



# **BUSINESS PARTNERSHIP OFFER**

**WorthYourTrust**

We thank you for your interest to cooperate with Sector Security. Herewith we would like to show you what makes us distinguishable in Bosnia and Herzegovina market.

## **ABOUT OUR COMPANY**

Sector Security is the largest national physical and technical protection and security company in Bosnia and Herzegovina. With 1400 employees in 18 branches, it has been an imminent partner in the security industry for 20 years.

More than 5500 satisfied clients speak to the magnitude of the trust that clients place in the company on daily basis.

Sector Security was founded in 2000 with Head Office in Banja Luka. Developing the quality of service on continuous basis by having consistent implementation of relevant legislation and technological equipment upgrades, investing into people's knowledge, increasing the number of employees, raising the level of professionalism to both clients' and employees' satisfaction are some of the core values and cornerstones of this company.

Over two decades, the company has grown from a local security agency to a powerful team of experts across BiH. The range of services has been steadily expanding, ranging from basic physical and technical security tasks to the state-of-the-art integrated security systems. The company's expertise has become more serious and complex, following the security industry trends as well as growing needs of clients. We have become a reliable partner to the state and our clients in the prevention of security risks.

***Security management is our job. Worth your trust.***

The company is present throughout Bosnia and Herzegovina with the branches in the following cities/towns:



**Our employees are our greatest and most important resource.** The company is constantly investing into the education and training of experts to perform the most complex jobs and tasks, which was the reason behind the Sector Security Academy that was established for internal and external training in all areas of security. Sector Security is an IBSSA member (International Bodyguard & Security Services Association), which is a guarantee of our quality.

## ***Security, as a priority, has a new dimension with us!***

In addition to physical security services, transport of money and valuable cargo, emergency response services and on-call operation center, Sector Security provides complete support to the services in the field of security - consulting, banking equipment and electrical installations, as well as design and installation of technical security systems - low-voltage electricity and energy systems - high-voltage electricity. In terms of low-voltage systems, in addition to video surveillance, fire alarm systems, intrusion alarm systems, anti-burglary alarm systems, special attention is being paid to the integrated security systems and protection of security areas, perimeter protection using artificial intelligence, evacuation systems and ambient sound system, systems of ATM gas protection against explosive attacks, technical inspections of gaming devices, while in terms of high-voltage systems we do delivery and installation of LED lighting, laying the power cables, installation of lightning and grounding installations, as well as delivery and installation of electrical accessories. We have our own production and installation of electrical cabinets of all sizes and we operate systems for uninterrupted power supply as UPS and aggregates.

We are especially proud of the joint development and introduction of the Smart Home System in the homes of many citizens. In addition to being safe, our clients now enjoy more comfort. Adverse event prevention is a particularly significant customer support and our licensed experts do security analytics, perform security risk assessments and verify the level of the customer's safety culture in traditional as well as cyber environment.

Our company works with world-renowned manufacturers such as: DSC, Paradox, Protege, AVS Electronic, Tecnoalarm, INIM Electronic, Peridect, Jantar, Primion, Hikvision, Dahua, Geovision, Milestone, Notifier, Morlay, Apollo, Labor Strauss, Giesecke & Devrient, Oblo living, Aling Conel, Legrand, ETI, Schneider electric, Schrack, Obo Bettermann, Philips, Disano, Tehnolink, SDMO etc.

## ***Our first, foremost and only mission is for you to feel safe and protected in a secure environment.***

Numerous certificates and licenses of both employees and the company as a whole are a confirmation of the company's high standards.

Sector Security has always invested in improving its business in accordance with market requirements by introducing an integrated system of quality standards (ISO 9001; ISO / IEC 27001; ISO 14001; OHSAS 18001; ISO / IEC 17020), thus confirming that quality and expertise are its greatest attributes. We have the highest security classification of the Industrial security permit issued by the Ministry of Security of Bosnia and Herzegovina in 2019, and we are the first security agency in Bosnia and Herzegovina to receive a security license of this type passing all security checks carried out by the Ministry of Security of Bosnia and Herzegovina. Sector Security was awarded Creditworthiness Rating Excellence Certificate in 2019, which is a confirmation of long-term, systematic and quality work that places our company at the very top of the in-country economy. Sector Security is, among other things, a member of the American Chamber of Commerce in BiH (AmCham BiH). Our policies rely on international norms, laws and ethical standards. We emphasize that all our work is done in accordance with the Law on Agencies for Protection of People and Property and Private Detective Services (Official Gazette RS 04/12), the Law on Agencies for Protection of People and Property (FBiH Official Gazette 78/08, 67/13) and Law on Agencies for Protection of People and Property and Private Detective Services of Brcko District (Official Gazette of Brcko District 27/04, 15/05, 37/05) and other relevant legal provisions and by-laws.

