



Facility Services Landscape: A Spotlight on Safety and Security | 2017



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## GROWING INFLUENCE OF SAFETY & SECURITY

*Migrations to safety and security themes are prominent across a number of end markets and diversified service providers*



*"Building value for your buildings, facilities and business"*



*"A solution for every facility"*



*"Always There"*



*"Let us help you secure your world"*



*"Enhance Image. Avoid Risk."*



*"We produce products that increase the safety, security and productivity of workers, facilities and systems around the world"*



*a vital part of your world*

*"Advancing safety and security worldwide"*



*"Protecting People. Reducing Risk. That's Stericycle."*

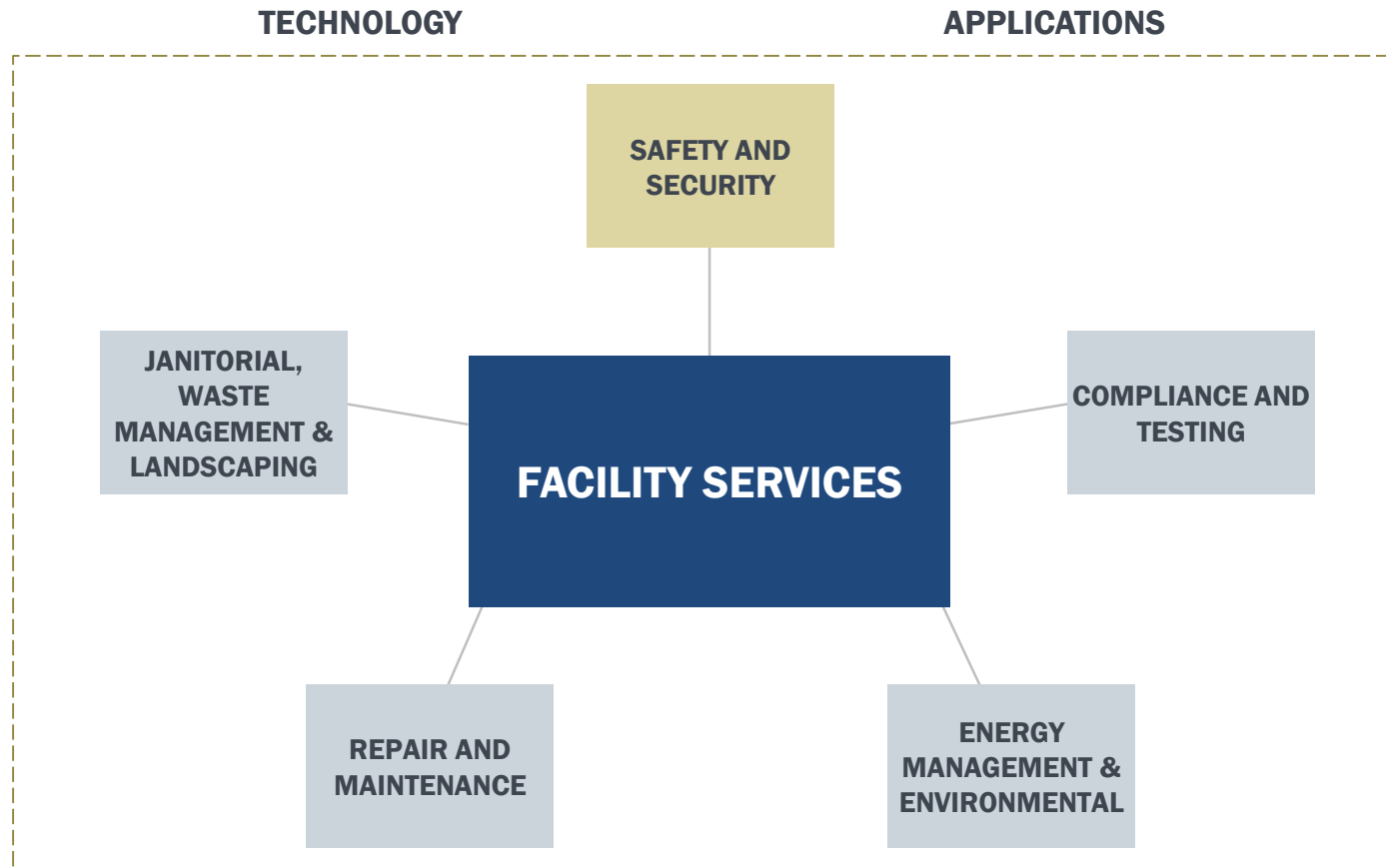


*"Identify and Protect Premises Products and People"*

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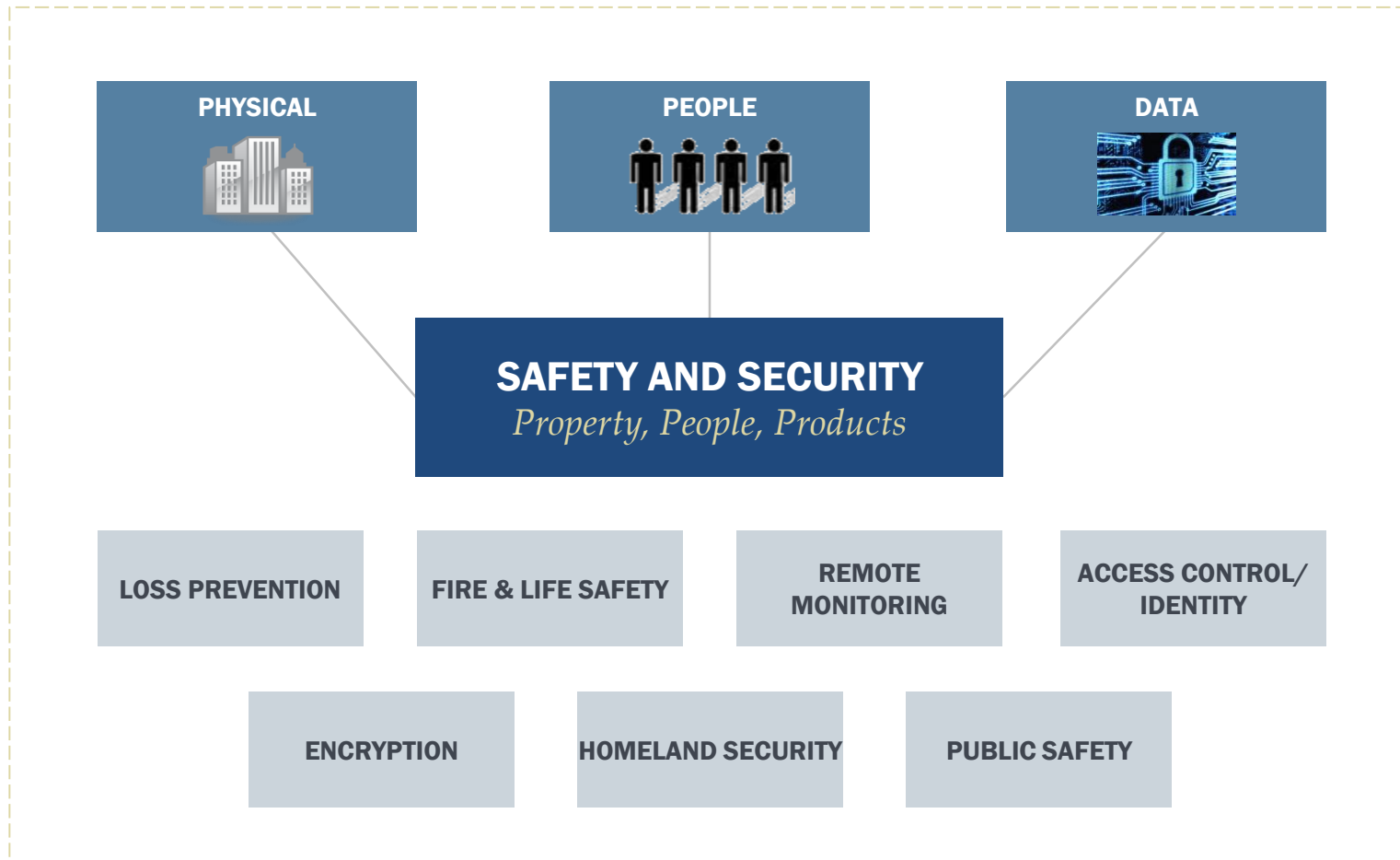
# BLACKARCH'S FACILITY SERVICES PERSPECTIVE

