

Choosing a Security & Safety Consultant: 10 Questions to Ask

A short buyer's guide to help you separate credible, evidence-led consultants from box-shifters — before you commit budget.

1. Do they start with an assessment, or a quote?

A credible consultant establishes a baseline and a gap analysis first. If the first thing you receive is a list of equipment to buy, the recommendation isn't evidence-led.

2. What standards do they work to?

Look for explicit alignment to recognised frameworks — for example ISO 31000 (risk), ISO 9001 (quality) and ASIS International guidance — not just vendor brochures.

3. Are the people credentialed?

Board certifications such as CPP, PSP and PCI (ASIS International) signal tested competence and a code of ethics. Ask who actually works on your job.

4. Are they independent of the products they recommend?

If a consultant only ever recommends the systems they resell, you can't be sure the design serves you rather than their margin.

5. Can they show comparable, verifiable work?

Ask for references in your sector and at your scale — branch networks, embassies, plants, hospitals — and check them.

6. Do they cover the whole lifecycle?

Assessment, design, implementation and ongoing review should connect. Gaps between separate vendors are where security quietly fails.

7. How do they handle your data?

Site surveys are sensitive. Expect an NDA on request and handling in line with Ghana's Data Protection Act and equivalent privacy obligations.

8. Is the recommendation prioritised and justified?

Good output is a prioritised action plan tied to specific findings — not an undifferentiated wish-list.

9. Do they plan for the ongoing, not just the install?

Threats evolve. Ask how they handle monitoring, re-audits, documentation and refresher training over time.

10. Will it stand up to scrutiny?

Regulators, insurers and boards ask 'why'. The work should produce evidence you can defend, not assertions you have to take on trust.

How SGT answers these: S.G. Technologies is a Ghanaian security and safety consultancy that assesses your risk, designs and installs the systems, and trains your people — delivered by board-certified experts to globally accepted standards. Every engagement starts with a baseline assessment and gap

analysis, so each recommendation is justified, not guessed.

Ready to start? Request a risk assessment at secureghana.com/assessment or email info@secureghana.com.