State-of-the-art service to our clients is provided by our expert team composed of:

- Corporate security and physical security experts
- Security managers with experience gained in different industries
- CCTV operators trained to work on modern software platforms
- Technical personnel for design, installation of security equipment and carrying out relevant works.

Sector Security has acquired all the licenses necessary for design and carrying out works:

- License - installation of high-voltage systems and power plants
- License - installation of low-voltage systems, telecommunications and automatics
- License to prepare technical documentation - installation of high-voltage systems and power plants
- License to prepare technical documentation - installation of low-voltage systems, telecommunications and automatics

**Our mission is to be the most reliable regional partner to our clients in all matters of preventing security risks and ensuring business efficiency.**

#### ***Our values***

***Expertise***

***Integrity***

***Excellence***

***Trust***

***Dedication***

***Respect***

***Innovation***

***Teamwork***

Sector Security offers full support by providing security services, consulting, banking equipment and electrical installations as well as design, installation and supervision over the installation of technical protection systems – low-voltage electricity and energy systems – high-voltage electricity.

## **SECTOR SECURITY SERVICES**

### **PHYSICAL SECURITY**

#### **||||| ▶ Physical security of persons and property**

- › Physical security of banks (during working hours, off-hours, 24h)
- › Physical security of facilities (during working hours, off-hours, 24h)
- › Physical security - firefighters (fire protection)
- › Physical security using a metal door detector and people counting
- › Physical security of gatherings and events
- › VIP physical security
- › Canine dogs

#### **||||| ▶ Transport of money and valuable cargo**

- › Transport of money and valuable cargo
- › ATM cash loading
- › Physical security – collecting and transporting cash earnings
- › Securing transport

#### **||||| ▶ Intervention teams**

- › Intervention tours of facilities (routine and emergency)

### **TECHNIC**

#### **||||| ▶ Technical protection systems/low-voltage electricity**

- › Preparation of technical documentation for low-voltage systems: concept design, master design, detailed design, as-built design
- › Issuing protocols on validity and functionality of technical protection systems
- › Issuing protocols on validity and functionality of fire alarm systems
- › Video surveillance systems
- › Fire alarm systems
- › Burglar and intrusion alarm systems
- › Fog cannons
- › Electronic Article Surveillance
- › Perimeter protection with artificial intelligence (AI)
- › Video intercom system
- › Access control and time attendance system– Card ID, biometry
- › Gas, temperature and humidity monitoring systems
- › Voice evacuation and ambient sound system
- › Structure network - computer and telephone network
- › System integration
- › Technical protection systems and computer equipment servicing
- › Technical protection systems testing
- › Installation, programming and operation of technical protection systems
- › Technical inspection of gaming equipment
- › Automatics for wing and sliding gates, automatic barriers
- › Parking entry/exit control systems, parking payment machines
- › Smart systems: Smart city/Smart home

### ||||| ▶ **Delivery of special (banking) equipment:**

- › Money counting machines
- › Counterfeit money detectors
- › Safes and vaults with/without time-delayed opening mechanism
- › High-security locks
- › Smart safes
- › ATM protection against attack by explosive means - gas

### ||||| ▶ **Energy systems/high-voltage electricity**

- › Preparation of technical documentation for high-voltage systems: concept design, master design, detailed design, as-built design
- › Delivery and laying of power cables
- › Delivery and installation of electrical accessories
- › Delivery and installation of LED lighting
- › Delivery and installation of lightning and grounding installations
- › Production, delivery and installation of electrical cabinets of all sizes
- › Renting 22.5m elevating work platform

### ||||| ▶ **Uninterrupted power supply**

- › UPS
- › Aggregates

## **PHYSICAL AND TECHNICAL SECURITY**

- › *DOC (on-call operation center)*
  - Monitoring and intervention upon receiving:*
    - Notification from alarm control board
    - Call
    - Notification from panic key
- › *GPS (Global Positioning System)*
  - Satellite surveillance of vehicles and vessels with:*
    - Digital control of access and use
    - GPS panic – interventio

## SECURITY ANALYTICS

Since its founding, Sector Security has based all its services on security consulting as a key activity in solving our clients' issues. As a result of quality security analytics and subject matter threat assessment, we enable our expert team to adequately and efficiently design a security system. Security analytics helps our customers make the right decisions to protect their businesses, customers and employees from threatening events.

