**Considering a Security Consultant?**

**Most anyone selling a security product can call themselves a "security consultant" or "security advisor," but what really matters when considering a consultant for security project design?**

**Here are 5 good reasons to consider a professional security consultant for your design project:**

1. **True security consultants have a broad skill set covering everything from initial risk assessment to overseeing the project's implementation.**

It's not just selecting a security device to specify.. Security consultant skills cover the entirety of a consulting assignment – understanding users' security risks and needs; budgets; designing an specifying systems to address those risks; deep industry knowledge of vendors, resources, and technology trends; project management and oversight.

2. **Consultants have a verifiable track record.**

Successful consultants have resumes of projects they have designed and managed. Find out whom they have worked for and with. Most consultants have developed specific expertise in selected vertical markets and project types. They are known to users, integrators, and manufacturers.

3. **Independent security consultants are not manufacturer-aligned (though everyone has their preferences).**

They don't sell security equipment, they provide advice based on a client's interests and needs. Security consultants go out of the way to avoid any conflicts of interest and to recommend the right products and services for their projects.

4. **Security consultants look at risk holistically: physical, personnel, cyber, supply chain and more.**

Risk is a multi-headed monster, and solutions must be considered to address them. The right consultant applies risk management across many dimensions to ensure better protection for assets, staff and critical information.

5. **Consultants undergo constant training across a range of technologies.**

Security consultants have several years of specialized training to qualify them as a professional security advisor. This may happen in professional courses, internal lunch and learns, manufacturer-led training, or in trade show and conference venues. It's an ongoing process. In addition,  many security consultants have verifiable professional credentials such as licensed Professional Engineer (PE),  Certified Protection Professional (CPP) or Certified Security Consultant (CSC).