



Trusted Expert Consulting.

Company Competency Statement

September 2024

Foreword

At INTA365, we know that security isn't just about technology—it's about trust, collaboration, and staying ahead of the game. For over 30 years, we've worked alongside clients like you in sectors where security is critical: healthcare, national security, public spaces, and beyond.

We don't just deliver solutions; we partner with you to ensure that your security challenges are met with innovative thinking, clear communication, and results you can see. Our TRAQ system ensures you stay in control, every step of the way, with real-time updates and full transparency.

This document outlines how we do what we do, but more importantly, it shows how we'll work with you to protect what matters most. We're here to help, and we're ready to take on your toughest security challenges together.

Sincerely,
The INTA365 Team

Contents

Introduction	4
Core Competencies	4
Industry Knowledge	4
Client-Centric Focus	5
Project Management and Leadership Skills	5
Communication and Interpersonal Skills.....	5
Continuous Learning and Adaptability.....	6
Ethics and Integrity.....	6
Why Choose INTA365	6

Introduction

With over two decades of experience, INTA365 has established itself as a trusted name in the security consultancy industry. We specialise in delivering mission-critical security solutions to sectors such as the NHS, national security, airports, and public spaces. Our success is built on transparency, innovation, and a client-first approach that ensures measurable results and a secure future. Recognised by leading industry bodies, including the Chartered Management Institute, RICS, Certified Technical Security Professional, the Association of Security Consultants, The Security Institute, and the Institution of Engineering and Technology, we maintain the highest standards of professionalism and technical excellence.

Core Competencies

- **Technical Expertise:** INTA365 brings deep expertise in deploying and maintaining cutting-edge security systems. Our solutions cover electronic security systems, integrated access control, and data network installation. We specialise in security system upgrades, threat assessments, and ensuring compliance with industry standards such as GDPR, ISO 27001, and other regulatory requirements.
 - **Problem-Solving Abilities:** We thrive in high-stakes environments, designing tailored solutions that address the most complex security challenges. Whether managing incident response, performing scenario planning, or troubleshooting system vulnerabilities, our focus is on ensuring client safety and system reliability.
 - **Analytical Thinking:** Our proprietary **TRAQ system** (Tracking, Reporting, Accountability, and Quality) is key to driving data-informed decisions. We offer real-time updates, detailed reports, and accountability measures that keep projects on track and allow clients to make strategic adjustments with confidence.
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Industry Knowledge

- **Specialised Knowledge:** With memberships in prestigious industry organisations such as the Chartered Management Institute, Certified Technical Security Professional, and The Security Institute, INTA365 brings unparalleled sector expertise. Our team's knowledge spans healthcare (NHS), national

security, and public spaces, ensuring we understand the critical demands and nuances of each sector.

- **Awareness of Emerging Trends:** We are continuously evolving, staying at the forefront of innovations such as AI-powered security systems, cloud-based infrastructures, and cybersecurity trends. Our team's knowledge allows us to offer future-proof solutions that meet the evolving needs of today's complex security landscape.

Client-Centric Focus

- **Understanding Client Needs:** INTA365's approach is rooted in collaboration. We work closely with clients to design and implement security solutions that are tailored to their unique needs and operational environments. Our commitment to a transparent, consultative process ensures that clients remain fully engaged and in control throughout the project lifecycle.
- **Delivering ROI:** Our agile, forward-thinking processes are built to maximise return on investment, ensuring that clients achieve measurable improvements in operational efficiency, risk reduction, and cost control. Whether upgrading a national security infrastructure or safeguarding NHS facilities, we ensure our solutions deliver tangible results.

Project Management and Leadership Skills

- **Planning and Strategy:** INTA365 takes a structured approach to project management, guiding clients through the complex process of system upgrades. From initial planning and stakeholder engagement to final implementation, we ensure each phase is meticulously managed to meet the highest standards of excellence.
- **Team Collaboration:** We work across multi-disciplinary teams that include installation specialists, data network installers, and product design experts. Our teams collaborate seamlessly to ensure the smooth integration of new technologies and the successful execution of mission-critical projects.

Communication and Interpersonal Skills

- **Clear Communication:** At INTA365, we excel in translating complex technical concepts into actionable strategies. Our ability to communicate effectively with both technical teams and executive leadership ensures that stakeholders at every level remain aligned and informed.

- **Influence and Persuasion:** Our consultants possess the expertise and influence to help decision-makers understand the long-term value of our proposed solutions. We are skilled at navigating complex environments, helping senior leaders make informed choices that drive security improvements and operational success.
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Continuous Learning and Adaptability

- **Professional Development:** Our commitment to continuous learning keeps INTA365 at the forefront of industry developments. Our team regularly participates in professional development, earning certifications and training in the latest security technologies and methodologies.
 - **Adaptability:** INTA365 has the agility to respond to changing client needs and evolving security threats. We adapt our processes and solutions to ensure that we remain ahead of potential risks, delivering future-proof security systems that stand the test of time.
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Ethics and Integrity

- **Professional Integrity:** Operating in sensitive sectors such as national security and healthcare demands the highest levels of confidentiality, integrity, and ethical conduct. INTA365 is committed to maintaining these standards at all times, ensuring that our clients can trust us with their most critical assets.
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Why Choose INTA365

INTA365 stands apart for its exceptional blend of expertise, innovation, and transparency:

- **Proven Expertise:** With over 30 years of experience in the security industry, INTA365 is equipped to handle projects across all segments, from installation and service maintenance to data network infrastructure and product management.
- **Recognised by Leading Industry Bodies:** Our commitment to excellence is reflected in our memberships with prestigious organisations such as the Chartered Management Institute, RICS, Certified Technical Security Professional, and the Institution of Engineering and Technology.
- **Sector-Specific Knowledge:** INTA365 understands the unique challenges of mission-critical environments such as healthcare, national security, airports,

and public spaces. We tailor our solutions to meet the specific security needs of each sector.

- **Transparency Through the TRAQ System:** Our proprietary TRAQ system ensures that clients remain fully informed and in control at every stage, with real-time tracking, detailed reporting, and complete accountability.
- **Innovative Solutions:** Our forward-thinking, agile approach ensures that clients benefit from cutting-edge security solutions, delivering maximum returns on investment with measurable, tangible results.

The information contained in this document reflects the most current details and offerings from INTA365 at the time of publication. However, as we continuously strive to improve our services and adapt to the evolving needs of the industry, we reserve the right to update or modify the content as and when necessary, without prior notice.

For the most up-to-date information, we encourage you to reach out to us directly.