

# Tariff increases as an opportunity to rethink the security industry

Smart AI solutions for  
sustainable security in the future

The Vereinte Dienstleistungsgesellschaft, or Ver.di, is a very strong and present trade union. Together with the BDSW, which has more than a quarter of a million members, the employee representatives regularly campaign for wage adjustments and inflation compensation. For the collective bargaining round 2022 first demands have been put on the table in several federal states and it can be assumed that security sector workers will receive more money at the end of the year, resulting in noticeably higher personnel costs. A fact that has to be faced and reacted to.

## Rising employee compensation and growing total costs

Rising staff salaries and thus the growing overall costs of security projects are not a new issue, but they have been ignored for lack of an alternative. "simply" accepted. According to a recent Lünendonk study, customers' requirements are growing, although less and less money is being spent on them. A spiral that inevitably leads to collapse.





## RETHINKING THE SECURITY INDUSTRY

### CONTACT

Security Robotics  
Development & Solutions GmbH

Michael Engel  
Press Officer

Phone 030 – 209 67 44 - 78  
E-mail [m.engel@security-robotics.de](mailto:m.engel@security-robotics.de)  
[www.security-robotics.de](http://www.security-robotics.de)

**Recording of  
mobile robotic systems into  
the component mix**

### Realising complex scenarios in high quality + future-proof – how does that work?

Service providers must adapt to the changed market situation and the permanent shortage of skilled workers. In the future, large-scale projects and demanding tasks will only be able to be covered in the required quality by companies which, on the one hand, continuously further qualify their staff and, on the other hand, already break new ground in the creation of security concepts.

#### Mobile component

As should be clear by now, the exclusive use of "human safety components" only makes sense in exceptional cases. Those who are now shaking their heads in surprise should realise that this has been reality for a long time. After all, there is hardly an object worth protecting without perimeter sensors, permanently installed cameras, door control and access systems, etc., which, however, have their limits due to their location. Up to now, guards have often been used as "mobile components" for patrolling, technical staff for checking condition values, reception staff for visitor care, etc. But what can be done when there are simply not enough people? But what can be done when there are simply not enough staff available and, as already mentioned at the beginning, the cost pressure continues to increase?

PRESS RELEASE | 02.09.2022

### Smart AI solutions for sustainable safety

One solution is to include mobile robotic systems in the component mix. Thanks to AI software, these mechanical colleagues are ideally equipped for any situation and can then take over precisely those areas where they can play to their strengths and score points, for example, with great fatigue-free endurance, 360° all-round and night vision and clever networking. Instead, trained employees are primarily assigned tasks in which human intuition, intuition, experience and decision-making power are effective. Another advantage is the close-meshed networking and communication of all IoT components and thus the seamless integration of the new technology into existing systems. This is made possible by modular, scalable software platforms for perfect human-machine cooperation, such as those developed by Security Robotics. As a result, quality increases, despite regulated personnel costs!

So let's take a new and sustainable look at the topic of security together and find a cost-efficient solution that can also cope with the next tariff increases or uncertainties of the market.