### ▄▄▄▄▄▶ **Security vulnerability assessment**

Vulnerability assessment provides a client with the following:

- A memo specifying the implementation of the key security measures
- A security plan of actions and procedures in assumed incident situations
- Recommendations regarding the protection of a property or person by organizing physical and/or technical protection
- Risk rate assessment based on an analysis of potential threats
- Crime analysis in the narrow/wide area

### ▄▄▄▄▄▶ **Security culture**

- Our experts provide security consulting and improve the internal security culture
- We help clients adopt standards of behavior in security communication with the internal and external environment, as well as standards on how tasks should be carried out while meeting all security recommendations
- We create internal control, provide adequate education and training for all levels of management, develop risk maps, and plan cooperation mechanisms in the field of security

## INTEGRATED SECURITY SYSTEMS

Integrated security systems take a special place in providing a complex security service. These are solutions that enable the integration of various technical protection systems such as video surveillance, anti-burglary, access control, perimeter protection into one integrated surveillance and control system. By integrating different systems of technical protection into one system, we enable the user to have a simpler, faster and more efficient control and management, increase the level of the system security, and considerably simplify the timely detection of potentially dangerous events. By implementing such solutions, we enable a facility to be protected with a minimum number of physical security workers/security guards or to have a facility completely protected without physical security workers/security guards.

The client's business operation is protected by day and night with our security solutions. We have on-call duty officers at our on-call operation center who monitor the safety and well-being of our client's businesses 24/7. When the system registers a threat, our professional workers intervene. The seamless integration of automated operations ensures that the client's business is protected 24 hours a day.

## SIGNIFICANT PROJECTS IMPLEMENTED IN THE LAST TWO YEARS

- › **RiTE (Coal mine and thermal power plant) Gacko** – Delivery and installation of the integrated protection system, anti-burglary system, gate control system, video surveillance system
- › **ATLANTIC GRUPA** (location: Argeta Hadžići, Sarajevo) – Delivery and installation of fire alarm system, fire detection and extinguishing systems in technical facilities
- › **University Clinical Centre of the Republic of Srpska Banja Luka** – Delivery and installation of low and high voltage installations and technical protection system in Cardio Surgery Clinic
- › **Head Office of Komercijalna banka a.d. Banja Luka** – Delivery and installation of low and high voltage installations and technical protection system
- › **Nova banka a.d. Banja Luka** (head office and 30 branch offices) – Delivery and installation of technical protection system
- › **NLB Banka a.d. Banja Luka** (head office and 40 branch offices) - Delivery and installation of video surveillance system
- › **MF Banka a.d. Banja Luka** (head office and 25 branch offices) – Delivery and installation of anti-burglary and fire alarm system, video surveillance system and access control system
- › **BiH Indirect Taxation Authority** (21 locations) – Delivery and installation of IP video surveillance system
- › **BH Telecom Brčko** – Delivery and installation of fire alarm system, gate control and time attendance system, anti-burglary system and IP video surveillance system
- › **Stadium Bilino Polje Zenica** – Delivery and installation of special IP video surveillance system
- › **Apart hotel Vučko Jahorina** – Delivery and installation of fire alarm system, ambient sound system
- › **Municipality Gračanica** – Delivery and installation of the system of public area IP video surveillance
- › **Cities/towns: Prijedor, Sanski Most, Višegrad, Bratunac** – Delivery and installation of public area video surveillance system
- › **Romanijaputevi a.d. Sokolac** – Reconstruction and repair of Kalovita brda tunnel regarding lightning installations, Pale municipality
- › **Ministry of Justice, Prison and Correctional Facility Banja Luka** - Outdoor lighting reconstruction
- › **Ideal Kompani d.o.o. Banja Luka** – Delivery and installation of low and high voltage installations and technical protection system at a gas station
- › **Tempo Gradnja Banja Luka** – Delivery and installation of low and high voltage installations at a residential and business facility
- › **Alumina d.o.o. Zvornik** – Delivery and installation of high-voltage installations at the Filtration and Drying Facility 3 with storage and packing and at the Precipitators and Mills facility
- › **Mtel a.d. Banja Luka** – Customization, branding and delivery of terminal equipment for SMART HOME systems
- › **Dermal R d.o.o.** – Delivery and installation of anti-burglary and fire alarm system, video surveillance system and access control system
- › **RSA Gaming d.o.o.** - Delivery and installation of anti-burglary and fire alarm system, video surveillance system and video intercom system
- › **Kolektor CCL d.o.o.** – Delivery and installation of technical protection systems
- › **EUROPEAN UNION Delegation to Bosnia and Herzegovina** – physical protection and expanding technical protection systems at the EUD ambassador residence
- › **Project SECURITY AREAS** – Facilities holding classified information. By integrating various systems of technical protection (video surveillance, anti-burglary, access control, fire alarm, etc.) and mechanical protection (anti-burglar doors, windows, etc.), security areas are protected from unauthorized access and actions that can lead to the destruction, theft, recording and compromise of classified information. We are in charge of this project thanks to the BiH Ministry of Security of BiH since we are the first security agency in BiH to receive the highest security classification of the Industrial security permit issued by this Ministry.
- › **State Investigation and Protection Agency – SIPA – Sarajevo** – Installation of perimeter protection
- › **Primary school “SRBIJA” Pale** – Installation of IP video surveillance