*Service providers span a broad range of outsourced functions*



# THE SAFETY AND SECURITY LANDSCAPE

## TECHNOLOGY APPLICATIONS & IP ENABLEMENT



# SECURITY FOR THE NEXT DECADE

HEIGHTENED FOCUS ON SAFETY AND SECURITY

PRODUCT AND TECHNOLOGY INNOVATION

B2B INFLUENCED BY B2C PREFERENCES

MELDING OF SECURITY WITH IT

THE GREAT RECESSION/PUBLIC SECTOR BUDGETS

*Growing complexity*

**IN REACTION TO MACRO TRIGGERS, OPERATORS ARE EVALUATING HOW THEY VIEW SECURITY FUNCTIONS**



Strategic vs. siloed  
Outsourcing of non-core functions  
Expense reduction  
Operational control  
Compliance

## PROVIDER RESPONSE

*Convert from single purpose sale to solution*

*Develop end market specialization*

*Increase data collection and analysis*

*Grow emphasis on managed services*

*Develop standards and integrate with enterprise systems*

*Consider mobility / remote options*

**SECURITY PROVIDERS ARE INTEGRATING MULTIPLE SERVICES AND TECHNOLOGY INTO A COMPREHENSIVE SOLUTION**

# SHIFTING THEMES ACROSS THE SECURITY LANDSCAPE

## PHYSICAL SECURITY

- “Security guards”
- Protect the assets
- Different security functions provided in each separate unit within a company
- Low value-add / project-based



- “Security officers”
- Protect the business
- Recognize security as a core functional area
- Evolve to managed service offerings
- ROI/TCO Model

## DATA AND IDENTITY SECURITY

### EXPONENTIAL PROLIFERATION OF VIRTUAL DATA AND MOBILE INTERNET ACCESSIBILITY

- Gradual and carefully tested technological deployment
- Limited personal information available through technology use
- Device-centric protection



- Rapid expansion in technological developments, at a rate faster than they can be properly secured
- Plethora of personal information transmitted through various technology platforms
- Data-centric protection

