

WHO YOU'LL MEET AT

IFSEC

INTERNATIONAL

18-20 May 2021

ExCeL London



THE INTEGRATOR

Here's how to make the most of your time meeting **integrators** at IFSEC International 2020.



WHO AM I?

I'm a Project Manager for a medium-sized security integrator; my background is installation, but the rise of IT systems early in my career meant I quickly moved into integrated security. I'm here to **discover the latest products and solutions** – it's important I **remain innovative** so I can provide my clients with the very best service.

WHAT ARE MY OBJECTIVES?

- To find suppliers and partners
- To see innovative solutions in action
- To seek opportunities to build my business

WHAT ARE MY CHALLENGES?

- Future-proofing solutions
- Thinking both strategically and operationally
- Addressing concerns surrounding cyber threats
- Ensuring end-users are educated – research can be too time-consuming

“It's a challenge to future-proof solutions.”



HOW WILL I USE MY TIME AT IFSEC INTERNATIONAL?

- To compare thousands of innovative products to find the solutions that meet my needs – all in one place
- Real-time product demonstrations so I know how things really work
- Information about how products bridge the divide between physical and cyber security
- Bespoke 1-2-1 meetings to connect with the companies behind the products
- To engage with the conversations shaping the security industry



WHAT CAN YOU DO FOR ME?

Offer me evidence your solutions work: I need to have confidence in the products I'm buying, so provide me with on-the-spot demonstrations that prove your capabilities. I want to see case studies showing how your solutions have been successfully applied to real-world situations – I'm more likely to buy from you if you can back up your claims.



“Offer me evidence your solutions work!”

34,796 security professionals visited

IFSEC International in 2019, an increase of **7%** in the number of visitors per exhibitor.

IFSEC International visitors represented a total spending power of

£23 billion.

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Interested in learning more?

Download the event brochure for more information on exhibiting