## SECURITY IS NOT LUXURY!

### REFERENCE LIST

Here we list some of many clients we have had long-term, successful cooperation throughout the years when it comes to physical security as well as design and installation of technical systems of protection – low-voltage electricity and energy systems – high-voltage electricity.

- › Nova Banka a.d. Banja Luka
- › UniCredit Bank A.D. Banja Luka
- › Centralna Banka BiH Pale
- › Sberbank a.d. Sarajevo
- › Sparkasse Bank d.d. Sarajevo
- › NLB banka a.d. Banja Luka
- › Komercijalna banka A.D. Banja Luka
- › MF Banka a.d. Banja Luka
- › ProCredit Banka d.d. Sarajevo
- › KIB Banka Velika Kladaša
- › World Bank (Banja Luka)
- › ZiraatBank BH d.d. Sarajevo
- › EUROPEAN UNION Delegation to Bosnia and Herzegovina
- › SFOR, EUFOR
- › Cities/towns: Banja Luka, Prijedor
- › Municipalities: Srbac, Derventa, Vlasenica, Gradiška, Trebinje, Višegrad, Gračanica, Bratunac, Sanski Most, Jezero
- › The Republic of Srpska Ministry of Education and Culture
- › The Republic of Srpska Ministry of the Interior
- › The Supreme Office for the RS Public Sector Auditing
- › The Republic of Srpska Special Prosekutor's Office
- › University Clinical Center - Cardio Surgery Clinic Banja Luka
- › Prison and Correctional Facility Banja Luka
- › Prison and Correctional Facility Foča
- › Secretariat for Refugees and Migrations
- › RiTE (coal mine and thermal power plant)Ugljevik
- › RiTE (coal mine and thermal power plant) Gacko
- › Mine Šikulje
- › Mine Dubrave
- › Telecommunications Company of Republika Srpska, M TEL
- › Elektroprivreda RS Trebinje
- › Preduzeće za poštanski saobraćaj RS A.D. Banja Luka
- › Mercator BH d.o.o. Sarajevo
- › Konzum d.o.o. Sarajevo
- › Dm drogerie markt d.o.o. Sarajevo
- › Tropic Maloprodaja d.o.o. Banja Luka
- › Arcelor Mittal Zenica
- › Prointer ITSS d.o.o. Banja Luka
- › ELNOS BL d.o.o. Banja Luka
- › OBLO Living d.o.o. Novi Sad
- › Ciambella d.o.o.
- › BH Telekom d.d. Sarajevo
- › ZU Moja Apoteka Banja Luka
- › British American Tobacco Sarajevo
- › Coca Cola BiH Sarajevo
- › Mikroelektronika A.D. Banja Luka
- › SHP Celex d.o.o. Banja Luka
- › Euroline Banja Luka (Benetton, Nike, Adidas)
- › Orbico d.o.o. Banja Luka
- › Hotel Bosna Banja Luka
- › Hotel Vučko Jahorina Istočno Sarajevo
- › Hotel Atina Banja Luka
- › Industrija Alata Trebinje
- › VITINKA A.D. Zvornik
- › Delta sport d.o.o. Banja Luka
- › Boksit A.D. Milići
- › PINK BH
- › Vitaminka A.D. Banja Luka
- › ATLANTIC GRUPA (Argeta d.o.o. Sarajevo, Grand Prom Bijeljina)
- › Mlijekoprodukt d.o.o. Kozarska Dubica
- › Autocentar Merkur d.o.o. Banja Luka
- › Žitopeka s.p. Banja Luka
- › THE Welly d.o.o. Prnjavor
- › Lada auto d.o.o. Banja Luka
- › Sport Vision d.o.o. Bijeljina
- › RSA Gaming d.o.o. Banja Luka
- › Dermal d.o.o. Kotor Varoš
- › Romanijaputevi a.d. Istočno Sarajevo
- › Tempo gradnja d.o.o. Banja Luka
- › Malbašić nekretnine d.o.o. Banja Luka
- › Vicanović Company d.o.o. Banja Luka
- › Tigar d.o.o. Doboj
- › Ideal Kompani d.o.o. Banja Luka
- › Alumina Zvornik a.d. Zvornik
- › Aragosta Invest d.o.o. Banja Luka
- › Proda-mont d.o.o. Doboj
- › UNIQA osiguranje d.d. Sarajevo
- › EUROHERC osiguranje a.d. Banja Luka
- › Asa osiguranje d.d. Sarajevo
- › Meggle d.o.o. Bihać