## PHYSICAL SECURITY INFORMATION MANAGEMENT

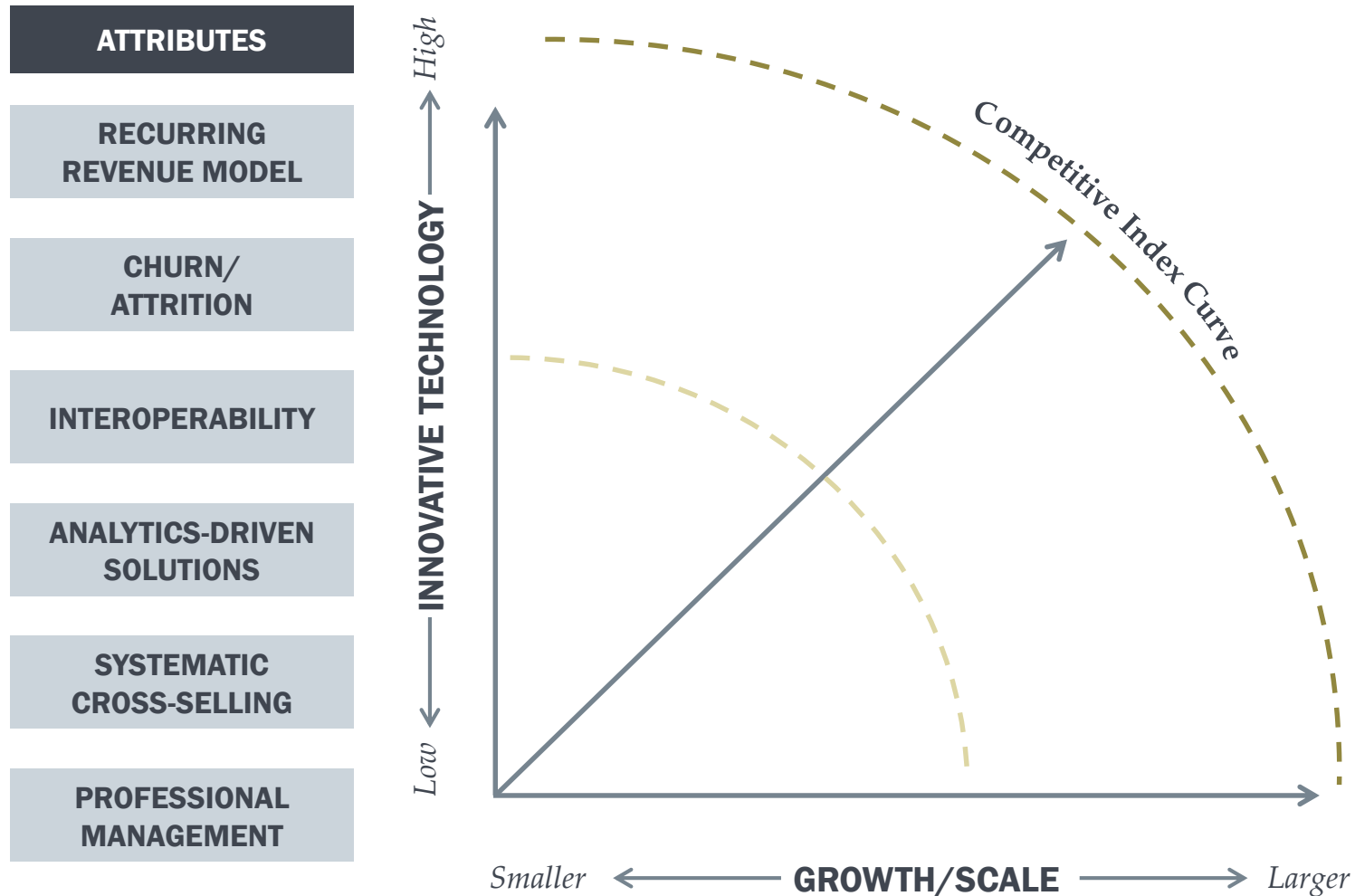
- Focus on implementation of the PSIM system, with little knowledge of next steps
- Alerts and post-incident management platforms
- “Reactive” Security
- Potential Security Solution



- Expand understanding of the uses of data gathered through PSIM software
- Utilize predictive behavioral platforms
- “Proactive” Risk Management
- Comprehensive Risk Management Platform

# OPPORTUNITY TO ADVANCE MARKET DIFFERENTIATION

*Technology integration and scalability are critical competitive advantages*



# RELEVANT TRANSACTION EXPERIENCE

*BlackArch partners has closed a variety of facility services related transactions*



**TRI-ED**  
a portfolio company of  
Andax Group  
has been acquired by  
**ANIXER**

*Distributor of low-voltage electronic security products*

**Snap**  
has received a growth equity investment from  
**GENERAL ATLANTIC**

*Rapidly growing supplier of intuitively designed audio/ video and security products*

**BarcodesInc**  
a portfolio company of  
**THOMPSON STREET**  
CAPITAL PARTNERS  
has been acquired by  
**CORTEC Group**

*Digital data and ID hardware and software solutions for SMB and enterprise customers*

**PLASCO**  
has received an investment from  
**bv** INVESTMENT PARTNERS  
SINCE 1989

*Security products distributor*

**TOTAL SAFETY**  
a portfolio company of  
DLJ MERCHANT BANKING PARTNERS  
has been acquired by  
**WARBURG PINCUS**

*Integrated safety and compliance solutions to personnel operating in industrial settings*

**X**  
has been acquired by  
**FORIE**  
CAPITAL ADVISORY  
and  
**MANHATTAN**  
PARTNERS

*Training and security to DoD personnel and other government agencies*