of "consultants" that work for, or profit from their relationships with security products or services vendors. Their findings and recommendations are not likely to be independent and holistic, and might be contrary to what is reasonable and appropriate for you. Commercial gain trumps objectiveness, so find out if the consultant sells anything other than their own time and advice.
4. **Will the consultant be able to assist with your defense of litigation?** Testimony in defense of negligent or inadequate security claims is likely to be impeached and excluded if there is a conflict of interest. Not only does commercial gain give the perception of bias, so might the testimony of your in-house security manager. Their interrelationship with you is certain to create a question of admissibility. An independent and objective consultant who has the education, training and experience is critical to your defense.
5. **Who is actually doing the work?** Will the expert with the impressive credentials actually conduct your assessment, write the report, review their findings, and conduct follow-up training seminars? Or will the senior expert delegate the "hands-on" work to a lesser-experienced employee with little to no security management experience?