- › Factory Sportek d.o.o. Kotor Varoš
- › Glas Srpske a.d. Banja Luka
- › Nezavisne novine a.d. Banja Luka
- › Sloboprom d.o.o. Brčko
- › Eko toplane Banja Luka d.o.o. Banja Luka
- › Fabrika duhana Banja Luka
- › Kolektor CCL d.o.o. Laktaši
- › Dubicotton d.o.o. Kozarska Dubica
- › Mikrografija d.o.o. Sarajevo
- › Sector ADS d.o.o. Banja Luka
- › TRIZMA GS Banja Luka
- › Inditex (Zara, Massimo Dutti, Bershka, Stradivarius, Pull and Bear)
- › RS-Silicon d.o.o. Mrkonjić Grad
- › Zrak Dks d.o.o. Teslić
- › Adriatic osiguranje a.d. Banja Luka
- › Kam i Bus d.o.o. Sarajevo
- › Metal a.d. Gradiška
- › PMP Jelšingrad Gradiška
- › IOM Sarajevo
- › UNHCR Sarajevo
- › Public Enterprise "Putevi Brčko" d.o.o.
- › IOM Sarajevo
- › UNHCR Sarajevo
- › Henkel Adhezivi BiH Bileća
- › Messer plin d.o.o. Mostar
- › IN TIME d.o.o. Sarajevo
- › DOMINO electronic - Spiele BH Sarajevo
- › Hemofarm d.o.o. Banja Luka
- › Teko Mining d.o.o. Istočno Sarajevo
- › New media company d.o.o. Sarajevo
- › Standard nekretnine d.d. Sarajevo
- › Heta d.o.o. Sarajevo
- › ALPRO d.o.o. Vlasenica
- › Drvo commerc d.o.o. Vitez
- › STRABAG d.o.o. Sarajevo
- › Grad promet d.o.o. Doboj
- › BELAMIONIX d.o.o. Gradačac
- › CEMEX BH d.o.o. Prijedor
- › BH Play d.o.o. Tuzla
- › NELT d.o.o. Istočno Sarajevo
- › Republika Srpska Railways
- › BiH Border Police
- › MG mind d.o.o. Mrkonjić Grad

***To those who want to enjoy maximum security Sector Security offers all-inclusive solutions at one place by using innovative technology and the best service. Our prerogative is to protect values important to our clients.***

**WE TAKE CARE OF YOU!**

**GENERAL MANAGER**  
**Dragana Kosić**

**WorthYourTrust**